PUBLISHED EVERY SATURDAY SINCE 1888

Hardware and Metal

Vol. XXXIII No. 13 THE MACLEAN PUBLISHING COMPANY, LIMITED PUBLICATION OFFICE: TORONTO, CANADA MARCH 26, 1921



American machinists recognize the name of Starrett as a guarantee of quality and superiority in tools, tapes and hacksaws.

THE L. S. STARRETT CO., Athol, Mass.

The World's Greatest Toolmakers. Manufacturers of Hack Saws Unexcelled.

42-158

STARRETT TOOLS

STARRETT HACK SAWS CUT QUICKER & LAST LONGER

Starrett Tools



House-cleaning Time is Here What Does That Mean to You?

IT should mean a chance to make extra sales in lines that are particularly "saleable" at this Season.

The season when the sales of O-Cedar Polish reach their Peak—therefore, the time of the year for O-Cedar Window Displays.

The merchant who makes use of O-Cedar Advertising Material in his Windows and around his store, gets the benefit of the extra demand that comes at House-cleaning time for both O-Cedar Polish and the O-Cedar Polish Mop.

O-Cedar Polish

CHANNELL LIMITED - TORONTO



SAMSON

FARM and GARDEN TOOLS

Their quality will
give your customer
full satisfaction.

Guaranteed



H. S. Howland, Sons & Co., Limited
Toronto

If interested tear out this page and place with letters to be answered.

When a Man Trusts His Life to a Rope

He pays it about the biggest compliment it is possible for a man to pay.

There are more men trusting their lives to Plymouth Rope every day than to all other ropes made. For those who go down into the sea to save life or salvage wrecks, or hang suspended in mid-air while they work upon sky-scrapers or church steeples know that "Plymouth Rope is the Rope they can Trust." Others have been trusting it for nearly a century.

You can trust Plymouth Rope to build up your rope sales by giving customers a little more of strength and wear than they expect.

5 33

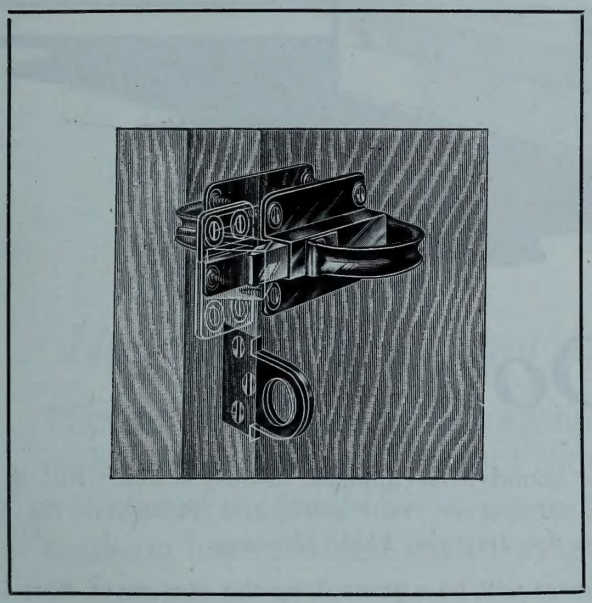
Plymouth Cordage Company
NORTH PLYMOUTH, MASS. WELLAND, CAN.

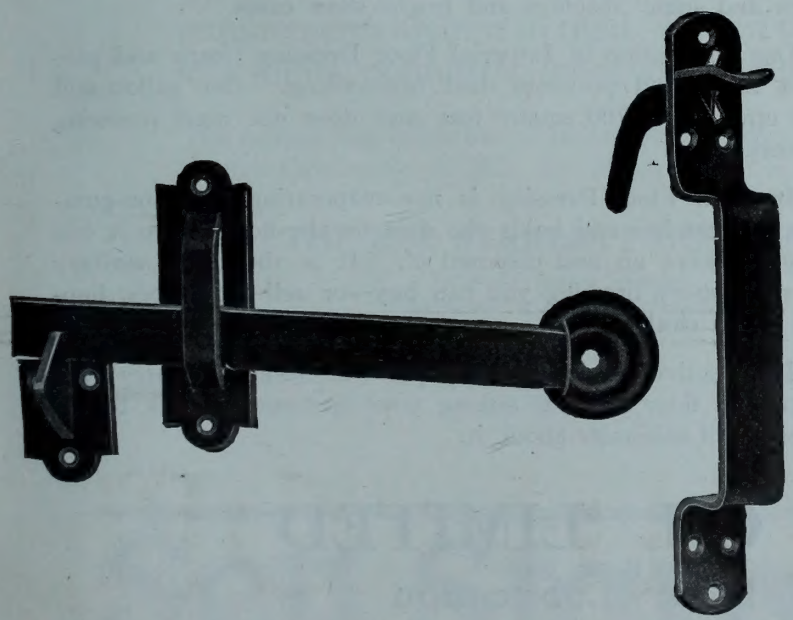
Independent Cordage Co., Limited
TORONTO, CANADA CANADIAN SALES AGENTS

PLYMOUTH ROPE

If interested tear out this page and place with letters to be answered.

The Door to Prosperity Opens With C.S.G. Co.'s Latches





No. 1240 Barn Door Latch

opens all doors quickly and easily, just as it performs all the other duties of a latch, even the duty of selling readily and with a profit for the merchant. A durable, commonsense latch with Japanned frame and handles, tinned bolt and a Sherardized spring of piano wire that cannot rust. Packed one-quarter dozen in a carton, including padlock eyes. Weight, 175 lbs. per case.

The "Challenge" Latch

has opened a new door to profit for many a shrewd dealer, for it possesses more points of quality and value—selling points—than any other thumb latch on the market; for instance, it is made entirely of wrought steel and it is absolutely impossible for the thumb piece to work loose or get out of place.

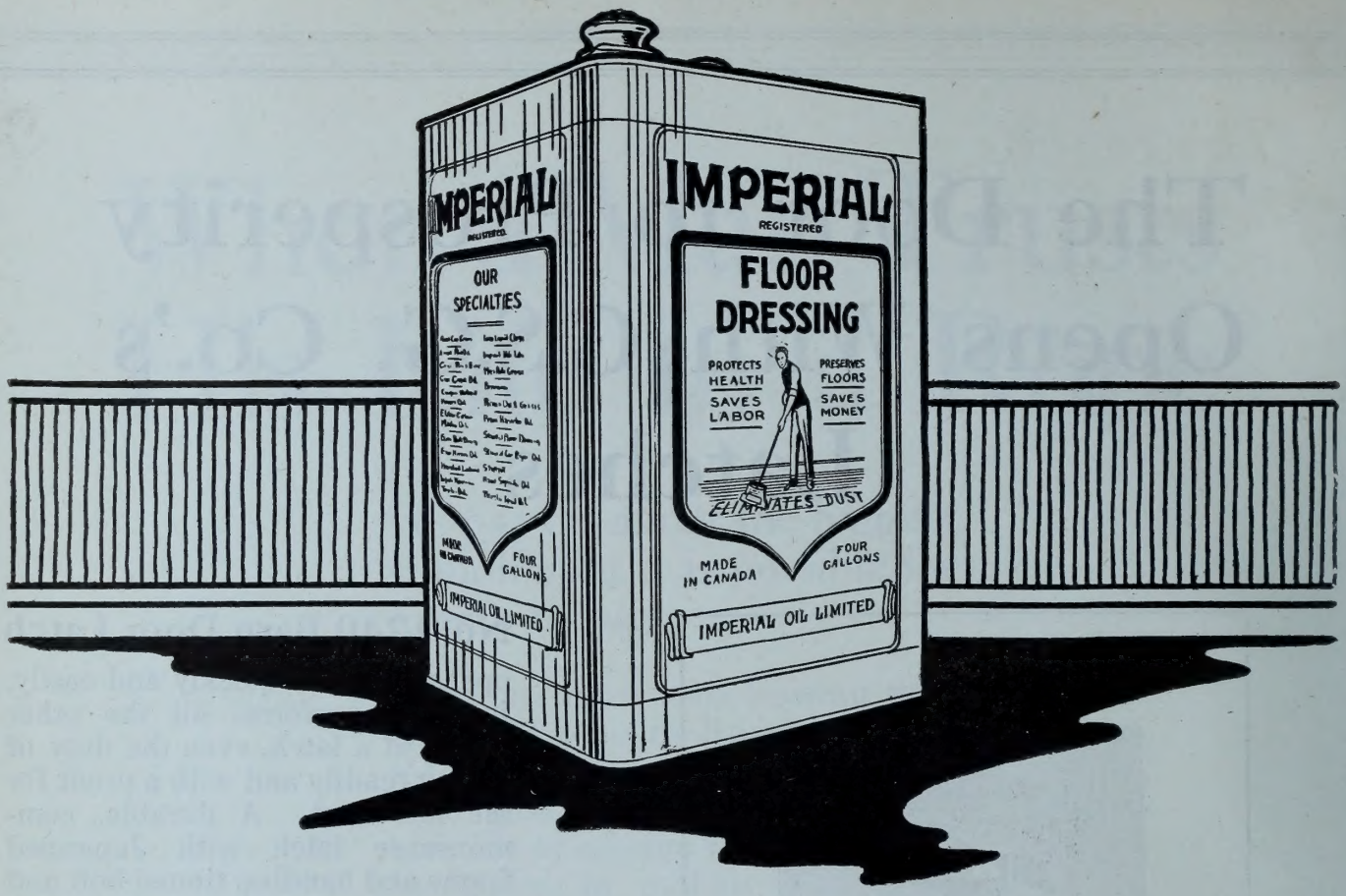
Packed one-half dozen in a box. 12 dozen in a case. Weight, 180 lbs. per case.

Canada Steel Goods Company

Limited

Hamilton **Canada**

If interested tear out this page and place with letters to be **answered.**



Keeps Dust Down--

IMPERIAL
FLOOR DRESSING

Imperial Floor Dressing comes in one and four-gallon lithographed sealed cans, and in half-barrels and barrels. Ask the Imperial Oil salesman for prices and a demonstration.

Dirt is bound to accumulate in busy stores. But it can be kept from settling on your stock and shelves in the form of dust if you use Imperial Floor Dressing.

Customers will be attracted by the absence of dust in your store, by the neat appearance of your merchandise, by your "spick and span" displays and bright show cases.

One application of Imperial Floor Dressing cleans and preserves floors and prevents dust from rising. One gallon will treat upwards of 700 square feet and does not need renewing for weeks.

Imperial Floor Dressing is non-evaporating and non-gumming. It catches and holds the dust on the floor where it can easily be swept up and disposed of. It is the most sanitary and satisfactory dressing you can buy—or sell—for floors, linoleum or oil cloth.

Its effective use in your own place of business creates a big market for floor dressing among your customers. Talk to the Imperial Oil salesman about it.

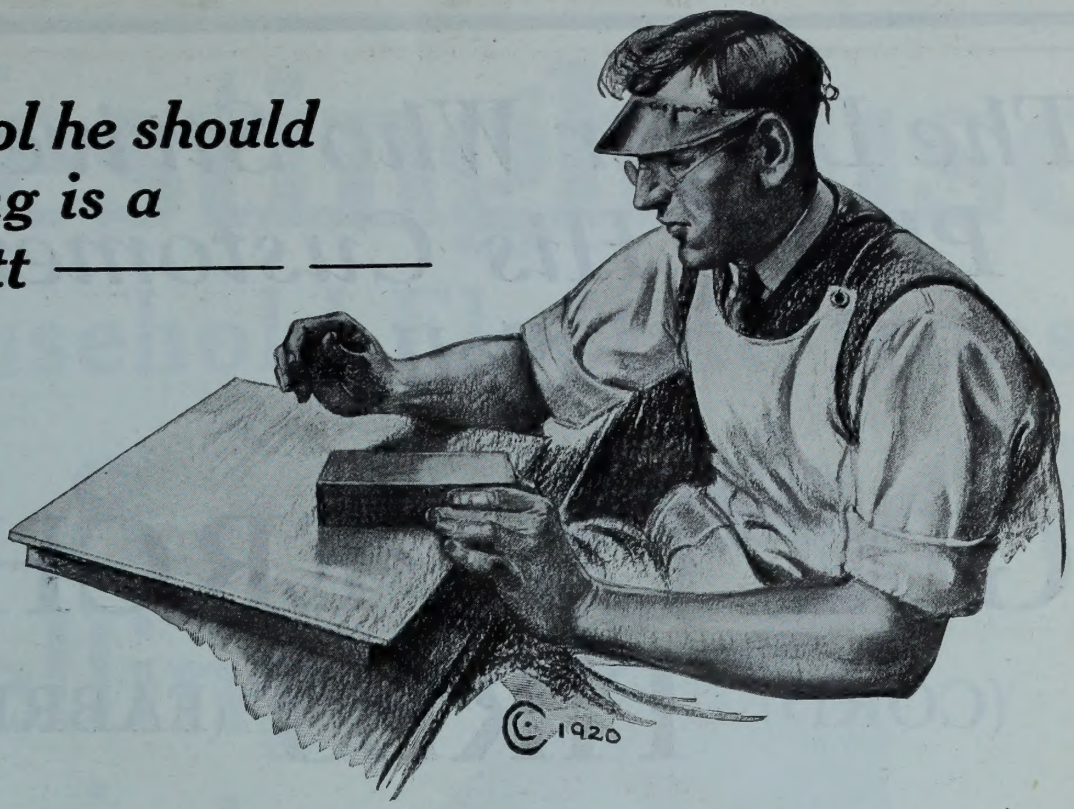
IMPERIAL OIL LIMITED

Power - Heat - Light - Lubrication

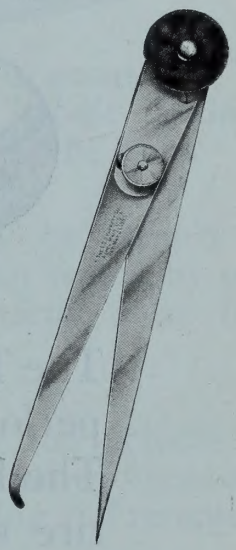
BRANCHES IN ALL CITIES

If interested tear out this page and place with letters to be answered.

The tool he should be using is a Starrett ———— ——



Have You This Tool In Stock?



There are four hermaphrodite calipers of Starrett make. One of these—the tool to be used here—is designed especially for laying out work such as marking lines parallel with the edge of a block, finding temporary centers, etc. Another, designed for less sensitive adjustment, is used where the requirements are not so rigid. Two of them have lock joints, permitting work over flanges, etc.

The caliper this machinist is using may be found in the new Starrett Catalog No. 22 MA. See if you have it in stock.

THE L. S. STARRETT COMPANY

The World's Greatest Toolmakers
Manufacturers of Hack Saws Unexcelled

ATHOL, MASS.

42-149.

STARRETT TOOLS

STARRETT HACK SAWS CUT QUICKER LAST LONGER

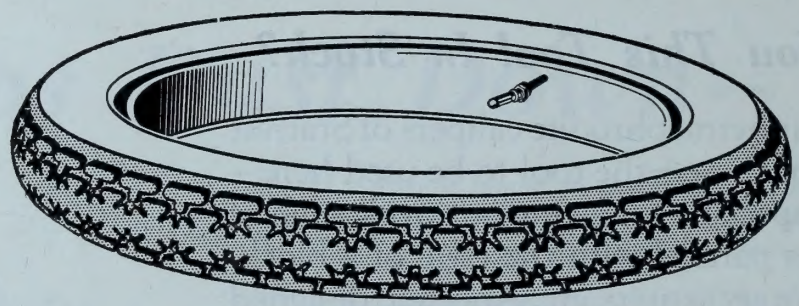
Sell Starrett Tools

If interested tear out this page and place with letters to be answered.

The Dealer Who Strives to Please His Customers Sells

"GUTTA PERCHA"

(CORD) TIRES (FABRIC)



The Tire that is easy to sell. Its unfailing performance is its own best salesman. The best help you can get to boost your tire sales is to show up your stock of "Gutta Percha" Tires—STRONG.

Gutta Percha & Rubber, Limited

Head Offices and Factory: Toronto

Branches: Halifax Montreal Ottawa Fort William Winnipeg Regina Saskatoon Calgary Edmonton Lethbridge Vancouver Victoria

If interested tear out this page and place with letters to be answered.

Westinghouse

Household Electric Irons

8 Selling Points



1 Few and simple parts.

2 The heating element very easy to replace when found necessary.

3 Practically all the heat is given off at the ironing surface. Radiation from the top is prevented by dead air space.

4 The heat not being taken by the ironing surface is stored in the heat-storage plates; this makes the iron retain the heat longer.

5 The heat is distributed over the entire ironing surface. The whole iron irons.

6 The weight is accurately balanced. The handle is always cool and just fits the hand.

7 Current can be turned off without a snap switch by pulling the connector away from the terminal.

8 The complete iron includes fireproof stand, cord, with separable attachment plug and receptacle.

Westinghouse Electric Household Appliances embrace Turnover Toasters, Toaster Stoves, Coffee Percolators, Chafing Dishes, Hot Plates, Curling Irons, etc.

Canadian Westinghouse Company, Limited, Hamilton, Ontario

TORONTO—Bank of Hamilton Bldg.
HALIFAX—105 Hollis St.
CALGARY—Canada Life Bldg.
MONTREAL—285 Beaver Hall Hill.
FORT WILLIAM—Cuthbertson Block.
VANCOUVER—Bank of Ottawa Bldg.
OTTAWA—Ahearn & Soper, Ltd.
WINNIPEG—158 Portage Ave. E.
EDMONTON—211 McLeod Bldg.

Westinghouse Service Stations:

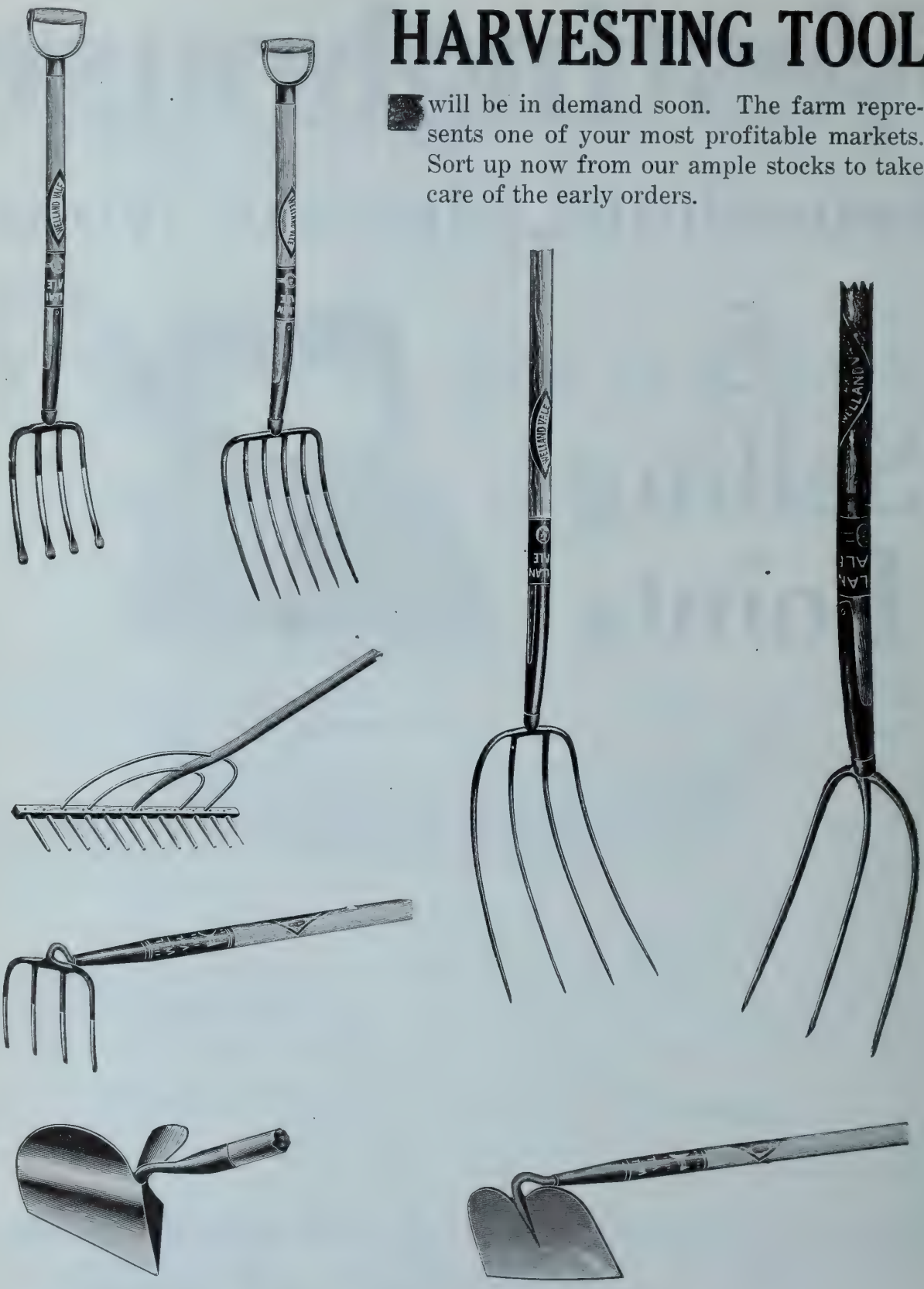
MONTREAL—10 St. Sophie Lane.
TORONTO—366 Adelaide St. W.
WINNIPEG—158 Portage Ave. E.
CALGARY—316 Third Ave. E.
VANCOUVER—1090 Mainland St.

CANADIAN WESTINGHOUSE

If interested tear out this page and place with letters to be answered.

HARVESTING TOOLS

will be in demand soon. The farm represents one of your most profitable markets. Sort up now from our ample stocks to take care of the early orders.



CAVERHILL, LEARMONT & CO.

MONTREAL, QUE.

If interested tear out this page and place with letters to be answered.

Hitting the Bullseye Since 1864

Stevens



TRADE MARK
STEVENS
REG. U.S. PAT. OFF. & FGN.

MAKE THE BOYS YOUR CUSTOMERS

Think for a moment how much business the boy brings into your store in the course of a year.

The above illustration is used in our general consumer advertising for March. The boy of to-day is the man of to-morrow and if you start the boy right he's your friend when he grows up.

Put something in the window to catch his eye—then a little attention to his needs and his questions will make him your friend for life.

Stevens Rifles are priced within the range of practically every boy's bank. And when you sell him a Stevens there are many other things in your stock that he will want as well.

Most boys start with a Stevens and they will *this* year, too. Is your store going to be the one to get their business?

Owned and Operated by
Savage Arms Corporation,
50 Church St., New York

Stevens Arms Corporation
Chicopee Falls, Mass.
Executive and Export Offices: 50 Church St., New York

Rifles - Shotguns - Pistols

If interested tear out this page and place with letters to be answered.



Stewart No. 1 Clipping Machine

—

Retail Prices

Eastern Canada $14

Western Canada $14.50

Good News

It is time for Spring Clipping with

STEWART

No. 1 Clipping Machines

Made in Canada For Canadian Trade

Be Good to Your Business—Sell "Stewarts"

Spring Clipping time means sales to every horse and cow owner—if the machines are displayed in your store. Clipped horses are better protected from colds, heaves and pneumonia. They dry quickly, rest better and do more work. For cows, it assures greater comfort, better appearance and better health.

Stewart No. 1 Clipping Machines, ball bearing, have satisfied Canadian farmers for many years. They are the standard by which all others are judged.

Get your machines on display—your jobber has them.
Ask for cards for your window.

Flexible Shaft Company Limited

349 Carlaw Avenue
Toronto, Canada



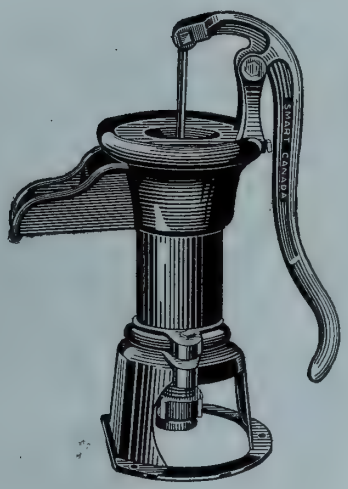
If interested tear out this page and place with letters to be answered.

CANADA

FOUNDRIES & FORGINGS

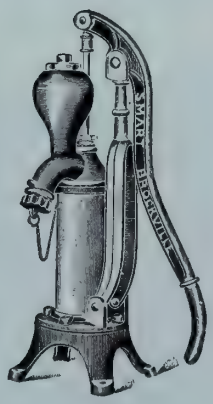
LIMITED

MAKING GOOD PUMPS FOR FIFTY YEARS









SHIPPING FROM STOCK

JAMES SMART PLANT

BROCKVILLE, CANADA

If interested tear out this page and place with letters to be answered.

Your Salesman—



HAVE you a place in your store for a purely "Canadian Made" product that will bring you an excellent trade each year?

Your customer sees many points of superiority as you talk. The wire is tough and elastic—drawn to proper size and well galvanized in our factory at Hamilton. The Frost Lock—the strongest part of the fence, the evenly-spaced uprights and the strong lateral wires are material for a selling talk that is bound to convince.

When you sell Frost Fence you make these purchasers of it regular customers, the reason being — they get something that measures up to their idea of what they ought to have.

Frost Fence is that kind of a product. It gives the kind of satisfaction that breeds good will, and not only brings your man back for further purchases but makes him a booster for your store.

Frost Fence is an asset to your business.

FROST STEEL AND WIRE CO., Limited

Hamilton, Canada

If interested tear out this page and place with letters to be answered.

Our New Trade Mark!

STANLEY S.W.

GAGE SELF-SETTING IRON PLANE



THE plane iron, when removed to be honed or sharpened, is replaced in exactly the same position as before removing. This also applies to the plane cap; when taken out to allow removal of the cutter, it goes back in the same position.

An illustrated folder R32 setting forth the advantages of this plane gladly sent to hardware merchants for distribution; your name and address printed on the cover.

THE STANLEY RULE & LEVEL PLANT.
THE STANLEY WORKS
NEW BRITAIN, CONN. U.S.A.

If interested tear out this page and place with letters to be answered.



NEW IDEA
WARM AIR FURNACE

The furnace that enables you to give your customers a heating unit that entirely fulfils every demand. It thoroughly heats every part of the house with pure, dry, warm air. The New Idea Warm Air Furnace is exceptionally well made, and is guaranteed. Economical in fuel consumption.

An extra large ash pit prevents ashes from banking up and burning out grates.

Fire pot, one piece, guaranteed for five years, with deep flanges, adds one-third more heating surface—an advantage where quick heating is required.

The New Idea Warm Air Furnace offers dealers an opportunity to build up a sound, profitable furnace business. Write for full particulars and prices.

THE HAMILTON STOVE & HEATER CO., LIMITED
SUCCESSORS TO
GURNEY, TILDEN & CO., LIMITED, HAMILTON, ONT.
VANCOUVER. WINNIPEG. MONTREAL.

"SEVENTY-FIVE YEARS OF SUCCESSFUL MANUFACTURING"

Montreal Representative: Mr. Charles Nicoll, 614 Aylmer St., Montreal
Vancouver: 1073 Hamilton Street, Vancouver, B.C. Winnipeg: 134½ Higgins Avenue, Winnipeg, Man.

This Is The Time To Order



Screen Door Sets, Spring Hinges, etc.

The sooner you order, now, the better. Screen Door Sets consisting of Hinges, Screws, Steel Pull, 2½" Hook and Eye. Sets packed in carton. Also Screen Door Hinges in all varieties. Write for booklet on this line.

TAYLOR-FORBES COMPANY, LIMITED

Head Office and Works: GUELPH

TORONTO MONTREAL VANCOUVER
WINNIPEG REGINA CALGARY HAMILTON LONDON WINDSOR
OTTAWA QUEBEC ST. JOHN HALIFAX

If interested tear out this page and place with letters to be answered.



STORY FOR WEEK DATED MARCH 26, 1921. HULL IN 1851. BEING NO. 50 IN THE SERIES

Completing the Manufacture of Eddy Company Packing Cases

LEAVING the "wet machine" exactly the proper thickness for their purpose, the sheets of board which are now very thick, heavy and damp, proceed to machines which cut them to the right sizes for the sides of the cases they are to make. These may be for matches, or for toilet papers, or any other Eddy Company product as ordered.

The sheets of board are cut, and then carried to hydraulic presses which reduce their thickness, squeeze the moisture out of them, and make them into very firm, strong board. A pressure of 1,250 lbs. per square inch is applied. No wonder Eddy Co. cases can stand a railway journey safely.

From the presses the board goes to the kilns in which they are dried thoroughly by hot air driven against them by great fans. They emerge from the kilns, warped a little, dry, and very hard indeed. They have to be slightly dampened before they pass through the calendering machine which smooths their surfaces each side in turn.

The boards are now ready to go to the trimmers which cut them more closely to size to fit their places in the box sides they are required for. A special machine marks out on each board the necessary guide lines to show the bonds necessary in fastening. The assembling of cases from boards so clearly marked and accurately made is simple.

The strength of these Eddy Company packing cases is tremendous. The railway companies insist on a case that will resist a strain of 300 lbs. per square inch. Every Eddy Company case will stand at least 400 lbs. per square inch, and often 500 lbs. This ensures that you receive your goods from the Eddy plant in perfect condition as packed. The board cases for matches have a further merit, namely, that they tend to smother out any fire that might arise in their contents through careless handling Wood cases are not so fireproof.



THE EDDY LINE

Matches

30 to 40 brands. A Match for every purpose. 70,000,000 a day output.

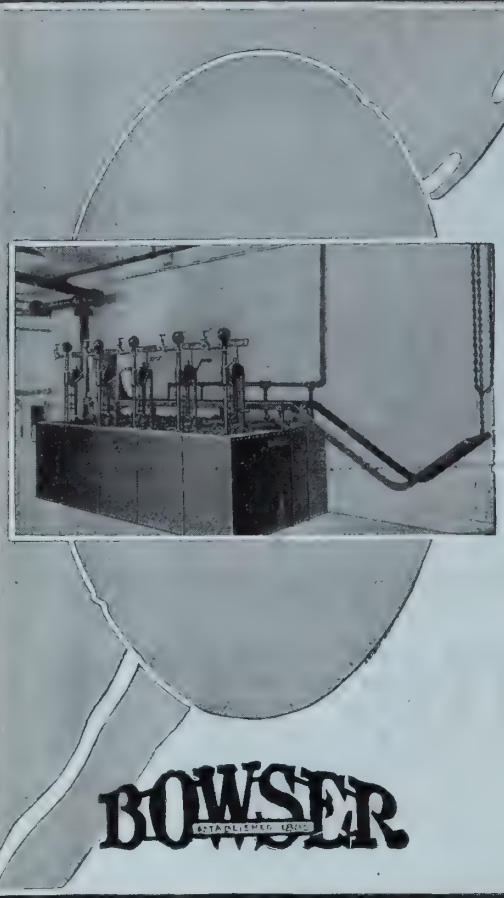
Indurated Fibreware

Washtubs
Washboards
Milk Pails
Butter Tubs
Household Pails
Fire Pails
Pigeon Nests
Cuspidors

Paper Specialties

Paper Bags
Serviettes
Toilet Papers
Sanitary Towels
News Print Paper

If interested tear out this page and place with letters to be answered.



Spring Paint Oil Business is Here

Are You Ready for Your Share?

Spring always brings great activity in Paint Oil Trade. The dealer who best serves his customers is sure to attract more trade and larger profits.

Bowser Paint Oil Storage systems are business-bringers. They prevent evaporation, gumming, leakage and spillage. They keep oils Pure and Clean. They measure oil Accurately and Quickly.

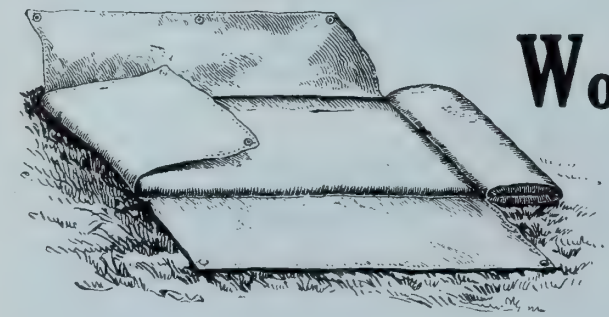
A Bowser system will pay for itself in increased business and economical storage.

Write for detailed information.

S. F. Bowser Company, Ltd.

66-68 Fraser Ave., Toronto, Canada

Branch Offices in Principal Cities of the World

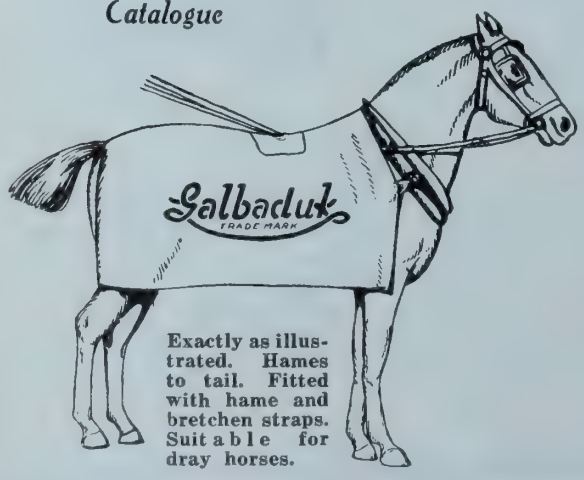


Woods Sleeping Tarpaulins

Make Profitable Sales

Carefully made of waterproof duck, this comfortable sleeping tarpaulin is suitable for camping parties of almost any description. Durable and efficient, this tarpaulin gives a service that satisfies, and brings the dealer new and many friends. The Woods Sleeping Tarpaulin can be used as a roll-up, bedsheet or sleeping kit. Absolutely watertight and easily packed with the aid of a tump-line. Blankets are kept perfectly dry and the pocket-forming pillow is a most handy receptacle for holding changes of underwear and other necessities of camp life.

Write for Catalogue



Exactly as illustrated. Hames to tail. Fitted with hame and bretchen straps. Suitable for dray horses.

Galbaduk Storm Covers

Storm Covers for horses are all-year necessities, therefore all-year sales-makers. These dependable covers are made of Galbaduk, a water- and mildew-proof product of our own factories. Strong and well made, they give their owners years of service. We also make Tents, Flags, Tarpaulins, Mackinaw Clothing and Jute and Cotton Bags, Camp Furniture, etc.

Woods Manufacturing Co.

OTTAWA, CANADA

If interested tear out this page and place with letters to be answered.

HORSE BLANKETS

Imperial Brand—Sell on Sight

These blankets have always been popular, but the quality of the lining this year will make them even better sellers. The lining is of a soft, heavy felt which wears wonderfully, and is warm and comfortable on the horse. The new patterns in Jute, Duck, and Kersey are also particularly pleasing.

Our Travellers are Showing New Patterns

DEALERS
Write for Our Catalogue
of
Auto Accessories

Samuel Trees & Co., Limited
Manufacturers of Harness, Saddlery and Horse Blankets
42 WELLINGTON STREET EAST, TORONTO

Morrison Valves



Your customers know the excellent reputation of Morrison Products and buy them readily.

Morrison Valves are specified on nearly all drawings for important contracts.

In every feature of design Morrison Valves are abreast of modern engineering progress.

These reliable fittings are made from perfect patterns, cast with the greatest skill, insuring evenly distributed material in the walls.

James Morrison Brass Mfg. Company
LIMITED
93-97 Adelaide Street West TORONTO, ONT.

If interested tear out this page and place with letters to be answered.

"STERLING" Dairy Pails

We should be glad to supply, in addition to our general catalogue, information on Ranges, Stoves, Enamelled Signs, Tinners' Trimmings, etc., etc.



With body of the finest quality XXXX tin strongly wired, the ears are made of extra heavy steel, tinned, and are reinforced on the inside to the body by a steel band.

Another feature that gives great satisfaction is the outside soldering around the wires and ears —this leaves no crevices for milk to lodge and decay, and, therefore, ensures a more sanitary pail.

Davidson's pails are strong, sensible and durable.

The Thos Davidson Mfg. Co Limited

Head Office: 187 Delisle Street, Montreal.
Branches: Toronto and Winnipeg.
Steel Foundry Division:
Lachine Canal, Turcot.

DAVIDSON



A Nice, Clean Profit
and Satisfied Customers

MANY energetic hardware dealers make a nice, clean profit every year selling the well-known

C·C·M·Bicycles

You can do the same. These bicycles are heavily advertised. They are the choice of the vast majority of Canadian riders. Cyclists know they can bank on C.C.M. quality.

You can sell C. C. M. bicycles with enthusiasm because you know they will give satisfaction. And every one you sell means a nice, clean profit for you.

If you are not a C. C. M. dealer write us by next mail for an agency for one of these C. C. M. Bicycles:

Massey—Cleveland—Columbia—Red Bird
Perfect—Gendron—Ivanhoe

The Bicycle with the C·C·M· TRIPLEX HANGER

Canada Cycle & Motor Company, Limited
Montreal, Toronto WESTON, ONTARIO Winnipeg, Vancouver

If interested tear out this page and place with letters to be answered.

Three Special Reasons Why You Should Order Your FREEZERS Now



(1) We can ship more promptly now than when the big demand is on.

(2) Transportation is better now.



(3) Hot weather is sure to come. So will the rush for Freezers, all along the line, from user to dealer,—to jobber,—to us. But we cannot supply every demand promptly the last minute. Be wise in time, get your stock now while the getting is good. Be ready to supply your customers the moment they are in a humor to buy. If you hesitate now you may lose later. We venture to guess that your stock is low, so there is every good business reason why you should prepare in time. Place your order with your jobber now—you cannot lose.



North Bros. Mfg. Co.
PHILADELPHIA - PA.

Satisfied Customers Make Repeat Sales

A dealer who handles a recognized standard line of files gets the reputation for handling good tools.

Kearney & Foot
Great Western
American
Arcade
Globe

FILES

have been recognized for over fifty years as the standard files. They help sell other tools.

Our large reserves enable you to stock quickly.

Made in Canada by

Nicholson File Company
Port Hope - Ontario

If interested tear out this page and place with letters to be answered.



EMBOSSED SHEET METAL LETTERS AND FIGURES, ALUMINUM AND BRASS

Eight styles, seven finishes. The 3" size figure used all over the country for numbering houses. Both letters and figures put up in Compartment Boxes, for display. See catalogue.

We also make Harness Specialties, Dog Hardware, Builders' Specialties, Tool Checks, Metal Signs, etc.

Write for Catalogue.

NIAGARA METAL STAMPING CORPORATION
Niagara Falls, N.Y.

Western Canadian Sales Agent: D. A. McDonald, 141 Bannatyne Ave., Winnipeg, Canada.

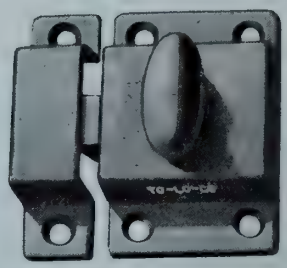
Be Sure You Get the Star

Don't let anyone mislead you. You can still buy the same Star Blades that you have always found so reliable in the past. Ask for genuine Star Blades, and keep on asking for them until you get the genuine.

Canadian Office and Warehouse:
304 Imperial Office Building
Hamilton, Ontario

STAR HACK SAWS

Now Sold by
CLEMSON BROS. INC.
MIDDLETOWN, N.Y.
Makers Since 1883



No. 910—Plated Steel, 1½ x 2⅛ in.
No. 810—Wr'ht Brass, 1½ x 2⅛ in.
ALL FINISHES IN STOCK

CUPBOARD TURNS

The above illustration represents only one of a full line of Builders' and Cabinet Hardware.

MADE - IN - CANADA

TORONTO LOCK MFG. CO.
PATTERSON PLACE
TORONTO, CANADA

SEND US YOUR ENQUIRIES

CANADIAN TUBE & STEEL PRODUCTS, LIMITED

Operating

Canadian Tube & Iron Co., Limited **Canadian Rolling Mills Co., Limited**
Colonial Wire Mfg. Co., Limited

Manufacturers of

Bolts
Nuts
Rivets
Spikes
Wire Nails
Twisted Steel for Reinforcing
Fence Staples
Wood Screws
Fine Wires
Wrought Pipe
Nipples
Smooth Steel Wires
Tinned Mattress Wire
Bar Iron and Steel
Rounds
Squares
Flats

MONTREAL, QUE.

"WELLWORTH"



CAST ALUMINUM

FRYING PAN

DOUBLE LIPPED

"Wellworth" ware is always scientifically designed to meet any special requirements that may be placed upon it. The numerous uses to which a fry pan is put makes it necessary that it should be well and strongly constructed.

The handle should be one that remains always cool. To meet this need we have equipped all our fry pans with ebonized wood handles, and in order that they may not be scorched or burnt by the flame, which may often steal up unnoticed at this point, we have placed on the metal casting part of the pan, an extension, beyond which the flame is not likely to travel.

The corn popping test is, perhaps, as severe a one as a fry pan can be subjected to. Try it.

All "Wellworth" fry pans are cast by our own secret process. The aluminum is thoroughly hardened throughout, and is of such density and strength that it cannot dent, break or bend in ordinary uses. Made in two sizes.

No, 319—9" x 1½"
No. 320—10½" x 1¾"

Wentworth Mfg. Company
Hamilton, Canada

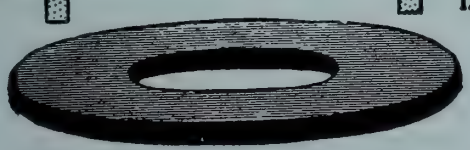
Wrought and Steel Plate

WASHERS

OF ALL DESCRIPTIONS

ROUND AND SQUARE

PLAIN OR GALVANIZED

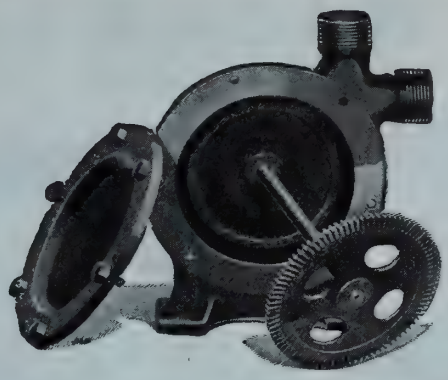


Annealed Rivet Burrs; Felloe Plates; Sheared and Punched Plates; Malleable Washers and Cast Iron Washers.

PROMPT SHIPMENTS

We Guarantee Quality and Service.

Wrought Washer Mfg. Co.
Milwaukee, Wis.



A Bronze Pump with One Moving Part

When discussing Water Systems, do not put the Westco down as an ordinary system, for that is just what it *is not.*

Ordinary systems have a cumbrous tank, and a multitude of moving, wearing parts.

The Westco System has no tank, no gear, no valve, no belt.

To give double assurance of its efficiency and durability the

Westco

Tankless Water System

is equipped with

An All Bronze Pump
New Westco Two-Pole Pressure Switch

The system is entirely automatic and runs smoothly and noiselessly. And as *it has only one moving part* it rarely gets out of order.

The Westco Tankless Water System is being handled by dealers all over the North American continent.

It is admitted to be the best selling outfit on the market.

Write us for information regarding Dealer Co-operative Plan, or, when in Toronto, call in and see us.

Westco Pumps, Limited
707 Yonge Street
Toronto

If interested tear out this page and place with letters to be answered.

RAZORS

Fully Guaranteed



Made in Sweden from the finest Swedish Steel. Every Razor sent out by the Swedish Steel Forging Co., bears the trade mark "SSA." It carries a guarantee that the quality and workmanship stand for all that is best and select in the highest class Razors.

Write for Prices to-day

Canadian Agent:

F. W. Lamplough & Co.

46 Alexander St., Montreal

Manufacturer

Swedish Steel Forging Co.

SWEDEN

We Specialize on Rod Repairing.



Sign of Quality



Sign of Quality

Tackle dealers all over the country at this season entrust us with valuable fishing rods belonging to their customers, to be overhauled and repaired. We have specialized in this work for nearly half a century. Send us your orders before the rush of trout season commences.

Allcock, Laight & Westwood Co.
Limited

Tackle exclusively **Established 1800**

70 King St. West, Toronto

Our Stag and Beaver Brands of Fishing Tackle are sold by leading dealers everywhere.

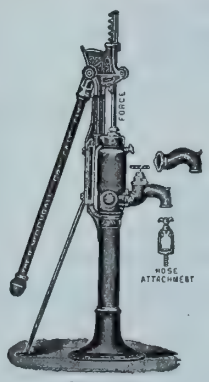


Fig. 117

"McDougall" Well Pumps

A Standard in Every Community

This represents one of our best features in Well Pumps. The cog gear head is a distinct advantage over pump heads where links and friction guides are a necessity.

A minimum amount of labour for producing maximum results is a distinct selling advantage.

Manufactured by

The R. McDougall Co., Ltd.

Galt, Canada

BALE TIES

NAILS WIRE

Laidlaw

Time-Tested Efficiency

Laidlaw Bale-Ties are made from Bessemer Steel. Our Ties have been thoroughly tested in general use throughout the Dominion and most of the foreign countries of the world. Practical use has convinced buyers of Laidlaw efficiency. This has made Laidlaw Bale-Ties the

Dominion and World-Wide Choice

Strong, reliable and of practical design, Laidlaw Bale-Ties make good and prevent broken bales and consequent commercial loss. Laidlaw Bale-Ties are made in "Single-Loop" and "Cross-Head" styles of fastening.

The Laidlaw-Bale Tie Company
Limited

Hamilton **Canada**

Agencies:

A. T. Diggins, Stair Bldg., Toronto
H. E. O. Bull, 184 Mance St., Montreal
M. Bryan, 24 Aldgate, London, Eng.
Norman Jessiman, 505 Hastings St. West, Vancouver, B. C.

If interested tear out this page and place with letters to be answered.



WHEEL GOODS

A line that is always in demand

We make the complete line



THE GENDRON MFG. CO., Limited, TORONTO

MADE IN CANADA

Blacksmiths'
Boiler Makers'
Machinists'
AND
Pipe Fitters'
Tools Write for Catalogue

A. B. Jardine & Co.
LIMITED
HESPELER, ONT.



A Profitable Seller

It's good business to sell **Vol-Peek.** 70% profit. No expense. Simply place our attractive display stand on your counter. It sells the goods on sight. Every housewife needs **Vol-Peek.** Guaranteed to mend Pots, Pans, Tinware, Graniteware, Copper, Aluminum, etc., at one-half cent per mend. Easily applied by hand. Hardens quickly.

Order your display stand to-day. Contains 24 packages for $3.50. Sells at 25c per package.

Advertised all over Canada.

Your jobber has them.

H. NAGLE & COMPANY

Owning and operating Vol-Peek Mfg. Co.
Box 2024, Montreal, Canada

PINK'S LUMBERING TOOLS

The Standard Tools in every province of the Dominion, New Zealand, Australia, etc.

We manufacture all kinds of lumber tools. Light and Durable.

LONG DISTANCE PHONE No. 87.

Send for Catalogue and Price List.

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

THOS. PINK COMPANY, LIMITED

Manufacturers of Lumber Tools

Pembroke **Ontario**



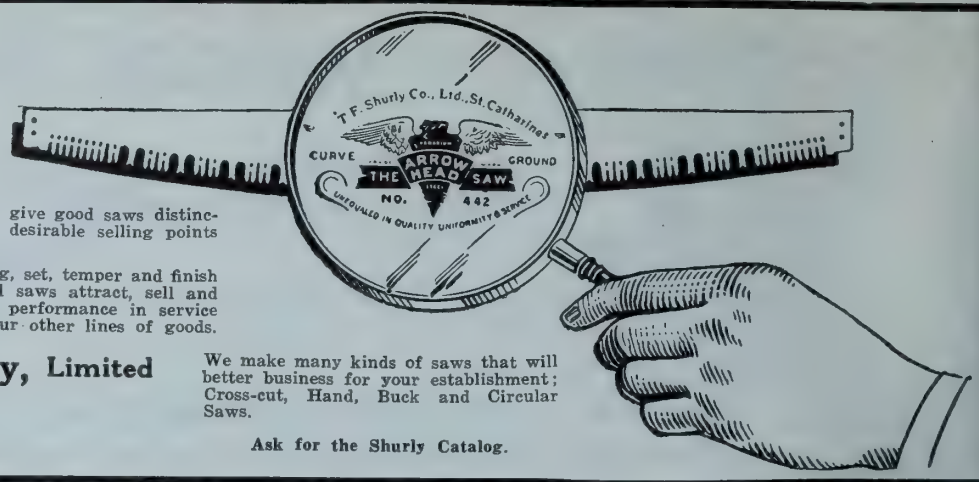
If interested tear out this page and place with letters to be answered.

Arrowhead Saws

Vanadium Steel

How you sell saws depends partly on your salesmanship. You can sell a poor saw but once; to sell saws successfully and build yourself a permanent business you must sell good saws. To give good saws distinction and individuality they must have the desirable selling points of superior saws.

Arrowhead saws have those points; the hang, set, temper and finish are right, and they sell right. Arrowhead saws attract, sell and satisfy your customers. Their satisfactory performance in service creates confidence in your store, and in your other lines of goods.



T. F. Shurly Company, Limited
St. Catharines
Ontario

We make many kinds of saws that will better business for your establishment; Cross-cut, Hand, Buck and Circular Saws.

Ask for the Shurly Catalog.

Willow Clothes Baskets

3 Popular Sizes

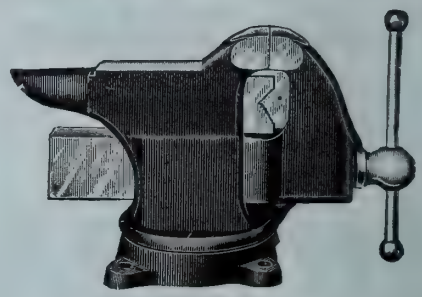
ORDER NOW

Walter Woods & Co.

Hamilton and Winnipeg

ROCK ISLAND VISES

A Type and Size for Every Service



No. 241 — Autovise

A combination Pipe and Anvil Vise — particularly suitable for auto repair work. Write for catalogue and prices.

Factory and Office:

Rock Island Mfg. Co.

Rock Island, Ill., U.S.A.

NEW YORK
113 Chambers St.

CHICAGO
180 North Market St.



Sharp Tools an Aid to Piety

Sharp tools are necessary for good work. Lots of impatience, bungling work and perhaps—profanity—could be prevented if tools were kept sharp.

Why let your customers go without sharp tools or borrow their neighbor's grindstone when they can buy one of their own for a few dollars?

"Grind your axe in the morning"
Do it on your own "CLEVELAND"

THE CLEVELAND STONE COMPANY - Cleveland, Ohio

An Axe is as Strong as its Handle

STILL'S

—will give you a stronger working tool, for **STILL'S HANDLES** are made from the best of Canadian Woods.

The sale of

STILL'S HANDLES

far exceeds all other makes.

There's a reason.

Axe, Pick, Sledge and Hammer Handles, Cant Hook and Peavie Handles.

It pays to sell **STILL'S.**

J. H. Still Mfg. Company
ST. THOMAS -:- ONTARIO

WHY EXPERIMENT ?
WE DID IT FOR YOU YEARS AGO



IMPERIAL GENUINE



For Heavy Engines and Extraordinary Hard Work

HARRIS HEAVY PRESSURE

THE COPPER COATED CAKE

For Donkey Engines, Saw Carriages, Small Motors, Transmission Line Shafting and all steady heavy pressure duty.



Matchless

Suitable For Slow-Moving Bearings

Write For Prices

THE CANADA METAL CO., LIMITED
TORONTO HAMILTON MONTREAL
WINNIPEG VANCOUVER

UNIMECO
MADE IN CANADA
WROUGHT WASHERS



Prompt Shipments

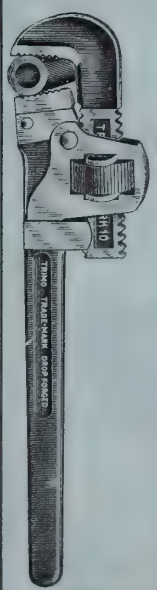
of this wide and useful range of wrought washers of every variety —in round and square, plain or galvanized.

Annealed Rivet Burrs of the same high degree of excellence can also be supplied.

"Unimeco" are the better kind with an unusual finish. They are profitable to handle. Write today for prices and information. It will pay you.

THE UNION IRON & METAL CO.
LIMITED
1951 DUNDAS ST. W.
TORONTO CANADA

TRIMO
THE WORD TRIMO



Stands for good tools made by the Trimont Mfg. Co., which are the following:—

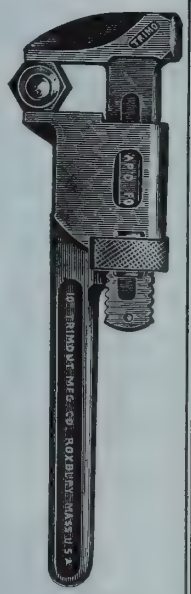
The Trimo Pipe Wrench

The Trimo Chain Pipe-Wrench

The Trimo Nut Wrench

The Trimo Pipe Cutter (Hand)

The four good points that make **Trimo Pipe Wrenches** superior are the **Spiral Spring** always in place—**Steel Frames** that will not break—**Nut Guards** that protect adjustment nut—and the **Inserted Jaw** in handle that can be replaced when worn.



Pipe Wrench Nut Wrench

TRIMONT MFG. COMPANY
ROXBURY (BOSTON), MASS.
MANUFACTURERS

If interested tear out this page and place with letters to be answerea.



More Profitable Lines for the Hardware Dealer

Our products earn maximum profits for the dealer. A trial order will convince you of their great sales-producing qualities.

We manufacture—

Iron, Copper and Brass Rivets
Small Washers and Burrs
Wire Nails
Countersunk Clout Nails
Escutcheon Pins (Brass and Steel)
Tubular and Bifurcated Rivets
Copper and Steel Boat and Canoe Nails, Etc.





The Parmenter & Bulloch Co., Ltd.
GANANOQUE, ONTARIO

John R. Anderson, 36 Dizier St., Montreal. E. Fielding & Son, 9 Front St. East, Toronto. David Philip, 138 Portage Ave. East, Winnipeg. W. O. Webster, 1220 Hamilton St., Vancouver.

TRADE MARK

Roofing and Building Papers That Continually Boost Your Store

Building Papers, Tarred Felt, Sheathings and Tar Products, and Wrapping Paper of all kinds that give service in use, reflecting credit on the dealer and inspiring confidence in all the lines he sells—that's the McArthur line.

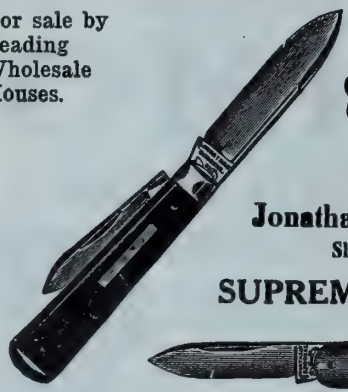
Drop us a line for an interesting little booklet on Roofing Materials. It will tell you of each one of our lines—reasons why they sell, and serve the consumer so that you hold his future trade.

We cannot tell of all the lines here, but, for instance, "Black Diamond" Tarred Felt is pure wool tarred roofing felt, from selected woollen rags saturated with pure coal tar, producing the most durable roofing felt possible to make.

Ask for Literature

Alex. McArthur & Co., Ltd.
Established 1879
82 McGill Street Montreal, Canada

For sale by Leading Wholesale Houses.



Corporate Mark



Granted 1780.

Jonathan Crookes & Son
Sheffield, England
SUPREME CUTLERY



Tuck's Genuine Packings

Asbestos and Others for High Pressure, Steam, Hydraulic and Other Purposes.

Trial Orders Solicited—Our Packings Do the Rest

Insist Upon Having the TRADE  Packing Bearing Our MARK

TUCK & COMPANY, LIMITED

London Liverpool Cardiff, Etc.

Canadian Representative:
Wm. J. Brown, 117 Youville Square - - - Montreal, Que.

Stocks carried in all sizes TEL. No. MAIN 2387

We have a large stock of

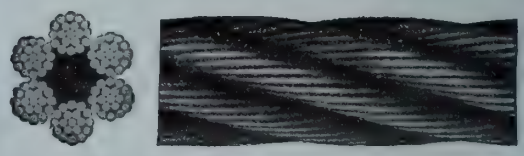
Carriage and Machine Bolts
Coach Screws
Rivets, Nuts and Washers



Orders Filled and Shipped Immediately

London Bolt & Hinge Works
London, Canada

WIRE ROPE AND FITTINGS



OF ALL CONSTRUCTIONS

The demand is steady. Are you getting your share of this business? We co-operate with you.

Have you a copy of our Catalogue?

We also manufacture Wire Cloth, Iron Stairways, Fire Place Screens, Window Guards

CANADA WIRE & IRON GOODS CO.
HAMILTON

Welded Steel



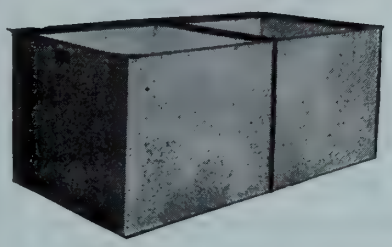
Demon Grip
Pump Rod Couplings

For satisfied customers, consumer confidence, repeat sales, and worthwhile profit, stock and sell the new "Demon Grip" Welded Steel Pump Rod Coupling.

Made of Steel—same as the rod.
Hot Forged—perfect hex.
Welded—makes solid job.
Strongest—over three times as strong as a malleable.
Packing—twenty-five in a box to go on your shelf.
Novel—the above advantages make a novelty of a very staple article. The DEMON GRIP cannot help attracting attention.

Manufactured by
Edward E. Johnson, Inc.
2304 Long Avenue
St. Paul - Minn.

DEALERS
We stand back of these
TANKS



We guarantee them to be better than others. We can do this because we specialize on tanks and know all about what a good tank should be. There is an increasing demand for them among buyers who know good value.

They bring you Business



Heavy Barn Tanks, General Storage Tanks, Windmill Tanks, Tanks for every possible purpose, made of galvanized steel, light or heavy to suit the customer's needs. They are water-tight, rigid and self-supporting — finished round top with heavy angle steel. Square, oblong, round or three corner, with capacity from 1 to 40 barrels.

Our prices are as satisfactory as our Tanks.

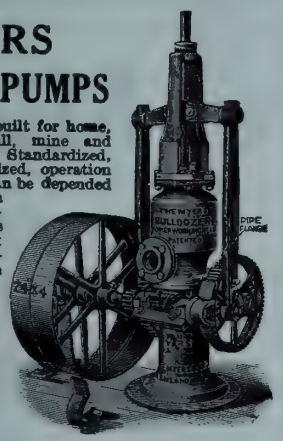
Write for price-lists and further particulars regarding this money-making proposition.

The Steel Trough & Machine Co. Ltd.
TWEED, ONTARIO, CANADA

MYERS
POWER PUMPS

Are designed and built for home, farm, factory, mill, mine and similar services. Standardized, simplified, modernized, operation and power, they can be depended upon for uniform and lasting service. Many styles and sizes meet capacity requirements. Operation any power.

Get our catalog and prices.



F.E. Myers & Bro.
ASHLAND OHIO

LONDON
High Grade
BAR IRON

Our iron bars are tough, fibrous and corrosion-resisting, just such bars as your blacksmith friends want to use. Why not carry them in stock for your customers, or if you prefer, have them direct shipped from the mill?

London Rolling Mill Co., Limited
LONDON, - ONTARIO

SALES AGENTS
Manitoba—Bissett & Webb, Ltd., Winnipeg. British Columbia —McPherson & Teetzel, Vancouver.

NOVA SCOTIA STEEL & COAL CO., Limited
NEW GLASGOW, N.S.
Manufacturers of
FERRONA PIG IRON
and SIEMENS-MARTIN
OPEN HEARTH STEEL

If interested tear out this page and place with letters to be answered.

OUR COLORED GRADES
1B, 1A, 7, 1, 5

OUR WHITE GRADES
Jap, XC, X, XX, XXX

We can supply you with cotton waste at prices lower than any others for equal quality. Better write us your needs to-day.

ACME WASTE MFG. CO., LIMITED
492 Wellington St. W., Toronto

HOYT METALS

It Pays to Stock Hoyt Metals

There is a wide field for profitable sales in every town. Tinsmiths, newspaper offices, publishers, factories, etc., are all good prospects for some variety of Hoyt Metal. Their superior qualities have made them popular with experienced manufacturers, of which annual sales of $10,000,000 is ample proof.

HOYT METAL COMPANY
MONTREAL TORONTO WINNIPEG

Fittings Limited



Manufacturers of Malleable and Cast Iron Pipe Fittings

Oshawa

JOSEPH RODGERS & SONS
LIMITED
SHEFFIELD, ENG.

Avoid imitations of our
CUTLERY
By seeing that this exact mark is on each blade.

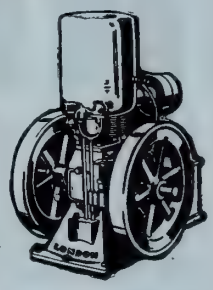
REGISTERED TRADE MARK
GRANTED 1682.

SOLE AGENTS FOR CANADA
James Hutton & Company
MONTREAL

There Is No Risk in buying the LONDON ENGINE
Because we Guarantee

Every piece of material, the best grade.
Every man employed in the construction, an expert mechanic.
Every ounce of horse power.

We will not only replace any defective part which may be returned to the factory during the entire life of any London Engine, but if, at any time, our engine falls down on the claims we have made for it, we will return the purchase price.



London Gas Power Co., Ltd.
29 York St. London, Canada.

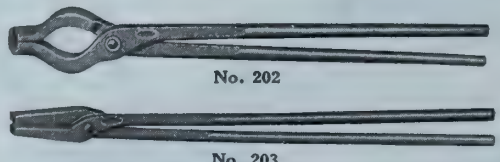
Stove Mica

All sizes of Clear Mica in stock for immediate shipment.
Manufacturers of Mica Insulation.

Price List on Application

Mica Company of Canada, Ltd.
P. O. Box 156, Hull, Que.

TONGS



No. 202

No. 203

Hammer forged and then matched and adjusted by blacksmiths of the old school. You can be assured they are satisfactory.

THE WARREN TOOL & FORGE COMPANY
234 Griswold Street Warren, Ohio, U.S.A.



OAKEY'S "WELLINGTON" KNIFE POLISH

The original and only reliable preparation for Cleaning and Polishing Cutlery, etc.

John Oakey & Sons, Ltd.
Manufacturers of
Emery, Black Lead, Emery Glass and Flint Cloths and Papers, etc.
Wellington Mills, London, S.E.1, Eng.
Agents:
F. Manley, 147 Bannatyne Ave. East, Winnipeg
Sankey and Mason, 839 Beatty Street Vancouver

If interested tear out this page and place with letters to be answered.

No. 206 Torch



MORE HEAT LESS FUEL

The No. 206 Kerosene or Gasoline Torch produces two to three hundred degrees more heat and is a fuel and time saver. The Double Blunt Point Needles cannot injure the burners. The upper needle cleans, but does not enlarge the orifice. The lower needle controls the flame. Our catalog will be sent upon request. Jobbers supply at factory price.

Clayton & Lambert Mfg. Co.
10615 Knodell Ave., Detroit, Mich., U.S.A.

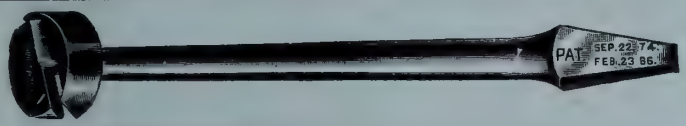


IMPERIAL SOLDERING PASTE

for Electricians, etc.

ROSEN, FLUX and ACID CORE SOLDER

THE CANADA METAL CO., LIMITED
TORONTO HAMILTON MONTREAL WINNIPEG VANCOUVER



THE PROGRESSIVE MANUFACTURING CO.
Torrington, Conn., U.S.A.

FORSTNER BITS

bore their way right through tough, hard, knotty, cross-grained wood and leave a smooth hole and clean surface. That's performance. THEY DIFFER FROM ALL OTHER BITS, BEING GUIDED BY THE RIM INSTEAD OF THE CENTRE. That's scientific construction. They bore any arc of a circle and can be guided in any direction. That's adaptability. Made for Brace-made Machines. Packed singly; packed in sets. That's convenience. And they sell to Wood Workers, Carpenters, Cabinet Makers and others. That's why you should sell them. Order through your jobber to-day.

CROWBARS



No. 102-A—CHISEL POINT

We offer you bars of High Carbon Steel at the same price as you are buying the Mild Steel Bar elsewhere. Write for price list and catalogue.

B. J. COGHLIN CO., LIMITED, Office and Factory: Ontario Street East, MONTREAL.

Here is a real money-maker for dealers—"Comfort" Flat Iron — "Heats as It Irons."

Every housewife wants one. Spring-time is profit-time. We supply cuts of ads free and pay for first ad in your local newspaper.

Write your jobber

NATIONAL STAMPING & ELECTRIC WORKS
Chicago, Illinois

Heats Itself Sells Itself



Heats While it Irons

"COMFORT" Self-Heating IRON

BRASS TACKS

Brass and Brass Plated

FURNITURE AND CHAIR NAILS

All Kinds of Cut Tacks and Small Nails

Dominion Tack & Nail Co.
Limited
Galt - Canada

WILKINSON & KOMPASS

TORONTO HAMILTON WINNIPEG

IRON AND STEEL
HEAVY HARDWARE
MILL SUPPLIES
AUTOMOBILE ACCESSORIES

WE SHIP PROMPTLY

STERLING TWINES

Made of

FLAX, JUTE, HEMP, COTTON, YUCATAN

Manufactured by

The Sterling Twine Company, Limited
Walkerton, Ontario

Samples and Prices sent upon application. We manufacture all kinds of Commercial Twines, put up in Balls, Reels, Coils and Skeins. Hide Rope, Tubes and Cones, Single and many ends.

"Send us a trial order."



This Painter —

realizes the essential part of good painting is in the material he uses.

It has always been his policy to choose his own BRUSHES and paints so that he will be assured of good results. He knows wearing quality; good workmanship, and fair prices.

Therefore he—

always asks for

TRADE SIMMS SET IN RUBBER SIMMS MARK

PAINT and VARNISH BRUSHES

Why? Because he's SATISFIED, and knows they are the best on the market.

SIMMS BRUSHES are always popular because they give the **right service.** Set in rubber by an improved process, it is impossible for the bristles to fall out, no matter what maltreatment they are subjected to.

Why not share in the profit of the trade and goodwill that goes with the handling of **SIMMS BRUSHES?**

T. S. SIMMS & CO., Limited

Makers of Better Brushes and Brooms for 55 Years

Head Office : ST. JOHN, N.B.

Montreal Toronto London

Winnipeg Office: Hammond Bldg., Winnipeg, Man.

Soligum

WOOD PRESERVATIVE & STAIN

Made by
Major & Co., Ld.
Hull, England

Supplied in Wood Preservative Grade and also in Colors for Shingles and outside work—in 1 gal., 5 gals., or Barrels.

Retails from $1.20 to $2.00.

STURGEONS LIMITED, TORONTO

Agents for: "Ferrodor" Metal Paint
Paripan Enamel
Flintex Concrete Hardner
Solpar Wax Varnish, etc.
Oakey's English Flint Paper, etc.
Silica, Golden and Grey Ochres.

THE BEST P G IN GLASS

Your Store

is it all that you would like it to be?

Are the windows as good-looking, as carefully planned as those of some other places you have admired?

You can obtain the most artistic—the best business producing and most economical windows by letting us install for you our

SPECIAL GLASS

for Lighting Dark Store Interiors and

ZOURI

Safety Set

Metal Store Front Construction

Write us for free particulars and catalogue.

THE CONSOLIDATED PLATE GLASS CO OF CANADA LIMITED

WINNIPEG TORONTO MONTREAL

If interested tear out this page and place with letters to be answered.

The Only Weekly Hardware Paper in Canada

Member Audit Bureau of Circulations *Member Associated Business Papers*

Hardware and Metal

CANADA'S NATIONAL HARDWARE WEEKLY

Vol. XXXII. TORONTO, MARCH 26, 1921. No. 13

Ottawa Merchants Make Tax Suggestions 33
Must Face Period of Competition 34
Importance of Accurate Accounting in Hardware Business 36
Editorial Comment 40
Alternative Views on Turnover Tax 41
Events in the Trade 42-43
News of Western Canada 44
Twenty Years Ago 45
New Hardware Goods 46
Weekly Hardware Markets—Montreal, Toronto, London, Winnipeg, Pittsburg 47-53
Why "Preservation" is Big Argument in Paint Selling 54
The Spring Paint Campaign 55
Weekly Paint Markets 58-60

The MacLean Publishing Company, Limited

JOHN BAYNE MACLEAN, President. **H. T. HUNTER, Vice-President.**
H. V. TYRRELL, General Manager.

Publishers of Hardware and Metal, The Financial Post, MacLean's Magazine, Farmers' Magazine, Canadian Grocer, Dry Goods Review, Men's Wear Review, Printer and Publisher, Bookseller and Stationer, Canadian Machinery and Manufacturing News, Power House, Sanitary Engineer, Canadian Foundryman, Marine Engineering of Canada, Canadian Motor, Tractor and Implement Trade Journal, Druggists' Weekly.

Cable Address, Macpubco, Toronto; Atabek, London, Eng.

ESTABLISHED 1887.

HARDWARE AND METAL

GEO. D. DAVIS, Manager.

CHIEF OFFICES:

CANADA—Montreal, Southam Bldg., 128 Bleury St., Phone Main 1004. Toronto, 143-153 University Ave., Telephone Adel. 5740; Winnipeg, 1103 Union Trust Building, Telephone Main 3449. Vancouver, 314 Carter-Cotton Building, 198 Hastings St. West.

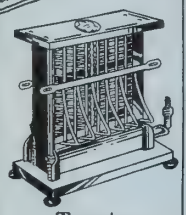
GREAT BRITAIN—London, The MacLean Company of Great Britain, Limited, 88 Fleet Street, E.C., E. J. Dodd, Director, Telephone Central 12960. Cable Address: Atabek, London, England.

UNITED STATES—New York, A. R. Lowe, Room 1606, St. James Building, 1133 Broadway (corner 26th St.), Telephone Watkins 5869; Boston, C. L. Morton, Room 734, Old South Building, Telephone Main 1024; Chicago, H. A. Maguire, 405-6 Transportation Bldg., 608 So. Dearborn St., Telephone Wabash 9430.

SUBSCRIPTION PRICE—Canada, $4 a year; Great Britain, South Africa and West Indies, 16s. 6d. a year; United States, $4.50 a year; other countries, $5 a year. Invariably in advance.

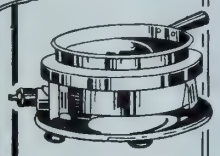
Renfrew Electric Products Limited Renfrew, Ont.

Canadian Beauty



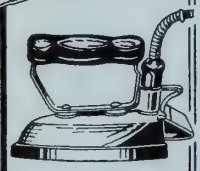
Toaster

Canadian Beauty



Three-heat Grill

Canadian Beauty



Iron

Canadian Beauty



Stove

Canadian Beauty



Majestic Heater

Canadian Beauty



Percolator

Canadian Beauty

Woman Remembers Long After Others Forget

WOMAN hates more than anything else to be "done" on a purchase.

If she buys something that doesn't come up to her expectations or doesn't prove its money's worth she'll vow to "get even."

She will steer all of her friends away from the store in which she bought the article. She'll even drum up trade for his competitor.

On the other hand, if she's ***pleased*** with a purchase she will come back to that store for more and she'll bring her friends to buy.

And what is it that pleases her?

Quality. The super kind of quality the woman sees, feels and finds in the New Canadian Beauty Electrical Appliance Line.

Stock the New Canadian Beauty Line and you'll appreciate the importance of ***Quality.***

We operate on a discount plan, which does not entail carrying large stocks. That means quick turnover—good profits.

Stock up, go after business hard, link up with our big, national, advertising campaign and—watch your profit column bulge!

Order through your jobber or, if you prefer, direct from us.

THE RENFREW ELECTRIC PRODUCTS CO., LIMITED

Head Office and Works: Renfrew, Ont.

29 Richmond St. W., Toronto Ont.; 803 Lindsay Bldg., Winnipeg, Man.

The New

Canadian Beauty Electrical Appliances

Canada's National Hardware Weekly

Hardware and Metal

Published Every Saturday Since 1888

Vol. XXXIII. TORONTO, MARCH 26, 1921 No. 13

Ottawa Merchants on Tax Suggestions

Great Saving of Expense in Having Tax Collected From 15,000 Manufacturers and Importers Rather Than From 200,000 Retailers—Commission Agents and Peddlers Would Have Advantage of Retailer if Sales Tax Was Collected From Retail Merchant

A LARGE gathering of Ottawa retail merchants, members of the advisory committee of the Dominion Board of the Retail Merchants' Association of Canada, held here this week, unanimously went on record as being in favor of the substitution of a tax on sales, applied at the source, for the business profits war tax. The following resolution was adopted:—

"That if it is the intention of the Dominion Government to continue the tax known as the Sales Tax, as it is now set out in the Act, that it be collected at the source of supply, namely, from the manufacturer and the importer, and in this way it would be absorbed in the same manner as all systems of taxation are absorbed, and that the words 'manufacturer' and 'importer' be properly defined in the Act so as not to include retail merchants."

Ottawa retail merchants are "on their toes," so to speak, in regard to this matter, as was manifest by the animated discussions which characterized the meeting. There were representatives present from practically every trade in the city and quite a few volunteered to go to Toronto for the big conference of manufacturers, wholesalers and retailers March 30 and 31 and fight their case there.

Tax on Manufacturers and Importers

E. M. Trowern, secretary of the Dominion Board, addressed the meeting at considerable length and said that the present system of taxation was not working out satisfactorily. He thought the business profits war tax was a clumsy bit of legislation and the time had arrived for the introduction of a system which would be more equitable, and the tax more easily collected. He laid special emphasis on the importance of having the tax collected from manufacturers and importers, and not from the retailers, pointing out that such a system would save the country thousands of dollars.

He said it would be much easier to collect a tax from 15,000 manufacturers and importers, than from 200,000 retailers. Mr. Trowern had been in touch lately with retail merchants all over Canada and knew that they were heartily in favor of this form of taxation.

"One of the big objections we find to the present application of the tax is that certain retailers are being classed as manufacturers," said Mr. Trowern. "Officers of the Government figure out that a man is a manufacturer who makes anything, irrespective of what that thing is. We even find them trying to make out that a tinsmith is a manufacturer because he makes a tin cup or an elbow for a stove pipe now and again. It is not a question as to whether they are manufacturers in the sense we regard manufacturers in the ordinary business way, but the law states that a retailer is not a manufacturer. When the Act was placed on the statute books, it was not the intention of the Government or of the members of the House to regard retailers as manufacturers. The interpretation that has been placed on it has been done so by the officials of the Department of Inland Revenue, who are regarding the matter entirely differently from the meaning of the Act.

"My opinion is that a man who makes something in a retail shop—whose business is not altogether retail—is not a manufacturer. The officials of the Government view the matter in a different light and it is up to us to show them where they are wrong. We have to look after our own interests. No person is going to do it for us.

"The plan of taxation we are suggesting is very simple and has the hearty endorsation of hard-headed business men from coast to coast."

Many Inspectors Needed

A good point brought out in the discussion, and one which was considered by many as important, was that if the sales tax were collected from the retailer, every commission agent and peddler in the country would have the advantage of the retailer. In time the Government might get over this question by appointing a great army of inspectors, but this was just what the Government, in the interests of the country as a whole, should try to avoid. The appointment of a big squad of inspectors would mean a tremendous outlay of money.

Treasurer Dominion Executive

Henry Watters, Treasurer Dominion Executive Council and Dominion Board of the Retail Merchants' Association of Canada, who moved the resolution, said he knew there was a very serious state of mind created all through Canada by the loss that retailers were subject to by the one and two per cent. sales tax which is in operation at present. "When you buy from the manufacturer," he said, "you pay two per cent., and if you buy from the wholesaler or any other person there is one per cent. added, and I have yet to find the man who can pass that along in his business. My hearty approval goes to the absorption and concealment of that taxation until we have discovered a more scientific way of applying taxation."

Stewart McClenaghan, who is a member of the Advisory Committee of the Dominion Board, said he thought the sales tax applied at the source of supply was the simplest and most equitable system. He stated that the manufacturers had

Continued on page 45

Must Face a Period of Competition

Efficient Methods in Business Are Now Necessary to Win Through —Reports Indicate That Retail Turnover in Smaller Centres Has Recently Been Ahead of Last Year

Editor's Note:—The following is from an address delivered before the Kiwanis Club, Toronto, by Horace T. Hunter, vice-president of the MacLean Publishing Company, dealing with business problems and methods of meeting them.

MY business brings me into contact with several very important lines of merchandising—hardware, grocery, dry goods, drugs, men's wear, stationery, plumbing and steamfitting—and in addition to these the bank manager who acts as a sort of "business father confessor" to all of them. We try to develop the "from Missouri" attitude and although many manufacturers and wholesalers were convinced that the general public had instituted a "buyers' strike" and that business was at a standstill, we made direct inquiries from the retailers themselves. You may be as surprised as I was to learn the result. Retail merchants outside the big centres report that their sales for December, January and February exceeded their sales for the corresponding three months in the previous year; for the most part February business of this year has been ahead of February of last year.

It is important to note and has great significance, that in the smaller centres the retail merchants are keeping up their volume of sales. The following definite statements are convincing:

City or Town.	February Turnover	Stock Carried
Collingwood	2% inc.	same
Paris	6% dec.	12½% less
Peterborough	19½% inc.	5% less
Napanee	3% inc.	25% less
Tillsonburg	1% inc.	5% less
Ingersoll	25% inc.	10% less
Sudbury	same	20% higher
Sherbrooke, P.Q.	3% inc.	same
Mitchell, Ont.	20% less	10% more
North Bay	1% less	same
Hamilton	10% inc.	33% less
London, Ont.	inc.	less
Lindsay	1% inc.	2% less
Moose Jaw, Sask.	same	same
Calgary	same	larger

The above reports are from leading merchants in towns and cities mentioned. In many cases they are from the merchant holding unquestionably first place as far as volume of sales is concerned.

Turnover Not Profits

I am speaking of turnover, not profit. Many lines are being sold at reduced prices, but the fact that goods are being sold indicates that more goods will have to be made to take their place. Manufacturers and wholesalers have, however, had different experiences from those of retailers. Orders for their goods are being placed slowly.

Retailers are ordering to-day only for their immediate needs. A year ago they were buying six months or more in advance, owing to scarcity of goods and slowness of delivery. On a rising market it was good policy to get orders placed before further advance in price took place. To-day conditions are reversed. It has become again a buyers' market.

Every week reductions in prices are announced, therefore the merchant feels that the longer he can hold off buying the better price he is likely to get.

Fewer Brands

Retailers are reducing their stocks by carrying fewer varieties than formerly; instead of carrying three or four brands they are concentrating on one brand.

A Wise Policy

Who will say that this is not a wise policy?

Even the manufacturers and jobbers who are hungry for orders must realize that it is a matter of first importance that retail merchants safeguard their financial position. It is their duty not to overload the retailer, but to help him in every possible way to speed up his turnover.

Basic Conditions Sound

Basic conditions throughout the Dominion are sound. It was not to be expected that we could get through the readjustment without some disturbance. There have, however, been comparatively few failures. We have been very fortunate that there has been no debacle. The readjustment in prices has been gradual. Textiles, boots and shoes, furs, foodstuffs, hides, wool and cotton have followed each other in a fairly orderly procession on the downward grade. Had they all declined at once and in drastic manner, financial institutions would have been embarrassed and we would have had many failures.

Foreign Influences

But it would be a short-sighted policy and one that would invite disaster to examine only conditions in Canada. We cannot evade the effect of foreign competition, much as we would like to do so. European and Asiatic countries are in an impoverished condition and overwhelmed with debts. Lloyd George has stated the only way a country can improve its position is by selling goods to other countries. They must produce an exportable surplus and their exports must exceed their imports. In most of these countries there is no talk of an eight-hour day or a minimum wage. It is the old primitive fight for existence.

The indemnity levied on Germany extends over a period of forty years. By many this is interpreted to mean forty years during which everyone engaged in production in Germany must work longer hours and for less pay than is the custom in other countries with which they are competing.

Keen Competition

What does this mean? In my opinion it means the keenest competition the world has ever known.

Economists the world over are endeavoring to find a method of permitting Germany and other countries to pay their debts and re-establish a decent and healthy mode of living without exposing the creditor countries to this cut-throat competition. They have not yet succeeded.

Business Preparedness

I believe it behooves every business man to prepare for a prolonged period of keen competition. Now, I do not look on this as a gloomy picture, provided we are prepared for it. Mark Twain said everybody talked about the weather, but nobody ever did anything. I believe there are a few things each of us can do to put our respective businesses in shape to meet conditions that lie ahead of us.

Map Out Definite Policy

The first thing I would suggest is—map out a definite policy. Every firm and every individual should get down to brass tacks, should map out in writing a definite policy and fix the responsibility for carrying it out.

Speed Up Turnover

The day of long profits is past. I doubt if any of us will ever again see the day when a merchant could make more money by holding goods than by selling them. The motto for the future will be not big profits, but quick turnover. This, however, is no hardship to the efficient business man; 5 per cent. net profit with twelve turnovers a year is better than 20 per cent. profit with three turnovers in the year. It is safer. It tends to lower costs and this in itself stimulates business.

Labor Saving Devices

The installation of labor-saving machinery is another way of reducing costs. This includes many fixtures or equipment, which, after providing for interest on investment and depreciation, will lower cost of doing business.

The Tax Problem

The Excess Profits Tax and Luxury Tax, heavy income taxes were imposed to satisfy the public clamor. The past few years have demonstrated these taxes

Continued on page 44

Alternative Views on Turnover Tax

Finance Minister Wants Views of Retail Merchants—Intelligent Consideration Needed—One Class of Merchants Prefers Turnover Tax in Its Broadest Application While Others Propose Adjustments

Written for Hardware and Metal by Austin Campbell, of The Financial Post

THOSE who keep touch on the pulse of trade observe two distinct lines of thought among retailers on the question of the Turnover Tax.

Some stand emphatically for the scheme in its broadest application—these are in the minority. Others, while advocating the tax in theory, question its blanket application and propose adjustments. The matter is vital—it must receive the intelligent thought of all merchants. Its far-reaching effects, its potentiality for benefit and its possibilities for harm imperatively demand that it be studied in detail by every man, who, by its enactment, will become virtually a "collector of Government revenue and temporary custodian of public funds."

The problem intimately concerns every merchant, big and little, in Canada. The huge departmental store and the little "corner hardware" alike will be affected. Only in so far as each merchant studies the incidence of this proposed method of taxation to his own particular business—and places the fruit and conclusions of such study before the Minister of Finance — can an efficient, working system be evolved and a tax applied that will be effective and equitable.

The Merchant's Responsibility

Political matters are too often ignored —at least so far as individual action is concerned — this question is going to touch every merchant intimately. Under the first—an industry wide application of the system—every merchant will have to keep his books in perfect order and submit to regular inspection; he will have to figure the percentage amount of the tax into his overhead and distribute the same, through his selling price, over the range of his goods. The question before the tax department to-day is, "What do the retailers think?" Sir Henry Drayton is frankly willing to be shown; it is up to us as merchants and business men to produce the facts.

The Retailer Collects

More specifically the questions, from the retail standpoint, are, shall the retailer collect and pay the tax? or shall it be collected by the manufacturer or wholesaler? Herein the wholesaler joins the retailer by asserting that the most effective and economical method is to collect the tax from the manufacturer.

If, therefore, as its supporters claim, in the Turnover Tax lies the solution of the national fiscal policy, then, from the retailer's viewpoint, the solution of the Turnover Tax lies in collecting it at "the source."

While some retailers express a willingness to do the full work of collecting, a strong concordance of opinion favors the other plan. In all the letters which have reached Hardware and Metal, none sought exemption from payment, though the majority advocated the finding of a plan which would relieve the retailer and the Government from the hazard and expense of collection. A composite expression of these views may be summed up as follows:

"Let the manufacturer and wholesaler add to their invoices a high enough percentage to meet the requirements of Government revenue and we will gladly pay it. To impose an army of collectors and assessors over the large number of widely distributed retail stores in Canada would be folly. The evasion which occurred under the operation of the Luxury Tax, and the deliberate falsification of returns by some merchants, is undeniable evidence of the impracticability of any retail collecting system. We approve of the Turnover Tax —the consumer must pay it, but the tax must be collected at the source."

This is not holding the umbrella over one class while exposing another. The contention is based on practical reasons —economy of collection and economy of price. It would be almost impossible, some authorities claim, to spread a small tax equally over a wide range of merchandise. Either certain goods must be sold below cost and others overloaded with charges to equalize the loss, or the price of all goods — notably the small cheap articles—must be increased more than the actual amount of the tax. Both conditions bear unfavorably on the ultimate consumer.

The Manufacturer Collects

The second plan seems to be the only proposition that can be heartily endorsed by the retail trade. It has in fact the support of many manufacturers, and the unofficial approbation of the experts in the taxation department of the Federal Government. It allows for the exemption of certain specific commodities, such as all unmanufactured foods, and calls for a larger rate of percentage when passing from the hands of the producer, either to the retail consumer or to the retail trade. Broadly speaking, though with adaptations to particular circumstances, the scheme rests on the following conditions:

(1) All Canadian raw material products as originally derived from farm, fisheries, forest and mine, shall be exempt.
(2) A tax shall be collected at the first process from raw material to consumable product and at each subsequent sale for re-manufacture and upon final sale either to retail consumer or retail dealer.
(3) All importations shall bear tax.
(4) No wholesale or retail sale for consumption shall be taxable.

It is evident at once that a vast amount of Government work will thus be eliminated. The task of collecting and checking returns over all the retail stores in Canada would be saved. Granted that the law practically compels the retailer to keep books, and that Government systems already cover the country to collect Income and Business Profits Tax, these offer no adequate reasons why an expensive and burdensome system need be continued if a simpler and more economical method can be employed.

If an adequate revenue can be raised by a reasonable tax at a few sources, it would obviously be folly to impose on the country a wide system of collection. That this can be done by a moderate extension of the present Sales Tax is obvious, inasmuch as it has been previously shown in these columns that, of an estimated requirement from a Turnover Tax of $150,000,000, the Sales Tax is at present providing approximately $100,000,000.

Apply It Gradually

Retailers have accordingly a sound basis for their contentions and are supported therein by the members of the wholesale trade in Canada, who, though recognizing the difficulties, are: "Of the opinion that such Sales Tax could be easiest collected at the fountain head, namely, from manufacturers, and on importations."

The adoption of this plan would permit, if required, a gradual extension of the Sales Tax, until its application was

Continued on page 56

C.M.A. MAKES RECOMMENDATIONS RE TAXATION

After making a study of various forms of taxation a committee of the Canadian Manufacturers' Association has made the following recommendations to the Dominion Government:

"First: That the Business Profits War Tax Act shall not be re-enacted.

"Second: That the Income War Tax Act as regards corporations shall be repealed.

"Third: That the Sales Tax now in effect in Canada be amended and extended sufficiently to provide the necessary revenue."

Importance of Accurate Accounting

Montreal Hardware Merchant Has Proved the Value of Competent Accounting Staff and Efficient System—Accurate Records Required in Hardware Business Today—Developing Trade in Builders' Supplies



A typical spring window arrangement in the Madison Hardware, Inc., windows, Montreal, the left window showing an arrangement of paints, varnishes and specialties with color cards and other advertising literature used freely. Owing to the fact that the store is located in a district which is growing fast, and where new buildings are in evidence, the sales of such lines as these are very active. The other window also shows an arrangement of seasonably active lines, including electric and oil heaters, vacuum cleaners and kitchenware. A gasoline pump is at the curb in front of the store and frequent displays of automobile accessories are shown to attract the eye of motorists stopping for gasoline.

"I PAID $40 for that ledger because our bookkeeper told me we needed a better and more up-to-date ledger to take care of our business," said J. H. Gagne, of Madison Hardware, Inc., 5952 Sherbroke Street West, Montreal, in discussing with Hardware and Metal the importance of accounting. J. H. Gagne and R. Jacob form the partnership of the Madison Hardware, Inc., both having had extensive hardware experience before joining in their enterprise, in a new store, 15 months ago. Located in a section which is being rapidly built up, this store is enjoying a growing trade in builders' hardware coupled with the needs of the incoming tenants.

"We have learned through experience that a good bookkeeping system handled by an able bookkeeper is needed to carry on a retail store successfully," continued Mr. Gagne. "We have it in such shape that with a half hour's time devoted we can ascertain just how the financial end of our business stands from month to month. Two sets of books have been supplied since we opened our store 15 months ago. The first set was found to be too small to take care of our growing trade, so we opened new and larger ones, and I will repeat that both money and attention should be given the office end of a store, whether large or small.

Book Account or Credit

"A question I have often asked myself is why should our book accounts run into so much money? Would it not be possible to cut these in half? No doubt this same question is in the minds of a great many retail merchants, it being of very great importance in these times. However, we are endeavouring to reduce these and this is again where our bookkeeper is necessary. On opening we did run quite an extensive credit business, but I believe this can be eliminated to a great extent. A line of credit will still have to be run with the contractor or builder until he has completed his building, but other than these, and a few other exceptions, I can see no reason why we should carry the public on our books, over the 30 days or 60 days, as the case may be. How familiar the terms sound "2 per cent., 30 days, 60 days, net, 7 per cent. interest on overdue accounts." If we pay to have these statements on the top of our invoices and billheads, why should we not strictly adhere to them?

After The Builders' Trade

"On opening our store a little over a year ago, we at once saw that a great demand would be shown for builders' hardware. I might say that was one of the reasons we decided on our present stand. The locality was rapidly being built up, new apartments and dwelling houses were needed to house the growing Montreal. As you will notice we give this department a very prominent position here in our store right at the front, and we find this helps a great deal in our sales. When a contractor or builder has decided to erect a dwelling in our locality he will undoubtedly call on the nearest hardware store and at least find out if he can procure just what he wants and ask for prices. It is then that we get busy and show that we do carry a stock of builders' hardware and follow up this prospect."

"Do you go out after this trade, and solicit from the outside?" asked Hardware and Metal.

"We do, in fact we have to, to secure a lot of this trade. We also keep in close touch with the building permits, and if the building to be erected is in or near this section, we lose no time in getting in touch with the owner or the contractor. Asking him to visit our store, which is conveniently situated in

his locality and letting us show him what we can do for him, both in materials and price, will in many cases obtain the order."

Following Up With The Tenants

"When the building is completed and we have supplied the hardware, paints, wall finishes, varnishes, etc., we know our business has just commenced. A new occupant will need electric bulbs, garbage can, ash can, furnace scoop, coal hod, ash sifter, etc., etc. Our show windows help us then, and we devote one window to seasonable household requirements. When settled, their requirements will continue, and sales are made of floor varnishes, wax, varnish stains, furniture polishes and many other articles for retouching and refinishing their homes. Kitchen utensils also figure among these sales, and we find aluminumware sales increasing every month.

Blotter and all Directory as Advertising Means

"When introducing our lines on opening our store we used the small envelope sized blotter with our name attached, these were handed to our customers over the counter, and were also mailed to the people in the surrounding locality. This season we have a small telephone directory, a space for telephone numbers used mostly, and our name prominently printed at the bottom. Mediums of this kind we find keep our name well to the front, and assisted by courtesy and service inside our store, help us to get our goodly share of the hardware trade.

Gasoline Pump For Auto Accessories

"Perhaps we are fortunate in being located on a highway with a tremendous road traffic. We installed a gasoline pump and find our gasoline sales have steadily increased. This, however, is not all the benefit derived from the pump. Motor accessories, especially if displayed regularly in our window directly in front of the gasoline pump, where motorists are bound to see them, we find are becoming more and more in demand through our retail hardware store."

Paint Sundries or Specialties

Directly behind the display of builders' hardware comes the paint shelving, which occupies the wall spacing from about half way down the store and right across the back wall of the front store.

"Your paint sales will run in conjunction with the other building material, will they not, as each dwelling house erected has to be painted or varnished inside and out?" asked Hardware and Metal.

"Yes," replied Mr. Gagne, "we have a good demand for paints and varnishes, but we find that paint specialties or sundries show a steadier demand. In a new section, as we have here, tenants create a large demand for the smaller inside painting sundries, such as varnish, stains, smaller sized cans of paint, etc.

Building For This Season

"Building materials are still high, however, reductions have been made on most materials from the prices of the last two years. The housing shortage is still acute, and as many new homes are needed to-day as ever, so that the spring and summer this year should be active for us. This has already been confirmed by the fact that prospective builders have been in our store asking as to prices for 1921."

Being in a growing locality, where building has been very active in recent years, builders' hardware has found a very prominent position in the Madison Hardware, Inc.



Builders' hardware and other lines which are more especially required in a comparatively new and growing district are shown herewith. The Madison Hardware, Inc., Montreal, go after building business actively, for they realize that this means not only business in builders' hardware, but it means follow-up business from the tenants for electric fixtures, paints and varnishes, kitchenware and other such lines. This display of builders' hardware, both in the showcase and on the shelves, is located right at the front of the store, where it will receive most attention. In the showcase will be seen bathroom fixtures, brushes, flashlights, etc., all lines which sell actively in this class of trade. Electric heaters, portable lamps, iron grills, etc., are also active lines and it will be noted a sample of each is close at hand for ready reference by the salesman.

Getting After the Builders' Trade



REPORTS from various parts of Canada point to an active resumption of building within the past few weeks. This article on the Madison Hardware, Inc., Montreal, outlines the success this firm has had in going after builders' trade and following it up with efforts directed toward the tenants. Here are some advertising suggestions showing how other hardware merchants are advertising for seasonable business. A March tool sale is outlined by the Mills Hardware Co., Hamilton, illustrating a large number of builders' and mechanics' tools, bathroom fixtures, paints and varnishes. These are all lines required by the handy man around the house. The ad by Sumner Co., Moncton, N.B., is addressed to the builders and deals with builders' hardware, glass, paints, etc. The ad by Baxters' Hardware, Windsor, Ont., makes an interesting point, and the ad by McAvity's, St. John, N.B., gives a number of reasons why every man should have a set of tools.

Inaugural Ceremonies At W. Walker & Son Co.

New Warehouse and Office Premises of Toronto Hardware Firm are Officially Opened With Much Enthusiasm—"Merchant of Future a Specialist"

AN enjoyable social gathering, participated in by members of the staff of W. Walker & Son, Ltd., wholesale and retail hardware, Toronto, and to which guests representative of various branches of the trade were invited, was held in connection with the opening of the firm's new warehouse. The new building greatly increases the floor space available for receiving, storing and discharging stock and the second floor is fitted with modern equipment and other facilities for the staff. This building adjoins the rear of the retail hardware building which faces on Yonge Street.

For the social evening the new offices were tastily decorated and generous use was made of cards with brief messages emphasizing some of the principles to which the firm owes much of the success in its development in the hardware field.

With a brief address outlining the development of the firm and its aims for the future, W. A. Walker showed by means of illustrations how the business had grown in the past eighteen years. He compared the sales of $4,724.40 of 1903 with the sales of over half a million dollars in 1920, and also the various stages in the expansion of the firm as evident from figures showing that in 1903 the floor space amounted to 128 square feet as compared with 21,560 square feet now provided. Mr. Walker also illustrated how the business was now subdivided so that various departments came under the charge of W. I. Walker, W. J. Shaw and O. C. James, respectively.

Official Opening

C. G. Knott, sales representative in Toronto of the Steel Company of Canada, officially opened the new premises and in a few well-chosen words congratulated the management upon their foresight in making plans for such development and stated that with the expected development of the city the new building would at some future time be well in the heart of the city. Mr. Knott had figured it out that the Walker business had grown 169 times, in respect to area, since 1903. He left it to the gathering to imagine what the dimensions of the business would be ten or twenty years hence if development continued on the same scale.

Ideas Are Wanted

This was followed by an instructive address dealing with business conditions and the relations of employer and employee, by H. T. Hunter, vice-president the MacLean Publishing Company. In congratulating the firm upon its development and the completeness of its new premises and equipment, Mr. Hunter emphasized the importance of the right spirit among the personnel of the staff and expressed the opinion that the evident enthusiasm among members of the staff would no doubt result in the best use being made of the equipment.

"We are travelling through times, today, when the ownership of a business is not all velvet," said Mr. Hunter, "and there are problems to-day that we did not have a year ago or two years ago. In those years it was not difficult in many lines to make money, and the result was that we got a good deal of waste and inefficiency, but this is being sifted out. There are problems for the owner of the business when the store closes at six o'clock at night and he depends to some extent upon his staff for ideas. In giving this assistance the members of the staff are not only working for the firm but for themselves. Every member of the staff should consider they own the business, that is how a man becomes an owner.

Merchant a Specialist

"There has been much outcry against the merchant. In the past few years much has been said about the high prices and profits of merchants. The merchants themselves have done much to dissipate that idea but the impression still remains and we have got to look to the merchants themselves to explain their position, to show that they are performing a real service in the community; that it is a distinct advantage to be able to get the service rendered by retailers. If customers bought direct from the manufacturer to save the profits of the middleman, look at the inconvenience. The day of the merchant is not passing, but rather we are coming to the time when the merchant will be a specialist. To-day we have better merchants than before. You ask for hardware and you find the merchant is usually a specialist and is acquainted with the goods. We are coming to the time when the merchant will occupy a bigger position. I believe there will be fewer merchants as the inefficient are weeded out."

Business Conditions Not So Bad

Evidence was hereupon produced by Mr. Hunter pointing out that business conditions were not as bad as was generally thought, that progressive merchants were having just as big a turnover as last year but that manufacturers were not yet experiencing this revival in trade due to the fact that whereas formerly merchants ordered five or six months ahead they are now buying only as they require the goods.

Mr. Shields, R. G. Dun Company, Toronto, spoke briefly on the importance in these times of men in the selling end of the business paying strict attention to the securing of definite information as to the advisability of extending credit accommodation.

Games were indulged in enthusiastically by the members of the staff and guests, followed by a dance, and the proceedings were concluded with a tasty luncheon.



Group showing members of the staff of W. Walker and Son, Ltd., wholesale and retail hardware, Toronto, at the recent gathering in connection with the opening of the firm's new warehouse and office premises. The view shows a corner of the new office. Standing at the back, from left to right, are: C. G. Knott, the Steel Company of Canada; Mr. Shields, R. G. Dun and Company, and W. A. Walker.

Hardware and Metal

Canada's National Hardware Weekly

Member Audit Bureau of Circulations Member Associated Business Papers

The Only Weekly Hardware Paper in Canada

PUBLISHED EVERY SATURDAY SINCE 1888 BY

The MacLean Publishing Company, Limited

Montreal TORONTO, CANADA Winnipeg

SATURDAY, MARCH 26, 1921

Make Taxation Suggestions

IN the preparation of the Federal Budget and in making a decision as to the form of taxation to follow the Luxury Tax and possibly the Excess Profits Tax, the Minister of Finance is said to be in a receptive mood for suggestions from retail merchants. No doubt the tremendous influence exerted by this branch of business in connection with adjusting taxation matters last year has shown the Government that the opinions of retail merchants are valuable and must be considered in any matter which so vitally affects retail distribution.

It is therefore up to the retailers to get together and discuss the matter intelligently so that some constructive suggestions can be offered. Meetings of retailers, wholesalers and manufacturers are being arranged in Toronto and elsewhere within the next few days to discuss the matter from all angles and the voice of retail merchants in all parts of the country should be, if possible, of one accord. In the past when an opinion from the retailers has been asked for by the Government, various sections of the trade insisted on speaking for themselves and the result was that there was a discordant note which was given no attention. The Minister of Finance has again stated that attention will only be given where the retail trade of Canada is represented with one voice and where recommendations are made on which the great majority of merchants are agreed.

In order to assist in an intelligent consideration of the merits and demerits of the Turnover Tax which has been suggested to meet the requirements, Hardware and Metal is publishing a series of articles which deal in detail with the various points which affect the retail trade. This series commenced in the March 19th issue. Before going fully into the question, in company with other merchants, it would be well for the hardware merchant to keep himself posted on the details by a reading of these articles which have appeared in past issues.

One thing is sure, the money has to be collected to pay the country's debts. That money must be raised by taxation, part of which must be raised from a tax on some section of business. Merchants, whether retail or wholesale, must not let a desire to escape responsibility guide them in supporting one or another form of taxation. The best plan will be to place the tax where it will cause the least interference with the usual trend of business and especially with the actual sale of the goods over the retailers' counters.

Death Knell of Co-operative Stores

CO-OPERATIVE societies are organized by a group of non-business people, who, continually raving at the price charged by retail merchants, band themselves into a society and subscribe a certain sum by selling shares to form the capital with which to operate a retail store. Just how successful—or unsuccessful—these co-operative institutions usually turn out to be is interestingly set forth in the recent report of the Stratford Co-Operative Society.

The Stratford Co-Operative Society was founded about one year ago by a group of men composed of members of the local labor union, particularly the railroad section, a class of labor that has been drawing down a larger scale of wages than any other class of labor, certainly far larger than the average retailer. The labor union, claiming that the retailers were the cause of the high prices, set about to "remedy this evil" by starting a store of their own. They issued stock at $10 per share and a certain amount was subscribed. The first six months' report showed a net loss of something like $250 and the directors promptly "let out" the manager, claiming that it was through his mismanagement that the loss was incurred. Another manager was appointed, and this manager, probably being "egged on" by the directors to increase the turnover, promptly proceeded to do just that by cutting prices (at least so it is said), and we can safely presume so, as the report for the last six months shows a "handsome" gross profit of $1,557.28 on a turnover of $32,574.88. In other words, a gross margin of profit of 4.78 2-3 per cent. Certainly this is very illuminating, and the report also shows that the cost of doing business was 17.32 1-3 per cent., which netted the society a loss of $4,956.51 for the six months' period.

The directors attribute this loss to the "extraordinary lack of loyalty to their own institution shown by the people who own the business." In stating this, directors have stated the fact that has been the death knell of practically all the co-operative stores that have ever been organized, at least in Canada.

Accurate Records

IN order to profitably conduct a retail hardware business under present conditions one of the most essential things is for the owner to have within easy reach at all times a definite record of the business showing exactly how everything stands. This point is emphasized by a hardware merchant of Montreal whose experiences in this matter are outlined elsewhere in this issue. As in his case, an expenditure on accounting systems, which, at first glance may seem perfectly out of proportion, may prove to be worth many times the amount spent if the result is to provide such definite data that a clear course may be steered past the many pitfalls which beset the merchants' path when the market is in such condition as at present.

The consensus of opinion seems to be that turnover is suffering little if any, but of course profits are in many cases not as great as in the prosperous times of the last few years. It is evident therefore that care must be taken in buying and the stock closely watched to establish which are the lines mostly in demand. This is no time to keep slow movers in the stock for price declines may wipe out all the profit on them before they are moved. Another important point to remember is that every day the stock stays on the shelves adds further overhead charges against that stock and in these times it will not be long until failure to move this stock results in it representing a loss whether sold or not.

It is only by the keeping of accurate records which readily show all these facts that the necessary close watch can be kept on the business.

News of Western Canada

Robert Hobson Chosen President W. C. C. A.

President The Steel Company of Canada, Hamilton, Ont., Thought to Fittingly Represent Eastern Interests, Will Head the Western Canada Colonization Association

WINNIPEG. — The problem of bringing in more settlers to Western Canada and of thus speeding the development of this country will in future be handled in more effective manner by the Western Canada Colonization Association. Federal charter under which it is to operate has been granted and the chief executive officers have been appointed.

At a special meeting of the directors held in Saskatoon, Robt Hobson, President the Steel Company of Canada, Hamilton, Ont., was elected president and chairman of the board; M. A. Brown, of Medicine Hat, Alberta, vice-president and chairman of the executive committee and Major-Gen. A. D. McRae, of Vancouver, managing director. The association will operate with Winnnipeg as headquarters.

The officers of the association have in mind the increasing of the population of Western Canada and increasing the production of the Western Provinces. It is expected that the settlement of people along the lines of the Canadian National Railways will also help to lighten the burden of the national debt by providing more revenue for the railway.

Mr. Hobson was considered by the directors to fittingly represent Eastern interests which have assisted generously in financing the movement.

Those allied with the hardware trade have been more or less prominent throughout the existence of this organization, J. H. Ashdown, head of the J. H. Ashdown Hardware Company, was identified with the early formation of the organization and now Mr. Hobson becomes its active leader.

Resolution Favors Turnover Tax

Regina, Sask.—The resolution passed last week by the Retail Merchants' Association of Regina, favoring the establishment of a general tax on turnover to be applied to all business and professional men for the purpose of paying Canada's war debt, has been sent to the provincial headquarters in Saskatoon. According to Secretary Raymond the resolution will be sent from the provincial office to the various branches of the R.M.A. throughout Saskatchewan and a copy will also be forwarded to Ottawa.

The regular meeting of the Regina R. M. A. was held on Thursday of this week.

B. C. Credit Conditions Good

R. D. Dinning, manager of the Vancouver branch of the Canadian Credit Men's Trust Association, stated, in conversation with Hardware and Metal, that the credit condition throughout the province is good.

The retailers, according to this authority are carrying considerably less on their books than was the case in 1913. In fact, the jobbers are finding collections in much better shape than during the last period of depression.

Mr. Dinning, stating his own opinion, claimed that the present improved credit situation was due to the reserve of buying power shown by the amount of Victory bonds absorbed by this province.

Good Business Activity in Regina

Regina, Sask.—Armstrong, Smyth & have been more or less prominent Dowswell, hardware, report an exceptionally good year in the sale of electric sion cord, attachment plugs and such small electrical goods are also reported to have an active sale in this store.

In regard to automobile accessories this firm reports that a distinct movement is now commencing, and in the case of this store accessories are now in the forefront by the use of a showcase and table in the centre of the floor for heavy goods, such as jack pumps, etc. This firm contemplates a good year in accessories and an early start is being made by the arrangement of attractive window displays.

For the past two weeks a tool window has been on display in this store and it is stated to have fully paid, because with the opening of spring building prospects in Regina and district are said to be good. Many basements are being dug and foundations being laid. Wall finishes and other specialties are also reported to be having a good sale as the spring housecleaning season gets under way, many people desiring to get this job over around Easter time.

New Westminster, B.C., Co-operative Society Elect New Officers

New Westminster, B.C. — The New Westminster and District Co-operative Society was organized recently in the Labor Temple as an independent unit. New officers were elected and the local co-operative store was purchased outright on a cash basis. The local society will now conduct the co-operative retail business undertaking on its own responsibility.

The officers were elected as follows: President, D. MacDonald; vice-president, T. Smith; secretary-treasurer, F. Brown; chairman of organization, W. A. Bowcott; chairman of educational committee, Mrs. T. A. Barnard; chairman of auditing committee, W. Adams; chairman of social committee, Mrs. H. Edmonds. Steps were taken to secure incorporation.

Regina Merchants Discuss Taxes

The Retail Merchants' Association, of Regina, placed itself on record as approving of the principle of a tax on the turnover of all business and professional men, not to exceed one per cent. of the total turnover.

The motion was to the effect that all individuals or corporations desirous of taking up a business or profession in Canada should be required to take out a license from the office of the Collector of Inland Revenue, at a nominal figure, that every licensee should be required to keep an account of the amount of business done by him, and that at the end of each month he should be required to remit such a percentage of his profits as the government should see fit, this not to exceed one per cent. and that no exemption be granted from the tax.

Western Notes

Calgary, Alta.—Fire has destroyed the premises of the Blackie Hardware Co.

* * *

Punnichy, Sask.—The hardware and furniture business of L. M. Zavitz has been purchased by R. C. Mitten, of Saskatoon. The business will be called "The Punnichy Hardware" and will be under the management of F. J. Akitt.

Events in the Trade

Annual Meeting of C.M.A.

Alexandria, Ont.—David Courville is discontinuing hardware and furniture business.

Chatham, Ont.—F. E. Thompson has bought out the heating and tinsmithing department of Willard Hardware Co. Mr. Thompson was in charge of this department of the Willard Hardware Co. for the past ten years.

Perth, Ont.—The hardware business conducted for many years by James & Reid will in future be continued by George S. James and Lawrence James and will be known as James Bros.' hardware. D. W. Reid is retiring from the business. The firm started business over twenty-five years ago. Geo. S. James started out as a hardware clerk for Warren & McCarthy at the same corner as the present store occupies. Lawrence James entered the firm later, having commenced as clerk and salesman.

New Firms

Halifax, N.S.—T. L. MacDonald, formerly connected with Wm. Stairs, Son & Morrow, Limited, Halifax, has opened a retail store at 30 Spring Garden Road.

Burks Falls, Ont.—Beals & Ford have commenced hardware business in the Davison Block.

Obituary

Montreal.—The death is announced of C. A. Parent, one of the leading and oldest hardware merchants of Quebec city. Mr. Dunlop, of Canadian Tube & Iron Co.; F. Perego, of Steel Company of Canada; and J. R. Terrill, of Caverhill, Learmont & Co., were among those attending the funeral from Montreal.

* * *

The death is announced of C. J. Hescott, for eight years associated with the Northern Aluminum Co., Toronto, and the same organization in the United States under the name of the Aluminum Cooking Utensil Co. Mr. Hescott recently acted in the capacity of special representative for the company, handling personally some of the company's larger accounts in various parts of Canada. He had been ailing since January as a result of an attack of influenza, and died of pneumonia. He had been married only a year and a half and leaves a widow. Officials of the Northern Aluminum Co. speak of the high qualities of character and selling ability of the deceased.

Personals

S. W. Smith, manager Maritime Division, Brandram-Henderson, Limited, is visiting Montreal for a few days.

* * *

Colin J. McLeod, West Indies representative, McArthur-Irwin, Ltd., with headquarters at Georgetown, Demerara, is visiting his principals in Montreal.

* * *

Norman Holland, Holland Varnish Co., Ltd., is sailing on March 26th. He will visit England, France, Belgium and Germany and expects to return some time in May.

* * *

J. E. Lyons, of Caverhill, Learmont & Co., will fill the vacancy caused by the death of George Browne and will call on the hardware trade in the Eastern Townships and Quebec. Mr. Lyons is one of the firm's most experienced employees.

Burglars Enter Starke-Seybold Co.

Montreal.—A robbery, having its own significance in these times of burglaries and acts of violence, was committed in the show rooms of Starke-Seybold, Ltd., when sixteen revolvers of different calibres were stolen.

Entrance was gained from the roof of a low building adjoining the premises of the above firm, which is about six feet below the second story windows. A window of one of the offices was pried open, and outside this office is a locked showcase in which sample revolvers, razors, etc., are on display. The burglars opened this and stole all the revolvers with the exception of four which evidently could not be reached.

Immediately behind this show case is a wall case containing samples of rifles. These were left, although the glass door was broken. Another case showing flashlights was also broken but nothing taken. The burglars made their escape the same way as entrance was gained, as tags which had been on the revolvers were found on the roof of the adjoining building.

Incorporations

Openshaw & Bennett, Ltd., has been incorporated to buy, sell, manufacture and deal in iron, steel and other metals and in minerals, mechanical and electrical supplies, hardware, machinery, tools, etc. Capital is $50,000 and head office is in Montreal.

Annual Meeting of C.M.A.

The annual general meeting of the Canadian Manufacturers' Association will be held in the Chateau Frontenac, City of Quebec, June 7th, 8th and 9th, 1921.

Addition to Plant

New additions have recently been made to the plant of Smith & Hemenway Co., Inc., Irvington, N.J., manufacturers of "Red Devil" tools.

Cowan Hardware Employees Have Social Evening

London, Ont.—A very enjoyable time was spent when the employees of the Cowan Hardware, Ltd., London, were the guests at a supper given to them by the firm. Before adjourning for supper and social purposes the regular monthly store meeting was held for business and a number of good suggestions were acted upon for the coming spring business. Misses Madeline and Dora Chapman rendered solos acceptably, while Miss Verna Parkins recited with her usual aplomb. Geo. Clements outlined the scenario of a movie play which he is writing. At the close of the evening substantial bonuses were distributed to each one of the twenty-one members of the staff.

Reorganizing British Empire Steel Corporation

Important changes and a reduction of almost two-thirds in the total assets are shown in a revised balance-sheet of the British Empire Steel Corporation, which is now being prepared for consideration in its modified form by the shareholders of the three companies it is proposed to include. These companies are Dominion Steel Corporation, Nova Scotia Steel & Coal Company and Halifax Shipyards. In addition to these three, it was originally proposed to include some half dozen other enterprises, the largest of which was Canada Steamships. Total assets under the balance-sheet prepared in July last for the larger merger were $474,016,350, while the total under the new scheem is $168,736,285. It has been stated that the original charter, with an authorized capital of $500,000,000, would be retained, partly because the charter itself cost $75,000 cash, and partly because the British interests in the merger preferred to retain the name with which the enterprise started out last year.

Western Ontario News

George R. Wood has opened a tinsmithing and general repair shop on Water St., St. Marys.

* * *

Emerson Knowles, of the St. Marys Hardware Co., is recovering nicely after having been confined to the house for some days with blood poisoning in his hand.

* * *

In the three-day "Dollar Day" sale at Blenheim this week the Shillington Co., Ltd., had a fine window display of spring goods and found business very satisfactory.

* * *

Captain Lloyd Lott, formerly of the Sarnia Fence Co., has been appointed sales manager of the Owen Sound Wire Fence Co. at Owen Sound.

* * *

At a meeting held in Thamesville, Ont., to arrange plans for the referendum campaign Charles Hubbell was elected president of the committee.

Early Display of Baseball Goods

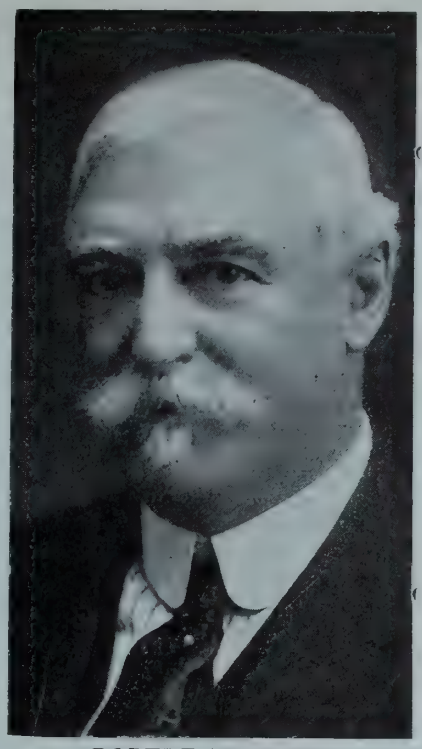
Montreal.—A good deal of interest among young men and boys is being shown outside a window display of a local store on one of the main thoroughfares of Montreal. This window trim is a display of baseball goods and sundries.

Passing the window with the weather well down below the freezing point, some might consider baseball goods at this season more of a "space filler" than a business getter." But the proprietor on the inside does not think so and judging from the boys who have their faces well up to the glass looking in, he is right. When asked by Hardware and Metal if results were obtained from early displays of this kind, he stated, "We do not get actual sales for baseball goods at this season, and can hardly expect them. We do get results all right, but have to wait until next month to obtain them. The window is a reminder that the baseball season opens in Montreal the middle of next month."

When the season does open, permitting these boys to get on the different diamonds in parks and school grounds, they will not forget where they saw the early display of balls, gloves, mitts and bats.

English Electric Company Extending to Canada

A report from the Old Country is to the effect that the English Electric Company, which is making plans to extend operations to Canada, for which purpose Gordon F. Perry, president of the National Iron Corporation, has been appointed chairman of the Canadian Board of the English Electric Co., will shortly erect a factory in Toronto. This company is said to be one of the largest manufacturers of electrical machinery and equipment in the British Empire. It includes a number of influential English electrical firms.



ROBERT HOBSON

President the Steel Company of Canada, Hamilton, Ont., who was chosen as president of the Western Canada Colonization Association at its recent meeting in Saskatoon. It was thought Mr. Hobson fittingly represented Eastern interests which have helped to finance this plan of aiding the settlement and increasing the production of the Western Provinces.

Trade Agents In U. S. A.

Ottawa.—Representations that Canada should appoint trade agents in the United States are, it is understood, receiving the serious consideration of Sir George Foster, Minister of Trade and Commerce.

Annual Meeting of Nelson R.M.A.

Nelson, B. C., March 22.—The first annual meeting of the Nelson branch of the Retail Merchants' Association was held recently. Officers for the year were named, and the executive committee was named a canvassing committee to urge on all local retailers the advisability of getting into the association.

With the exception of A. T. Walley, who was elected first vice-president, all of last year's officers were re-elected. They were: President, W. J. Meigher; first vice-president, A. T. Walley; second vice-president, R. Andrew; treasurer, L. H. Choquette; honorary secretary, Ross Fleming; secretary, E. F. Gigot. The officers with the exception of E. F. Gigot, form the executive committee.

The matter of advancing the time one hour during the summer months was brought up and disposed of by a resolution advising the city council that the retailers were in favor of advancing clocks one hour from May 1 until October 1 inclusive, providing the scheme was generally favored throughout the dominion. The secretary was instructed to forward a copy of the resolution to the provincial executive of the association.

Canadian Traders Take Risk

Ottawa.—Signature of a trade treaty between Great Britain and Russia does not, it is stated, affect the position of the Dominion government, so far as commercial relations with the Soviet republic are concerned. The stand taken by the Dominion government, as heretofore, is that any Canadian who wishes to trade with Russia may do so, but at his own risk.

Biggest Dollar Day on Record

Moncton, N.B., Merchants Hold Successful Sale of Dollar Day Bargains and Report It as Most Successful on Record

MONCTON, N.B.—Despite pessimistic predictions the annual Dollar Day Sale of local merchants proved to be the best the Retail Merchants' Association have had so far. Though it is harder than it was a few years ago to find hardware that can be offered on a dollar day bargain counter, the hardware stores were right to the front and attractive window displays and large newspaper advertisements successfully tempted the buying public with such genuine bargains as polishing mops, two lanterns, bucksaw and file, nail hammer, combination hatchet, 15 rolls of toilet paper, 3 English chisels, English razor, pocket-knife, pair 5-inch nickelled scissors, pair 8-inch japanned scissors, pair carvers, etc. Ten per cent. was given off all other shelf goods—with the exception of those with fixed prices—20 per cent. off tinware, graniteware, china cut glass, aluminum, Pyrex and such lines. Combination sets for the kitchen containing 7 pieces regular price $1.50 for $1 proved popular. G. V. White, of Sumner Co., Ltd., was chairman of the Retail Merchants' Association advertising committee.

No Daylight Saving In Halifax

Halifax, N.S.—Owing to strong opposition from the labor organizations the city council decided not to put daylight saving into force in Halifax this year.

Moncton, N.B.—F. R. Sumner and R. P. Dickson, president and manager, respectively, of Sumner Co., Ltd., are on a visit to Upper Canada calling on various manufacturing centres.

Charles M. Schwab on European Conditions

Thrift and Industry Allowing Germany to Make Big Strides—Thinks Steel Prices Are "About Right"

CHARLES M. SCHWAB, arriving in the U. S. after six weeks spent in France and Italy, said:

"I take an optimistic view of the European situation. Things are opening up gradually. All I can say as to whether Germany can pay the reparations total demanded by the Allies is that she is making more rapid strides than is commonly believed. Thrift and industry in Germany will go a long way toward a rapid economic recovery. The people are trained to efficiency. Although I did not get into Germany this is my observation. France, Italy and England are gradually recovering.

"I did not close any contracts for Bethlehem Company while abroad as I did not go with that intention.

"As to whether or not we should have a higher tariff on steel to prevent the unloading of products from Germany and other European countries, all I can say is that I believe we should have a higher tariff on finished products."

When asked whether he thought Europe would be able to raise money for the purchase of steel and other American products, Mr. Schwab said he did not think this could be done at once. In answer to the question as to whether he thought steel prices were about as low as they will go, he said that he thought present prices were about right, all things being considered. "As to the question of there being too much steel capacity in the United States," he said, "we must keep in mind that many new concerns sprang up in the period of emergency, which will not be necessary under normal conditions."

Mr. Schwab was asked whether he considered that the large independents would eventually have to merge in order to safeguard against foreign competition and compete with the lower costs of the corporation. He answered this question, saying the bigger the business the more economically it could be conducted. While he would not express himself directly as predicting a merger of independents he emphasized the point that economic production is the important thing in the future and this could be accomplished more thoroughly by big business.

"Business Improvement Is Ahead"

Brokerage House in Western Canada Shows Aggressive, Optimistic Attitude in Regard to Business Conditions—1921 the "Go-Get-It" Year

WINNIPEG.—A Western Canada firm of brokers in Winnipeg has sent out a circular letter in regard to business conditions that has caused wide comment on account of its aggressive and optimistic tone. It is entitled "Business Improvement" and reads in part as follows:

"In spite of a new revolution in Russia, critical conditions in Poland and Roumania, Austria starving, Germany frankly adopting a course which can only lead to a new crisis, and a new administration just taking the reins in the United States—a business improvement is ahead.

"In fact the advance guard of same has arrived and already the general trade has awakened from the depression of the past few months, and are putting their houses in order for the coming increase in business. The lines that have taken the greatest slump and have shown the greatest inactivity will be the first to resume conditions bordering on normal.

1921—The "Go-Get-It" Year

"There are too many pessimists in business. The men who are complaining that everything is going to the dogs have got the wrong idea altogether. Every merchant who can look back over a career of any length must know that there is nothing particularly abnormal about the state of affairs that we have been passing through. The good old rule of supply and demand is still on the job and working right now. In fact, all things considered, the inevitable period of trade depression is being weathered much better than might reasonably have been expected.

"Business, in short, has come down out of the clouds and has its feet on the ground. Consequently, there will be no panic, nor even any serious trouble. The epidemic of public extravagance did not last long enough to be followed by any lengthy period of hard times. The buying capacity of Western Canada has not been impaired.

"Fortune awaits the man who puts brains and energy into the quest. The future is the time when business skill, foresight and courage are being put to the test. The reckless and inexperienced may suffer, but the prudent and capable have no need to fear. In addition to distributing products—we also distribute a 100 per cent. brand of optimism."

MUST FACE PERIOD OF COMPETITION

Continued from page 34

have had a boomerang effect. They have increased greatly the price of commodities and have killed off new enterprises and business extensions which would have given employment to many men who to-day find themselves out of work.

B. C. Forbes tells of an instance illustrating this point. Eight hundred sales agents and salesmen from all parts of the United States and Canada had recently gathered in a great convention hall. Several had complained that their territories were completely worked out and they needed new ones. Had this sort of talk been allowed to gather momentum the whole assembly might have been headed towards gloomy depression and despondency, probably with incalculably harmful after effects. Quick as a flash the senior executive leaped to the platform and shouted, "I'm going to stop this convention to get a shoe shine—call in a bootblack."

The dropping of a bombshell could not have produced a greater sensation. It was known that the convention was costing the company at least $250 per minute, yet the whole proceedings were halted in order that one man might get his shoes polished. In came the bootblack and while eight hundred men watched he did his work. It took five minutes. The shoe shine, therefore, cost $1,250.

The man whose shoes had been shined then said, in effect: "Both of the two bootblacks who preceded this fellow failed to earn even the $4 a day guaranteed by the company. The company every week had to make up the deficit. Then came this bootblack. He had no more prospects than the others, no larger territory, no better conditions of any kind; yet this bootblack earns from eleven to seventeen dollars per day. Gentlemen," he shouted, "it is not territory that counts—it is the man."

This is the spirit we need to-day and if it goes hand in hand with other efficient methods of production we need not fear the keen competition that lies ahead.

Advertising Doubly Beneficial

It is a peculiar fact that advertising is curtailed during any period of depression. I believe the reason for this is that business men expect either too much or too little from their advertising. Advertising is particularly valuable at this time because it not only performs the usual function of increasing sales and rendering more efficient all other departments of the organiaztion, but every advertisement calls aloud to the public that here is one firm going on record that it actually expects to do business. During the so-called buyers' strike many wholesale, retail and manufacturing firms called together their sales staffs and tried to inject pep into them and then flatly contradicted themselves by cancelling their advertising and thus saying plainly they really had no ex-

Continued on page 60

Twenty Years Ago

Items of interest reprinted from Hardware and Metal of March 30, 1901:

"To the wholesale and retail hardware merchants of Montreal the importance of the conference that took place last Thursday cannot be overestimated. The members of the retail association have succeeded in placing their grievances in their true light before the tribunal of wholesale merchants who have promised to do their utmost to mete out a full measure of justice."

* * *

"When President Martineau took the chair at the meeting of the wholesale and retail hardware merchants, he found around him the representatives of five wholesale firms: G. C. Caverhill, of Caverhill, Learmont & Co.; W. Starke, of Howden, Starke & Co.; A. M. St. Arnaud, of The Canada Harness Co.; John P. Seybold, of The Seybold & Sons Co. and A. Jeanotte, of L. H. Hebert & Co."

* * *

"The Mowat Hardware Co., of Trenton, Ont., have been incorporated with $10,000 capital stock."

* * *

"The Chatham, Ont., Binder Twine Co., Ltd., have been incorporated with $125,000 capital stock."

* * *

"The annual report of the secretary-treasurer shows that the Canada Paint Co.'s hockey club, Montreal, has had a successful season, winning eight games, losing two and three ending in a draw. Following were the players: W. Lamont, D. Brown, H. Stubbs, A. J. Munro, D. Miller, A. Russell, W. Spiers, T. Lawlor, R. Campbell and J. P. Milloy."

* * *

"The Canadian General Electric Co., Peterborough and Toronto, have secured 30 acres of land in Toronto Junction, where they first intend to erect a large general foundry to be followed by a pipe foundry."

* * *

"In the Ontario Legislature, Hon. John Dryden introduced a bill to amend the Shops' Regulation Act, one clause of which intended to place the onus of providing sanitary appliances on the owner rather than the tenant of the premises."

To Protest New Firearms Legislation

Hardware Retailers and Wholesalers Gather in Hamilton, Ont., to Discuss New Legislation—Deputation to Make Protest to Department of Justice

A MEETING of the executive of the Canadian Wholesale Hardware Association and the executive of the Ontario Retail Hardware Association was held in Hamilton, Ont., to discuss the new firearms legislation which has recently been outlined in Hardware and Metal. After a discussion covering the various phases of the matter it was decided that a deputation composed of executive members of the Ontario Retail Hardware Association should wait upon the Department of Justice at Ottawa with a view to having some of the restrictions on shot guns and rifles removed.

Under the present law it is exceedingly difficult, particularly during the hunting season, for hunters to go from one locality to another and it is felt arrangements can be made to eliminate many of the objectionable features of the Act.

Canadian Business to Get Start on U.S.

Production Superintendent of Peterboro' Works of Canadian General Electric Co.—More Liberal Purchase of Gilt-edge Canadian Securities in U.S. Would Help Adjust Exchange.

NEW YORK.—G. W. Gilman, production superintendent of the Peterboro works of the Canadian General Electric Company, with head offices in Toronto, is in the city to call on a number of large securities companies to urge them to send representatives into Canada to make a study of Canadian securities and present results of the survey to the public of the United States.

The Canadian securities, Mr. Gilman said, are splendid investments, yielding handsome returns, and their liberal purchase in this country will release in Canada millions of dollars that are needed for the development and expansion of the vast natural resources of that country.

Through the extensive sale of Canadian securities in this country the exchange rate will be lowered, Mr. Gilman said, greatly increasing the exports from this country into Canada. The present 15 per cent. difference in the exchange rate, he said, is causing a loss of much business that the United States would otherwise get. He believes this difference could be cut in two by a more liberal purchase of Canadian securities.

Mr. Gilman said that Canada was on the eve of a big business boom, and he predicted it would start in that country before it did in this country, "because," as he said, "of the backing natural resources always give to everything."

He said Canada was getting the best class of immigrants from every country, especially from the northwestern part of the United States.

DAYLIGHT SAVING WILL BE IN FORCE IN MONTREAL

Montreal, March 21.—From Sunday, May 1, to Sunday, October 2, daylight saving will be in force in the city of Montreal, according to the decision of the Administrative Commission. The city authorities will adopt shortly a formal resolution notifying the general public of the change of time by which it is proposed that timepieces be set one hour ahead during the period mentioned.

The Chambre de Commerce of Montreal have passed a resolution favoring daylight saving, and a committee composed of C. H. Catelli, F. E. Fontaine, Joseph Ethier and A. Prud'homme was appointed to wait upon the civic authorities and bring the recommendation to their notice.

OTTAWA MERCHANTS

Continued from page 33

made up their minds to pass the buck and the retailers were to be the goats. The wholesalers were trying to unload their goods with as little loss as possible, while the retailers were selling their stuff with very little profit.

Fred Palen, local merchant tailor and a member of the association, who is being prosecuted by the Government in connection with the payment of the manufacturer's tax was present and took part in the discussion. In addition to being a prominent merchant, Mr. Palen is a returned soldier.

New Hardware Goods

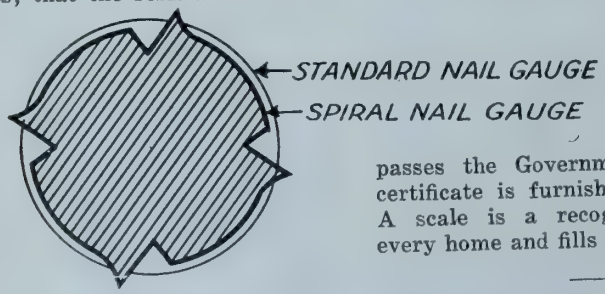
OFFERED TO CANADIAN HARDWAREMEN

SPIRAL WIRE NAIL

The Spiral Nail Company, of Canada, 116 Maitland St., Toronto, is marketing a spiral grooved nail as illustrated herewith. This type of wire nail has its circumference rifled with elongated grooves and ridges, said to be so constructed that wood may be penetrated with the least possible damage to the fibre. According to tests made by Professor Young, of Toronto University, the nail is said to have a better point than the ordinary nail, allowing it to be readily set by hand into position, to drive easier than the ordinary nail by at least 40 per cent; to hold better in direct tensile by more than 60 per cent; to be equal or a little stronger in shear; to be cheaper than the ordinary standard nail on account of there being more spiral nails to the pound. The price for the spiral nail is $1.00 above base per keg of 100 lbs. and on account of there being more nails to the pound it is said to figure out about 70 cents per keg cheaper than a 100 lb. keg of standard wire nails.



The makers state that in the tests it was noted that the spiral nails rotated proportionate to the pitch of the grooving when driven. This was said to be the case when the nail was driven either across or along the grain of the wood. The conclusions drawn by the company from the tests were that it takes at least 40 per cent. more energy to drive the plain nail than to drive the spiral ones; that the resistance to withdrawal in direct tension is much greater for the spiral nail, and that for 4-inch nails the shear resistances are about equal.



Enlarged Sectional View

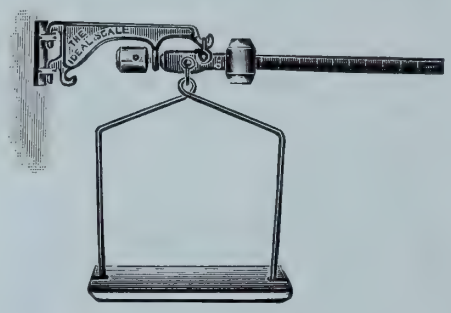
"WRICO" CONTRACTOR'S PAIL

A new galvanized pail, suitable for contractor's use, is now put on the market by the manufacturers, the E. T. Wright Mfg. Co., Ltd., Hamilton, Ont., the makers of the well known "Wrico" line.

The makers state that this pail is of exceptional strength and is well adapted to stand rough usage, and to handle heavy materials, such as sand, cement, gravel, crushed stone, and other building materials of similar nature. It has heavy 1-inch band iron rim around the top and also the foot. The ears are of forged steel and are rivetted strongly to the body. The pail heavily galvanized and is striped in blue.

IDEAL HOUSEHOLD SCALE

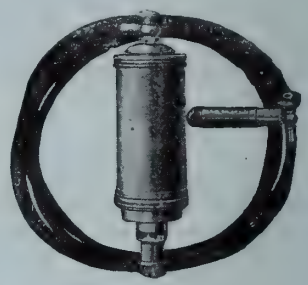
What the hardware trade has long been looking for is the claim advanced by Braun & Bonnick, Ltd., 86 John St., Toronto, Ont., for the Ideal household scale manufactured by them.



The Ideal, as can be seen from the illustration, is a beam scale. The capacity is 16 pounds, graduated to ounces. The beam is 12½ inches long, and is made of solid brass. The Ideal is said to be a low priced, accurate scale, and passes the Government inspection. A certificate is furnished with each scale. A scale is a recognized necessity in every home and fills many uses.

"UTILITY" SAFETY-GAUGE TIRE PUMP

It has been stated that 90 per cent. of tire trouble can be traced to improper inflation, and the Utility tire pump has been designed to give the correct factory pressure to the tire. With the Utility safety gauge pump it is claimed that it is impossible to over-inflate a tire. The Utility safety gauge is a combination pressure gauge and safety valve. To operate, set the gauge to the proper pressure recommended for the tire and attach pump to any convenient spark plug opening and start the motor. When the correct pressure is reached inflation automatically stops, it is stated, and the safety gauge emits a sharp piercing blast till removed, and not a pound of excess air can get into the tire. One model fits all cars except Fords, for which a special model is made, called the Utility Junior. The barrel and piston of the pump is made of brass, the safety gauge is of bar brass with engraved pressure scale, 50 to 100 lbs. in 5-lb. units. Ten feet of braid-covered rubber hose, tested to 1,000 lbs., is supplied with pump, which weighs 4½ pounds, packed for mailing. Enquiries should be made to the Hill Pump Valve Co., Belmont and Knox Avenue, Chicago, Ill., or the Zinke Company, 1323 S. Michigan Avenue, Chicago, Ill.



"Utility" Tire Pump

"ROSOR" MATCH STRIKER

The Hamilton Mirror Plate Co., Hamilton, Ont., is making a match striker which they called the "Rosor." This is especially adapted for automobiles, and was described in the March 19th issue of Hardware and Metal. Cut showing the same is shown herewith.



"Rosor" Match Striker

Weekly Hardware Market Reports

STATEMENTS FROM BUYING CENTRES

MARKETS AT A GLANCE

PRICES continue to decline slightly on various hardware lines, but there is a steadier tendency in the primary markets. Reductions have been made in the prices of tee and strap hinges, wrought butts, cistern pumps, sash weights, soldering coppers, shoe thread, car movers, English cast hollowware, mop wringers, cast washers, draw knives and chisels, glaziers' points and picture wire. Lower prices are also quoted on tacks. A new shoe finders' list is in preparation. Nail quotations are nominally unchanged although some slightly lower quotations are made by some wholesalers. Prices are being revised on heating stoves and new lists are not yet available, but it is understood that some lines are reduced slightly. Further small declines are made in prices of turpentine, linseed oil, rosin and shellacs. Lower quotations are being made on English standard galvanized sheets, and some makes of drill steel are also reduced. Wrought pipe and fittings are held unchanged and quotations on lead and zinc products are steadier. A little better demand is shown in the ingot metal market and prices are practically unchanged with a firmer tendency.

In outside steel markets a little more business is reported and the improvement, though small, is regarded as a beginning. Pittsburgh reports indicate that steel production has further declined during the past week though inquiries are more numerous. Except in sheets there has not been a noticeable decline in steel prices by the independent mills in the U.S. A decided improvement in business is reported by most wholesalers. A considerable proportion of the booked orders for spring goods have been forwarded and many orders are being received through the mails for paint products and spring lines, and the increase in buying is said to be very encouraging.

Montreal Markets

MONTREAL, March 24.—The declines on the hardware market this week reach many different lines both in heavier goods and shelf hardware. Light strap and tee hinges are now quoted at 10 per cent. off list, and in tools, chisels and standard drawing knives are lower. Soldering coppers and picture wire are also reduced in price. In the heavier goods, nails are now $5 base, the Samson car mover now selling at a decline. Sash weights, both in solids and sectionals, are one cent lower, and cast washers are now priced at 9 cents per pound. English standard galvanized sheets show a reduction of 75 cents on all gauges of Queen's Head and 50 cents throughout on Fleur-de-Lis. Cistern pumps are at reduced prices and English hollowware shows declines on iron pots, etc. Ingot metals are reported a little steadier.

Spring business is becoming more and more in evidence and most lines are to the front in the different warehouses, with many shipments already made.

Light Hinges 10% Off List

Montreal.

There has been a reduction made in light tee and strap hinges, and they are now quoted at 10 per cent. off list, former discount being 5 per cent. off. Following are the new prices under the new discount:

Light, net prices, per doz. pairs—3 in., strap, 90c; tee, 90c; 4 in., strap, $1.08; tee, $1; 5 in., $1.26; tee, $1.17; 6 in., strap, $1.53; tee, $1.35.

Small Decline in Chisels

Montreal.

Socket firmer and socket framing chisels show a slight decline and socket firmer are now quoted at 55 per cent. off, and framing 42½ per cent. off list.

Reduction in Drawing Knives

Montreal.

A slight reduction is also shown in standard drawing knives, these are now 42½ per cent. off list.

Nail Base, Montreal $5

Montreal.

Although wire nails have been selling at the above price in most quarters for the past few weeks, no change was made in quotations as other jobbers were maintaining the price of $5.20 base. However, the present prices, with uniformity from all jobbers, is $5.00 base. Cut nails are still selling at $5.75. There is a noticeable improvement in the movement of nails this last week, but sales continue in a sorting order, and few large deliveries are being made.

Wrought Pipe Moving Well

Montreal.

Wrought iron and steel piping continues to move in good quantities, sales on this commodity having kept up fairly well all through the quiet months. Stocks are also in good shape to meet the demand. List No. 49 is the selling basis, and it is thought that little change will be made in the prices for some little time. The newer list will be found on current market pages.

No Change in Fittings

Montreal.

There has been no change made in the prices of the different fittings, with a general sorting business being done. Stocks are ample and following are the present quotations:

Bushings, cast	22½%
Do., malleable	22½%
Flanges	20%
Plugs	20%
Flange Unions	7½%
Malleable Unions	35%
Dart unions, black	20%
Do., gal.	add 5%
Nipples, ⅛ to 4 in. close and short	40%
Do., long	50%
Do., 4½ to 8 in., close and short	30%
Do., long	40%
Couplings, 4 in. and under	20%
Do., 4½ in. and larger	Net list

Pound goods—	Black	Galv.
Class B	0 20	0 28
Class C	0 13	0 20

Add 17½%.

Soldering Coppers Reduced

Montreal.

Soldering coppers are now selling at

lower prices and following are the new quotations: 3 lb., 47 cts. lb.; 4 to 8 lbs., 45 cts. per pound.

Decline in Car Movers

Montreal.

There has been a reduction made in the price of Samson car movers and these are now quoted at $80.00 a dozen.

A Reduction in Picture Wire

Montreal.

A reduction is quoted on picture wire, and following are the new prices:

Picture Wire—No. 1, 35 yds., $1.50, 25 ft., 60c, per dozen; No. 2, 25 yds., $2; 25 ft., 75c; No. 3, 25 yds., $2.55, 25 ft., 95c.

Sash Weights Reduced

Montreal.

A reduction of one cent per pound is made on sash weights, both in solids and sectionals. Solids are now selling at 5 cts. a lb., and sections at 6 cts. per pound.

Cast Washers 9 Cents Per Pound

Montreal.

Cast iron washers are quoted at 9 cents per pound, former prices being from 10 to 11 cents.

Some Sheets Lower

Montreal.

Lower quotations are reached on the English standard galvanized sheets, the Queen's Head is 75 cents lower on all gauges and the Fleur-de-Lis shows a reduction of 50 cents throughout. The American standard prices are considered nominal, also black sheets and plates. Business is reported somewhat brisker in the past week, and better sales are being made in all sheets. Following are quotations:

PLATES—	
10 gauge	6 25
12 gauge	6 30
14 gauge	6 45
16 gauge	6 55
BLACK SHEETS—	
10 gauge	6 50
12 gauge	6 55
14 gauge	6 60
16 gauge	6 80
18-20 gauge	7 95
22-24 gauge	8 00
26 gauge	8 10
28 gauge	8 20

Sheets 36 in. wide, 10c per 100 lbs. extra.

GALVANZED SHEETS—	
U.S. Standard—	
10¾ gauge	10 25
28 gauge	9 75
26 gauge	9 50
22 to 24 gauge	9 35
20 gauge	9 15
18 gauge	9 15
16 gauge	9 00
14 gauge	9 00
12 gauge	9 00

English Standard—	Queen Head	Fleur-de-Lis
28 gauge	10 75	10 00
26 gauge	10 50	9 75
24 gauge	9 90	9 35
22 gauge	9 55	8 90
18 and 20 gauge	8 85	8 75

NOTE.—These prices are for full bundles, an extra charge of 25c to 35c per 100 lbs. is made for broken lots. These quotations are nominal.

Corrugated Sheets Quiet

Montreal.

Sales on corrugated sheets are small for this season, and the lighter gauges are said to be the only weights moving. This is attributed to the early season and when the weather permits building an improvement is expected. On the 28 gauge there is very little uniformity of prices, and they range from $7.50 to $9.50 per 100 square feet. Following are the list prices coming into effect the beginning of the year, with the reduction on the lighter gauges:

CORRUGATED SHEETS—	Per 100 Sq. Ft.
No. 28 gauge	9 50
No. 26 gauge	10 25
No. 24 gauge	16 00
No. 22 gauge	19 00
No. 20 gauge	22 00
No. 18 gauge	28 00

Less 7½%.

Lighter than 24 gauge and wider than 27 inches, 75c a square extra.

Small Pumps Reduced

Montreal.

Small cistern pumps are now selling under lower prices, both the pitcher and closed spouts are affected, and following are quotations on both:

Pumps, No. 2, pitcher spout, $3.10, closed spout, $4; No. 3, pitcher spout, $3.40, closed spout, $4.60; No. 4, pitcher spout, $4.05, closed spout, $5.

English Hollowware Lower

Montreal.

A decline upwards to 30 per cent. has been made on English hollowware, a new list with higher discounts being issued. This reduction includes prices on iron pots, oval pots, sauce pans, glue pots, etc., made of cast iron and tinned on the inside.

Lead Products Steady

Montreal.

No change has been made on the prices of the different lead products, and a general sorting business is being experienced. Pig lead has been somewhat stronger recently, and even the lower quotations on this metal have had no radical results on the lead products. Following are present quotations:

Lead pipe	0 12½
Lead waste	0 13½

Note.—Lead pipe is subject to a discount of 10%.

CouplingsLead traps and bends	10% off
Lead wool, lb.	0 13½
Lead sheets, 2½ lbs.	0 11
Do., 3 to 3½ lbs. sq. ft., lb.	0 10¾
Do., 4 to 8 lbs.	0 10

Cut sheets ¼c lb. extra and cut sheets to size, ¾c lb. extra.

Solder, guaranteed, lb.	0 26
Do., strictly, lb.	0 24
Do., commercial, lb.	0 21
Do., wiping, lb.	0 21¾
Do., wire lb.	0 34
Zinc, sheets, casks	0 14
Do., broken lots	0 15½

Prices on Freezers

Montreal.

Although a little early for any great activity in ice cream freezers these are now on display with a few sales being made. Following are this season's prices on the different sizes:

	Blizzard	Gem
1 quart	4 05	4 35
2 quart	4 80	5 20
3 quart	5 65	6 15
4 quart	6 95	7 50
6 quart	8 70	9 50
8 quart	11 30	12 20
3 quart	5 65	6 15
10 quart	14 75	15 95

Bar Iron and Steel Unchanged

Montreal.

Iron and steel are shown with no changes this week, with business offering a slight improvement over previous weeks. Although in the United States markets the prices have a downward tendency, and even in other Canadian markets lower levels have been reached there are no new quotations here. With stocks light throughout the dealers' business is liable to show much more activity in the near future. Following are the quotations:

Common bar iron, 100 lbs.	4 00
Refined iron	5 50
Iron finished machinery steel	4 05
Mild steel	4 00
Band steel	4 00
Single reeled machinery steel	6 80
Spring steel	6 00
Sleighshoe steel	4 00
Tire steel	4 20
Toe calk steel	4 90
Harrow tooth steel	4 15
Mining tool steel, per lb.	0 23
Black Diamond tool and cast steel	0 23

NOTE—Refined iron is approximately $1.50 per 100 lbs. over base, but fluctuates owing to unsettled market.

Band steel in scroll bdles., 50c per 100 lbs. extra.

Flats, iron and steel, 3-16 and thinner, 50c per 100 lbs. extra.

No Change in Waste Materials

Montreal.

Business remains quiet in the scrap metal markets. Dealers have experienced a very dull time in the past months, and this seems to be holding with them later than other years. The demand has shown practically no improvement, but the open weather will no doubt have a good effect on both buying and selling. Following are the nominal quotations:

DEALERS' BUYING PRICES.

Automobile tires	0 75
Yellow brass	0 06
Red brass	0 11
Light brass	0 04½
Scrap zinc	0 04
Lead, heavy	0 04
Lead, tea	0 02
Light copper	0 09
Heavy copper	0 11
Wrought iron, R. Rd., No. 1, per gr. ton	13 00
Malleable scrap (ton)	15 00
Pipe scrap (ton)	8 50
Stove plate, per ton	20 00
Heavy melting steel	15 00
No. 2 busheling	5 00
Boiler plate	0 11
No. 1 machinery cast, per gr. ton	$25 00 $28 00

Auto Accessories Sales Increase

Montreal.

Automobile accessories are now selling in much better quantities and jobbers state that business is now coming to hand very satisfactorily. The open winter which might have helped on the sale of lines such as tires, has not proved beneficial to other accessories, as owners of motor cars kept them in use rather than placing them in a garage for repairs. Prices on the many different lines have held fairly steady, and no very great changes are made for the spring demand.

Seasonable Goods Selling

Montreal.

Garden tools, spades and shovels, poultry netting, rubber hose, screen wire cloth, along with many other spring lines, are now to the front in the different jobbers' warehouses, shipments on many lines already made. Orders are somewhat smaller in many cases than in other years, but jobbers will expect repeat orders on many lines that dealers are buying light. Prices on practically all lines have held and will be found on current pages.

Ingot Metals a Little Steadier

Montreal.

There is a little steadier market reported on ingot metals this week, although a slight falling off was noted

the first few days. Practically no change is made on any of the local prices, with the demand continuing small.

TIN.—In London this metal has been unsettled, but closed at slightly higher quotations than last week at £157 for spot standard and £163 for Strails. The New York market is a little firmer, without much actual business being done. Straights were quoted at 28½ for spot delivery and 29¼ for future. Local price unchanged at 36½ cents.

COPPER.—Copper is stronger, showing slight advances all week in both London and New York. It is reported that several American smelters have temporarily closed, and this has evidently stiffened the market, present local prices are electro, 18 cts., and casting, 17¾ cts.

SPELTER.—This metal showed easier in the week, but closed firmer at £25/2/6 in London. East St. Louis has been fairly steady at $4.70. The local price shows no change at 8½ cents.

LEAD.—Lead in London also was lower at the beginning of the week, stiffening toward the end. The United States market has shown very little change. There has been a very little demand locally and the price remains steady at 6½ cents.

ANTIMONY.—The price on antimony is a little weaker in New York, with small demand. A few local enquiries have come to hand, but the price is unchanged at 7¾ cents.

ALUMINUM.—This metal continues quiet, but local price is slightly firmer at 35 cents.

Toronto Markets

TORONTO, March 24.—There are fewer changes of importance this week in prices and probably the chief ones are the revisions in prices of light and heavy strap and tee hinges and wrought butts. Prices are being adjusted on heaters, but the new lists are not available, but it is understood that the changes do not affect all lines. Other lines showing declines are soldering coppers, shoe thread, glaziers' points, drill steel, mop wringers, and some makes of washing machines. Bar iron and black and galvanized sheets are showing some lower quotations, but reductions are in wholesalers' prices and not in mill quotations. Compression goods, wrought pipe and fittings, lead and zinc products are held without change. Ingot metals are unchanged in price, but are showing an improvement in demand.

Business is stated to be showing a continued improvement. A considerable quantity of spring merchandise has already been shipped out. The improvement has been felt in the city trade, although it is reported as more pronounced through the country.

Heater Prices Adjusted

Toronto.

Last week's market report stated that there had been some reductions in prices of some lines of ranges, and that heaters had not been affected. It is understood that since then there has been some adjustments in the prices of certain lines of heaters, and though some of the new prices show a decline, some are unchanged, while others are said to show a slight increase. The new prices are not yet available, and further information will be given as soon as they are ready. The changes do not affect all ranges and cook stoves or all heaters.

Butchers' Cleavers and Steels

Toronto.

Shipments of butchers' cleavers and butchers' steels of English make are arriving now, but prices show little change and are practically the same as last year.

Mop Wringers Slightly Lower

Toronto.

A reduction of about 5 per cent. has been made in the price of the all steel Reliance mop wringer.

Pipe Prices Hold

Toronto.

Sales of wrought pipe are stated to be showing an increase this past week or so, and with building operations resuming the improvement is expected to be maintained. Supplies are in good shape and there should not be the shortage that was the case during the greater part of last season. Prices are holding at the changes made at the beginning of the month and will be found on current market pages.

Sad-iron Handles Reduced

Toronto.

Reductions have been made in the price of sad-iron handles and a japanned iron handle is being quoted at $1.60 per dozen.

TACK DISCOUNTS CHANGED

As we go to press a change is noted in discounts on tacks. The new discounts are 67½/15 per cent. off in place of the former discount of 65/15 per cent. off. Lists affected are—264, regular hardware tack list, and 265—capped goods list.

Gasoline Holds Unchanged

Toronto.

There is no change to report in prices of gasoline or coal oil and quotations remain unchanged at 42 cents per gallon for motor grade gasoline and 27 to 30 cents for coal oil, according to grade. A good steady demand has been experienced for both all through the winter.

Some Screw Drivers Lower

Toronto.

Some lines of black handled screwdrivers have declined from 5 to 7½ per cent. in price.

Butts and Hinges Revised

Toronto.

Prices have been revised on light and heavy strap and tee hinges and on wrought butts, making a reduction of approximately 10 per cent.

Nails In Better Demand

Toronto.

An increased demand for nails is reported by wholesalers this week. Retailers, it is stated, are not ordering as heavily as usual taken altogether, but sales have been fairly satisfactory. Prices are nominally unchanged and are $5.10 per keg, base, for wire nails, and $6.20 per keg, base, for cut nails.

Barbours Shoe Thread Reduced

Toronto.

A considerable reduction has been made in the price of Barbour's shoe thread, and the No. 8 is now quoted at $1.93 and the No. 10 at $1.98.

Compression Goods Are Holding

Toronto.

No changes have been made in valves and bibbs, and business is showing a slight improvement. As the season advances and building is resumed a bigger demand for these lines is anticipated. Prices remain unchanged and are the following:

Compression work, standard	34%
Fuller work, standard	30%
Bath cocks, compression	25%
Do., Fuller	25%
Flatway stop and waste cocks, standard	34%
Roundaway stop and waste cocks, standard	34%
Brass steam cocks, standard	10%
Globe, angle and check valves, standard	5%
J.M.T.	10%
J.M.T. C.	15%
Gate or straightway	7/10%
Jenkins Globe	10%
Radiator valves, standard	23%
Do., removable disc	38%
Basin Cocks—	
No. 1 and 1, Fuller pattern	30%
Quick opening	28%
Emco J. D. Valves	10%
Emco Check Valves	10%
Webber Gate Valves	15%

Some Washer Lists Reduced

Toronto.

A new list price has been made on three washing machines, the Patriot, Canada First and the Home, which are now quoted at $20 list in place of $23.75.

No Change in Rope Prices

Toronto.

Wholesalers report an increased demand for cordage. While retailers are still buying carefully and on a smaller scale than last year there is an appreciable improvement in sales. Prices show no change and pure manila is

quoted at 24½ cents per pound, base. Beaver manila and New Zealand hemp are still 20 cents, base, and sisal base remains 18 cents. The prices on binder twine were given last week, and will be found in the current market quotations.

Soldering Coppers Reduced

Toronto.

A reduction of about 12 per cent. has been made in the price of soldering coppers and the new base price for 4 pounds and up is 44 cents.

Better Demand for Fittings

Toronto.

There is a little better demand reported for pipe fittings and with a continued improvement in sales of pipe there will be bigger business in the various fittings. Prices are held at the recent changes and are the following:

Cast iron fittings	15%
Plugs, cast iron	20%
Do., solid	10%
Do., countersunk	net
Bushings	25%
Unions, ¼-in. to 2-in.	35%
Do., ⅛ in., 2½ to 4 in.	30%
Dart Unions, blk., ¼ in. to 2 in.	20%
Do., ⅛ in., 2½ to 4 in.	8%
Do., galvd., add to black	30%
Nipples, blk. and galvd., ⅛ to 4 in., close and short	40%
Do., 4½ in. and larger	30%
Do., long, ⅛ in. to 4 in.	50%
Do., 4½ in. and larger	40%
Do., running thread	20%
Couplings, 4-in. and under	20%

MALLEABLE FITTINGS

	Black.	Galvanized
Class A	0 60	0 75
Class B	0 25	0 35
Class C	0 16	0 25

Glaziers' Points Down 20 P. C.

Toronto.

A reduction of about 20 per cent. has been made in the price of zinc coated glaziers' points.

Corrugated Sheets Improved

Toronto.

A small improvement has been noticed during the past week in the demand for corrugated sheets, but it is thought that it may be a week or two yet before very much change is shown. Quotations which are holding at recent changes are the following:

CORRUGATED SHEETS—	Per 100 Sq. Ft.
No. 28 gauge	9 50
No. 26 gauge	10 25
No. 24 gauge	16 00
No. 22 gauge	19 00
No. 20 gauge	22 00
No. 18 gauge	28 00

Less 7½%.

Lighter than 24 gauge and wider than 27 inches, 75c a square extra.

Iron and Steel More Active

Toronto.

A little more activity is reported in iron and steel, and sales though small are more numerous. Stocks in wholesalers' hands are reported fairly heavy and much of it having been bought when prices were higher is selling at a loss. Quotations show a little variation, with $4.50 given as the base for bars in one or two instances, but the following quotations are pretty general:

Common bar steel, 3-16 in.	$ 4 50
Common bar steel, ¼ in. and heavier	4 00
Common bar iron, 3-16 in	4 50
Common bar iron, ¼ in. and heavier	4 00
Angle base	4 10
Horseshoe iron	6 00
Tire steel	5 95
Band steel	4 50
Spring steel	12 75
Crucible Cast Sheet Steel	35 00
Mining drill steel	23 00
Common Cast Tool Steel	20 00
Sleigh shoe steel	4 50
Norway iron	15 00
Toe caulk iron	6 70
Hoop Steel	6 00

Lead Products Are Steadier

Toronto.

Very little change is reported this week in lead or zinc products, though a small but steady increase in sales is reported by some wholesalers. Quotations on pig lead in the primary markets remain practically unchanged and demand continues light. There has been no further change in prices of lead products or of solder and quotations are as follows:

Lead pipe, list, per lb.	0 12½
Lead waste pipe, list, per lb.	0 13½
Do., over 8 in., list, per lb.	0 14½
Lead pipe is subject to a discount of 10%.	
Lead traps and bends	10%
Lead sheets, 4 to 6 lbs. sq. ft., in rolls, lb.	0 09½
Cut sheets, ½c to ¾c lb. extra and cut sheets to size 1c lb. extra.	
Solder, wire, lb.	0 36
Do., strictly, lb.	0 25
Do., commercial, lb.	0 22
Do., guaranteed, lb.	0 28
Do., wiping, lb.	0 22¼
Zinc sheets, per lb.	0 16

Lower Prices On Sheets

Toronto.

In some quarters there is reported to be a little increase in sales of sheets these last few days, but there is room for plenty of improvement yet, it is stated. Stocks appear to be sufficient for normal demands, and some wholesalers state that they are in the position of having to lose on much of the present stock which was bought at higher levels than present market values. Reports from United States steel markets indicate that there is very little interest in prices there, and the nominal quotations of the Industrial Board, made two years ago, are regarded as a dead letter. It is pointed out that Welsh tin plate can be laid down at New York, including freight and duty, at $4.75 per base box, whereas the nominal quotation of the Industrial Board is $7. Quotations here on sheets and plates are averaging 50 cents per hundredweight lower than those of the past few weeks. Prices quoted show a variation and reports indicate that price cutting has been responsible for the decline in quotations.

PLATES

10 gauge	5 75	6 20
12 gauge	5 80	6 25
14 gauge	5 85	6 30
16 gauge	5 95	6 40

BLACK SHEETS

14 gauge	5 80	6 80
16 gauge	5 90	6 90
18-20 gauge	6 25	7 25
22-24 gauge	6 30	7 30
26 gauge	6 35	7 35
28 gauge	6 50	7 50

Prices shown are for full cases. An extra charge of from 25c per 100 lbs. is made for less than case lots. An extra 10c per 100 lbs. is also charged on sheets 36 in. wide.

GALVANIZED SHEETS

Premier and Apollo

10¾ oz.	8 90	9 80
U. S. 28	8 50	9 50
U. S. 26	8 20	9 20
22 and 24	8 05	9 05
18 and 20	7 90	8 90
16	7 75	8 75
12 and 14	7 70	8 70

An extra 40c per 100 lbs. is charged for Keystone brand copper bearing sheets.

An extra is now charged on galvanized sheets, 10¾ oz. and 28 ga., when shipped out in sheets 3 feet wide. The extra charged over prices shown above is 20c per 100 pounds. Other gauges show no change for different widths.

Prices shown are for full cases. An extra charge of 25c per 100 lbs. is made for less than case lots.

Garden Tools Moving

Toronto.

Garden tools are beginning to move and sales are more active. Rakes and hoes are being quoted at 50 and 10 per cent. off list and spades and shovels at 35 per cent. off.

Little Movement of Scrap

Toronto.

There is stated to be little change in the waste metal market. Dealers are doing little purchasing, and holders are not offering at present prices. The steel mills are not operating at more than 25 to 50 per cent. of capacity, and the outlet for scrap has not improved. The low prices of non-ferrous metals in the primary markets is not conducive to the movement of waste metals and little change is expected until conditions improve. The following are nominal quotations for fairly large quantities:

WASTE MATERIAL

No. 2 busheling		$13 00
Stove plate, per ton	19 00	20 00
Yellow brass	6 00	7 00
Red Brass		10 00
No. 1 machinery cast	24 00	25 00
Heavy melting steel	15 00	16 00
Heavy copper	10 50	11 50
Scrap zinc	4 00	4 50
Light brass	4 00	4 50
R.Rd. wrought iron, No. 1, gr. ton	13 50	14 50
Scrap pipe	8 00	9 00
Heavy lead pipe	4 00	4 50
Old rubbers, boots and shoes	2 00	2 50
Overseas lumbermen's rubber boots	1 50	2 00

Ingot Metals Show Improvement

Toronto.

An increase of business is noted in ingot metals and all primary markets are showing an improvement. This does not mean, however, that business is anything like it should be, but it is believed that the worst of the slump is passed and even a small increase is welcomed as an evidence of the turn of the tide. Last week's prices are generally maintained in local markets and little change is reported.

TIN.—This metal shows signs of being firmer, and though outside markets show little change in the last reports there is a better demand. Quotations here remain at 38 cents.

COPPER.—A slightly better demand is reported for this metal. Outside primary markets show little change in price, but a firmer tone in London. Substitutes for this metal have been largely employed during the reign of high prices and shortage, and the effects are being felt now that the demand for all metals has fallen off. Prices here for casting copper are unchanged at 18 cents.

LEAD.—There is a steadier tone to the lead market, and though the larger producers are not feeling any increase of business they are not anxious to force trade at the present low prices, which are unprofitable for operating at. A

little better tone is in evidence in the London markets. Quotations here remain at $6.

SPELTER. — Conditions still leave much to be desired in spelter markets, but there is a slight improvement. United States reports state that smelters there are operating at about one-fourth of capacity. Prices locally are unchanged at $7.25.

ANTIMONY.—A better demand is reported for antimony with prices unchanged. Quotations remain at 8 to 9 cents.

ALUMINUM.—Markets here are reported dull in this metal. A little better inquiry is noted in United States markets and prices are at same levels. Local quotations remain at 35 to 37 cents.

NEW SHOE FINDERS' LIST

A new shoe finders' list is now being prepared and new prices will be issued during the next week. While nothing definite is available in the way of information as to the revised prices there will undoubtedly be a number of revisions with some reductions.

London Markets

LONDON, March 24.—Prices of hardware commodities show little change this week. Linseed oil has declined slightly. Other reductions include cistern pumps, whiting and chick feed.

Business here during the past week has shown a decided improvement. The mild weather has created an early demand for many spring lines, and merchants report a good sale for poultry netting, screen wire, garden tools, paints, oils, stains and various other lines in demand during the spring months. Fishing tackle and base ball goods are also beginning to move out.

Collections are reported to be fair and are showing an improvement with an increase in the volume of business.

Linseed Oil Down Again

London, Ont.

Linseed oil is among the lines quoted lower this week, and the new price is 3 cents per gallon less. There is a good seasonable sale for this product at present. The following are the quotations:

	Raw.	Boiled
1 to 3 barrels, per gal.	0 92	0 95
3 to 5 barrels, per gal.	0 91	0 94
6 to 9 barrels, per gal.	0 89	0 92

Less bbls., add 15c gal.

Turpentine Is Unchanged

London, Ont.

The demand for turpentine is showing a decided improvement. No change has taken place this week in price and the following are quotations:

1 bbl. lots, $1.00 per Imp. gal.; 2 to 4 bbl. lots, 99c; 5 gal. lots, $1.15.

White Lead Sales Improving

London, Ont.

Sales of white lead in oil are showing an improvement and each week sees a better demand. There is no change of price and quotations are as follows:

	Tons.	Less.
Pure, per 100 lbs.	14 95	15.30
Elephant, per 100 lbs.	15 45	15 80

No Changes in Putty

London, Ont.

Prices of putty continue unchanged. There is just a fair sale for this at present, and that is all that can be said of the demand. With building operations soon resuming there should be more activity in this commodity. Quotations are the following:

Standard, 100 lb. drums, per 100 lbs., $7.05; 25 lb. drums, $7.30.

Pure, 100 lbs. drums, $8.55 per 100 lbs.; 25 lb. drums, $8.80.

Nail Demand Increases Slowly

London, Ont.

The demand for nails is showing a slow improvement and sales are steadily increasing. There is no change in prices and the following are the quotations: Wire nails, $5.10, base; cut nails, $6.40, base.

Window Glass Is Unchanged

London, Ont.

There is little new to report on window glass. At present business in this consists mainly of sorting orders and retailers show a reluctance to order far ahead. Prices are holding unchanged and quotations are 60 and 10 per cent. off list for single and double diamond and 60 per cent. off cut light list.

Rope Sales Still Light

London, Ont.

Rope sales are slow to show improvement and the demand still continues light for the season of the year. Prices are maintained and are the following:

Pure Manila, 24½ cents base.
Beaver Manila, 20 cents base.
New Zealand Hemp, 20 cents base.
Sisal, 18 cents base.

English Whiting Slightly Lower

London, Ont.

Quotations on English whiting are slightly lower on new stocks, and in barrels of about 335 pounds the price is $3.75 per 100 pounds.

Gasoline Lamps and Lanterns

London, Ont.

Good sales are being made of gasoline lamps and lanterns. The Coleman line, made in Canada, is quoted at $7.50 for the No. 327 lantern and $8.75 for the No. 329 lamp.

Lower Price On Solder

London, Ont.

Lower quotations are being made on solder and "Half and Half" is priced at 26 cents per pound.

Cistern Pumps Now Reduced

London, Ont.

New lower prices are in effect on cistern pumps and the open spout is now 35 per cent. off list, while the closed spout is quoted at 30 per cent. off.

Coaster Wagons Moving Well

London, Ont.

Coaster wagons are selling well now and the auto coaster wagon is quoted at 35 and 10 per cent. off list. Net prices figured at this discount on these lines are the following:

Net prices figured at 35/10%.

No. 00, $43.88 doz.; No. 01, $67.86; No. 1, $77.80; No. 2, $84.83; No. 3, $93.60; No. 4, $106.47.

Roller Skates In Demand

London, Ont.

Roller skates are having a good sale at present and the following are the prices of the better selling lines of the Union Hardware make: No. 3, $1.55 per pair; No. 5 B.B., $3.75.

Mops and Polishes Moving

London, Ont.

With the house-cleaning time at hand there is a good sale for mops and polishes and also for wallpaper cleaners. The following are the quotations on some of these lines:

O-CEDAR—Mops (complete with handle)—No. 1, $16.00 per doz.; No. 3, $16.00; No. 5, $16.00; No. 14, $16.00; No. 15, $10.00.

Polishes—4 oz. bottles, $2.40 per doz.; 12 oz. bottles, $4.80; quart cans, $12.00; ½ gal. cans, $20.00; 1 gal. cans, $28.00.

LIQUID VENEER—Mops—Regular, $20.00 doz.; Junior, $14.00.

Polishes—4 oz. bottles, $2.40 doz.; 12 oz. bottles, $4.80; quart cans, $10.00.

WALL PAPER CLEANER—Climax, $2.00 doz. tins; Absorbine, $1.60 doz. tins.

Poultry Netting Selling Well

London, Ont.

Shipments of poultry netting continue to go forward and sales are good at the present time. On the Canadian make the price for the 1-inch and 2-inch mesh is list plus 10 per cent.

Screen Wire Cloth Moving

London, Ont.

Booked orders for screen wire cloth are now going forward and the black painted wire cloth is quoted at $3.50 per 100 square feet.

Garden Tools Now Selling

London, Ont.

There is a good sale now for garden tools and they are selling at 50 and 10 per cent. off list. Harvest tools are quoted at this discount also. Spades and shovels are 35 per cent. off list.

Horse Clippers Selling Well

London, Ont.

A good business is being done now in horse clippers and the No. 1 Stewart clipper is quoted at $14 less 25 per cent. The upper plate is $1.25 list and the lower $1.75 list, both less 25 per cent.

Royal Purple Chick Feed Lower

London, Ont.

A reduction has been made in the price of Royal Purple chick feed and this is now 25 cents per hundredweight lower. The new quotations are as follows: 25-pound bags, $4.25 per 100 pounds, and 100-pound bags, $4.15 per hundredweight.

Winnipeg Markets

WINNIPEG, March 24.—There are a few important reductions in prices this week, although the price changes are not so numerous. Light tee and strap hinges have been reduced in price, and wrought butts are lower. Globe and Nicholson's files are quoted lower, and other lines showing reductions are cotton rope, candle wick packing and some lines of builders' hardware. Prices on some stoves and ranges have been revised, and show some declines. The quotations on wrought pipe remain unchanged. A gradual improvement in business is reported in the wholesale trade, and shipments of spring goods are now going forward. Orders for paint, varnish, and house cleaning needs are coming in better now and show an improvement in volume.

Candle Wick Packing Reduced

Winnipeg.

A reduction has been made in the price of candlewick packing and it is now selling at 48 cents per pound.

New Prices on Files

Winnipeg.

Nicholson's and Great Western files are reduced in price. Nicholson's are now quoted at 30 per cent. off list and Great Western at 50 and 5 per cent. off.

Linseed Oil Unchanged

Winnipeg.

No change in the price of linseed oil has been made this week and the price now in effect is $1.20 per gallon for raw and $1.23 per gallon for boiled.

No Change in Turpentine

Winnipeg.

The price of turpentine remains the same as last week and is quoted at $1.30 per gallon in barrel lots.

Light Tee and Straps Reduced

Winnipeg.

The prices have again been reduced on light tee and light strap hinges and are as follows:

	Light Tee.	Light Strap.
3 in., per dozen pairs	0 93	0 93
4 in., per dozen pairs	1 00	1 13
5 in., per dozen pairs	1 20	1 27
6 in., per dozen pairs	1 40	1 60
8 in., per dozen pairs	1 67	2 33
10 in., per dozen pairs	2 27	3 27

No Change in Wrought Pipe

Winnipeg.

The prices on wrought iron pipe remain without any change this week. Sales are seasonably light.

Lower Prices For Butts

Winnipeg.

The prices on butts have been reduced approximately 10 per cent. and are as follows:

No. 800—1 in., 33c; 1¼ in., 40c; 1½ in., 53c; 1¾ in., 60c; 2 in., 73c; 2¼ in., 80c; 2½ in., 88c; 3 in., $1.13; 3½ in., $1.60; 4 in., $2.27.

No. 838—1 in., 33c; 1¼ in., 36c; 1½ in., 47c; 1¾ in., 60c; 2 in., 67c; 2¼ in., 73c; 2½ in, 80c; 3 in., $1.07.

No. 840—2 in., 80c; 2½ in., $1.07; 3 in., $1.33.

No. 804—2 x 2 in., $100; 2½ x 2½ in., $1.20; 3 x 3 in., $1.73; 3½ x 3 in, $2.27; 3½ x 3½ in., $2.47; 4 x 4 in., $3.07; 4½ x 4½ in, $3.93; 5 x 5 in., $5.13.

Cotton Rope Declines Again

Winnipeg.

The price has been reduced this week on cotton rope and following are the latest quotations: 3-16 inch, 48 cents per pound; ¼ inch and up, 46 cents per pound.

White Lead Quotations

Winnipeg.

The price has been reduced on decorators' pure white lead and following are the new prices:

Decorators' Pure—1 lb., $18.60 per 100 lbs.; 2 lb., $18.60 per 100 lbs.; 5 lb., $18.10 per 100 lbs.; 12½ lb., $16.60 per 100 lbs.; 25 lb., $16.10 per 100 lbs.

New Paris Green Prices

Winnipeg.

Prices are just out for Paris green for 1921 season and are about 10 per cent. lower than last year's quotations. The following are the new prices:

	Full cases.	Less than cases.
1 lb. package, per lb.	0 51½	0 52½
½ lb. packages, per lb. .	0 53½	0 54½

Rosin Prices Are Lower

Winnipeg.

The market is easier in rosin and lower quotations are being made. Prices are now 19 cents per pound in barrel lots and 20 cents per pound in less than barrel lots.

Pittsburgh Markets

PITTSBURGH, March 24.—An increase in the volume of business is noted in the steel industry, though it is small and is regarded more as a reaction from the stagnation of the past few weeks than the beginning of a spring buying movement. The decrease in the Steel Corporation's operations has been more pronounced during the past week than in former weeks, and the independents are not operating any better than a few weeks ago. The only noticeable reductions in prices on the part of the independents in the past week have been on sheets, and carload lots can now be bought at the prices quoted a week ago on larger orders. Inquiries for pig iron are still small, but better than they have been, but the merchant furnaces will not recede from the regular quotation of $25 valley. The demand for Bessemer and foundry iron remains negligible.

PITTSBURGH, March 24.—There has been a further increase in the volume of steel business over that noted in last report, and in addition a little inquiry has appeared from steel works for basic pig iron. The beginning of improvement is very modest, but there is at least a beginning. It requires close scrutiny to discern any change, but business has been so bad that everyone is willing to make the effort necessary to see even a small improvement.

The improvement does not mark the beginning of a spring buying movement according to those who analyze the orders that come in. The buying is the beginning of a reaction from the extreme stagnation of the past few weeks, a stagnation that could not continue indefinitely, for the buying was far below the amount needed to keep operations going even on the limited scale that characterizes a period of hard times. That is, after every period of great activity there is a special period of stagnation during which time old orders are worked out and stocks are consumed. Then, if ultimate consumption does not increase, there must nevertheless be hand-to-mouth buying, and that is what is now starting.

A spring buying movement is to be expected, but it is not discerned yet. When it comes it will simply add to the activity, and it is certain to come very shortly. For the general and widespread improvement, from the long range viewpoint, one must still wait. That is in the uncertain future.

Production and Demand

While production of pig iron and steel products has been constantly declining, it has been far above the quantity of expressed demand. The latter is increasing, but for the two to meet the one must decline further and the other increase. The meeting will now occur in a very few weeks.

The independent steel interests are not operating any better than a few weeks ago, and indeed hardly as well. Previous records have indicated that the independents as a whole ran at nearer 30 per cent. than 25 per cent. in January and at nearer 25 per cent. than 30 per cent. in February. For the present rate, some estimates are 25 per cent. but others only accord the independents 15 or 20 per cent.

The Steel Corporation's operations have decreased more sharply in the past week than in former weeks, the Corporation's highest production having been in December and up to the middle of January, whereas the independents had already reached a point of curtailing operations. Generally speaking, it may be said that the Steel Corporation's declining operations have come just above four months later than was the case with the independents, this being the sequel to the Steel Corporation's holding its prices down late in 1919 and in

1920 while all the independents advanced their prices.

The Carnegie Steel Company, which was the highest operating subsidiary of the Corporation outside of the National Tube Company, has had the greatest decline. In the past week or ten days the Carnegie Steel Company has made a new record, by blowing out 13 blast furnaces in that short period, reducing the active number from 38 to 25. The company's high point was 48 furnaces active, for a time last January. Last week's ingot production by the Carnegie Company was about 45 per cent. of actual capacity, against about 60 per cent. the previous week. The ingot production by the Steel Corporation as a whole was about 45 per cent. last week against about 55 per cent. the previous week.

Except in sheets there has been no noticeable decline in the past week in steel prices done by independents. The Steel Corporation continues to maintain its prices and shows no signs of contemplating any reduction in the very near future. While it may not be clear to outsiders who have publicly suggested that the Steel Corporation ought to reduce its prices, it is plain to those in the trade that there would be no stimulus given to business by such action. The Steel Corporation's customers as a body do not desire that the Corporation reduce its prices at this time, and indeed not a few of them have placed themselves on record as fully approving the Steel Corporation's policy of price maintenance. It is a plain matter of business. These customers have stocks of steel or of finished wares or both, which they want to dispose of to the best advantage, and a reduction in the official steel prices would simply depreciate the value of this material. If the customers wanted to buy large quantities of steel the case would be different, but they do not.

Sheets can now be done in carload lots at 3.85c for black, when a week ago it required a larger order to bring out a price under 4c. Galvanized sheets are easy at 5c for carloads, with possibilities of shading this on larger lots. Blue annealed sheets are quite neglected, 3c. being commonly regarded as the market, but possibly a buyer with a fair-sized order might develop something less. The heavy gauges can, of course, be bought for considerably less, on the plate mill schedule.

Bars remain quotable at 2c and shapes and plates at 2.10c. These prices can now be done on single carloads, if the specifications are satisfactory, and that may represent a slight easing off, since a fortnight ago one would probably have to offer more than a carload to get such quotations. The minimum done on plates seems to be 1.90c, this being on a very attractive order.

Pig Iron

Inquiry for basic pig iron is small but it is easily the best seen for many weeks, there being live inquiry for 3,000 tons from a consumer west of Pittsburgh and inquiries for 1,000 tons each from a steel interest in the Shenango valley and a steel works in the Allegheny valley. The tone of the market is a shade better. The merchant furnaces will not budge a cent on these inquiries from their regular quotation of $25, valley. It looks now as though the steel works that had accumulated some iron by not slowing down their blast furnace operations as rapidly as they did their steel works will not dump the iron accumulated on the market but will keep it for their own use. There remain the brokers, who have some iron, and who will probably get the orders now going by shading $25, but the merchant furnaces feel that the iron will have to be gotten out of the situation some time and now is the best time.

Bessemer iron remains quotable at $27, valley, and foundry at $26, with no inquiry worth mentioning.

The offical report of pig iron production in 1920 has just been made, the total being 39,925,987 gross tons, against 31,015,364 tons in 1919 and the record of 39,434,797 tons in 1916. Capacity is about 45,000,000 tons, while production in the past week or so has crossed under the 20,000,000-ton line.

Where Does the Publisher Get Off?

His Rights Are Seldom Respected in the Matter of Contracts—Expected to Reduce His Rates and Give Better Service at the Same Time—Time That the Space-Buyer Played Fair With Press

LAST May there was a director's meeting called by one of the leading farm paper publishers. The record of business booked was submitted. It showed a splendid volume of advertising lined up for 1921, in fact, it was one hundred and two per cent. better than ever before.

The president addressed the meeting as follows:

"Boys, now that they are coming our way, we should do the things that are necessary to put this paper so thoroughly 'over the top,' that its supremacy can never be disputed.

"Let us invest this splendid income in making improvements that will give the advertiser the best proposition there is for the money in our field. Let us make it so good that there never can be any question about his coming back."

Accordingly, plans were perfected for a 20 per cent. increase in circulation. When this circulation was assured it was decided a new press would be required and it was ordered. To give the additional room and other proper facilities for good press work the floor space had to be greatly increased, hence the purchase of a building.

It also seemed, not only advisable, but just the right thing, to make a contract for a better grade of paper, and the extra amount necessary for this 20 per cent. increase added about $85,000 to the paper bill.

The next step was to increase the editorial service by the employing of two college professors. These men were engaged under contract to fill a larger paper.

Finally, a Research and Dealer Help Department was installed at a very considerable expense.

These directors planned to do the things that are most wanted by the advertiser, the advertising agent, the representative and even the reader of the paper, and those plans were made as a result of business actually booked.

All this in the month of May. Presto! Change! The tide turned. "From them which they have." Instead of getting the expected and usual amount of fall orders, added to the surplus on hand, in comes a string of cancellations.

Biff! Bang! Smash! Who cares for the publisher? "Truly we gave him a contract, but what of that? Cancel it—we don't think we can use the space to advantage." Not one in a hundred even grant the courtesy of an explanation. It is just a case of cold-blooded indifference to the publishers' rights or the value of an advertising agent's order.

What can the publisher do? He is under contract for his extra circulation. He is under contract for his extra housing facilities—his extra printing equipment and his extra paper. He cannot discharge his editorial force, neither can he discontinue his Research and Service Department. These improvements, made very largely in the interest of a better product for the advertiser, must be carried on.

January first appears on the horizon. Mr. Manufacturer and Mr. Agent take stock of the 1921 prospects and then they jointly decide that Mr. Publisher must reduce his rates to a pre-war basis or get no business. Yes, the decree has gone forth from a very considerable number, and it goes forth without the slightest assurance of what the support

Continued on page 60

Why Paint "Preservation" is Big Argument

Discussion of Standards Sought After in Paint Making Show Why "Preservation" Argument Is Important—Knowledge on These Points Will Help Hardware Merchant to Sell Paint

IN connection with the sale of paint, the suggestion has frequently been put forward that the hardware merchant and his salesmen should be as well acquainted with the article they sell as is possible. To this end this article by A. J. Webb, the Martin-Senour Company, Winnipeg, gives some interesting information outlining the manufacture of modern high-grade paint and briefly comparing early methods of paint making with those of to-day. He emphasizes the standards sought after in manufacture and shows how these standards make possible the real object of painting—namely, preservation.

Modern Paint-Making

The manufacture of ready mixed paints to-day is an interesting process and one on which the average dealer might perhaps welcome some information. In this small article, therefore, I propose to outline briefly the manufacture of paint as carried out to-day in our up-to-date factories and with all the assistance of most modern machinery.

We will, therefore, commence our imaginary tour of inspection on the top floor, where all the raw materials are kept which are used in making the paste or "mix" and which is the first step towards the manufacture of paint.

On viewing the top floor of a modern paint factory the visitor will note large machines, which are called "mixers." These machines are cylindrical in shape and are erected for the purpose of thoroughly mixing the dry colors, such as lead and zinc, with the necessary quantity of linseed oil, which is the first process we have to consider. It is very evident that after the dry zinc and dry lead are placed in the mixer and the oil added that some movement is necessary if there is to be a perfect amalgamation, so as to bring the result to the proper consistency before the next step is undertaken. Therefore, on inspecting these mixers one will find large strong prongs which go nearly to the bottom of the "hopper," while other strong metal prongs revolve, passing in and out of the stationary prongs and thus keeping the heavy paste on a continual move until it has arrived at the consistency when it is ready to be ground.

This particular time, of course, depends to a great extent on just what paint is being manufactured, also to the weather conditions. It can readily be understood that in cold weather the oil will have a tendency to be thick and turbid in character, while in hot weather the oil will flow more freely and, therefore, mix more readily.

When the mix is thoroughly completed the next and most important part of the modern paint-making commences. This takes place on the next floor lower down, where the mills are situated. Up to the present time all we have is a paste thoroughly mixed and this paste is now let down through inclined "sluices" to the "hoppers" of the waiting mills. In these hoppers we again have stirring devices similar to the mixers, which keeps the paste moving continuously and prevents any settling which would otherwise take place. A small automatically operated opening or "gate" is in the bottom of the hopper and feeds directly on to large stones, which actually do the grinding.

Pressure Varies

These stones are made from excessively hard stones and are cylindrical in shape and when in action revolve at a considerable speed. They are, in effect, similar to the ancient grinding stone for grinding flour, which everyone is more or less familiar with. By means of screw tension the pressure on these stones can be increased or decreased according to the desire of the operator. In the case of our high-grade paints these stones are forced close together, so close, indeed, that one cannot insert a postage stamp between them. This, of course, indicates a great amount of friction during the process, and it is a fact that these stones, subjected to this tremendous pressure, soon become smooth, and if they were not treated would soon become inefficient as regards grinding the paste.

At periodical intervals, therefore, these stones are taken apart from the mills, and furrows are ground in them by means of air drills, which naturally roughens the surface, and ensures the necessary friction that will ultimately give the velvety feel to the paste which all experts strive to obtain. The principle of centrifugal force is the one that is instrumental in eventually bringing this paste through the revolving stones and forcing it to emerge on the edge.

At this point something must be done to collect the paste, otherwise it would simply spatter off at a tangent and be lost. Therefore, a scraper is placed on the metal edge, which immediately encircles the stones, and as the paste drops on this little edge it is caught at one point by the scraper and diverted into a trough leading into large tanks, which are eventually to contain the thinners.

Methods of Testing

Great care must be taken when grinding a high-grade paint to see that it does not go through too fast, otherwise one cannot expect to find as velvety a paste as one wishes. Methods of testing the ground paste are various. Some old paint-makers test it by rubbing the paste between sensitive points of their fingers. The best method is to take a piece of glass and spread the paste on it with a knife, when any trace of roughness or grit would soon be felt against the smooth surface of the glass. After we have assured ourselves that the paste is perfectly ground the thinners must then be added.

Up to the present we have merely a heavy paste of lead and zinc and linseed oil, but quite impossible to paint with without the addition of thinners. We therefore come to the second part of our formula, which calls for the thinners, which consist of linseed oil, turpentine and dryer, without which our paste would be improper as a paint. These are added in the necessary quantities to ensure the paint being of the proper consistency and fluidity. Revolving paddles placed in these large tanks keep the mass of paint continually on the move, so that the paste is absorbed thoroughly by the thinners into its proper parts.

After a certain period of time we have our batch of paint thoroughly mixed and containing its proper pro-

portion of thinners, including, of course, dryer and turpentine.

Our next step brings us to the testing of the paint. One of the most certain tests is by weight. It is very obvious that if one puts in so many hundred pounds of dry material, so many hundred pounds of oils, dryers, turpentines, etc., that the net weight should, without question, be a certain number of pounds. If an Imperial gallon of this paint is then carefully measured and carefully weighed we arrive at the exact weight per gallon, while if the number of gallons produced is also carefully checked it is very obvious that the weight per gallon, multiplied by the number of gallons produced should equal the amount of weight we have put into our batch. If it does not then it would be an evidence that either some of the paste or some of the liquids had been left out. I merely mention this test as an evidence of the care that is taken to ensure that each batch of paint goes out identical as regards quality and consistency.

Test Covering Power

Our next test is for covering power. For covering power the paint is brushed out thin over colors of a very bright nature and entirely foreign in shade to the paint we are using. Thus white will be brushed over black, or red or green, all of which colors are exceedingly hard to cover, and the covering power is judged by the ability, or otherwise, of the paint to cover the color chosen.

Having satisfied ourselves that our covering power is good we next come to the question of the paint showing any tendency to run. Our method of determining this is as follows: We will take a large board painted with a bright, glossy paint and forming, of course, a most slippery surface, over which we will paint, fairly thickly, a coat of paint we are testing. When we have painted this coat over the board we will draw parallel lines across the board, thus showing a trace underneath of the color we have covered. If one could see these lines, so created, through a microscope one would observe quite a furrow across the board. This board is then stood upright in our testing room and left for twenty-four hours. If, after the expiration of that time these lines are found perfectly clear cut and showing no trace of any run, then it is absolutely certain that the paint which covers that board will show no run when applied on any job.



A suggestion for the arrangement of the paint department so that it may take the prominent place which it should have, especially at this season of the year, is given in the arrangement of the department shown herewith. Shelves and sections are used to keep the stock in such shape that every salesman knows just where to put his hand on anything required in paints, varnishes and specialties. To supplement the main display, a table is used. Some merchants use a stand, having graduated shelves for this purpose, with largest cans at the bottom. Color cards are placed where customers may handle them, and the arrangement of the shelves is such as to encourage customers to handle the cans. It has been found in this store that desire for possession is aroused in the customer handling the actual goods in his own hands.

Spring Campaign For Paint Trade

Banquet to Staff of Ingram & Davey, St. Thomas, and Other Hardware Men in Opening Shot in Spring Paint Campaign

ST. THOMAS, Ont. — A splendid chicken supper was recently tendered to the staff of Ingram & Davey, hardware, and to several other hardware men from outside points, marking the opening of a spring campaign for paint business. An illustrated lecture followed the banquet, in the Ingram & Davey store, this being conducted by F. J. Penberthy, vice-president and general manager of Lowe Bros., Ltd., Toronto.

Mr. Penberthy described the operation of manufacturing linseed oil from the moment the flax was harvested until the product was turned out at the factory. Incidentally Mr. Penberthy stated that the finest linseed oil manufactured is that obtained from Canadian flax.

In direct contrast to the modern, up-to-date methods employed in Canada, the primitive preparation of China wood, cut by the natives in China, was also illustrated. He also explained the method of obtaining various gums and shellac. Shellac was really made by an insect fastening itself on the leaves of tropical trees and sucking out the sap. This sap was syphoned through the body and spread over the eggs of the insect, the insect dying immediately after laying its eggs. The cocoon thus formed was taken and boiled and from it was extracted shellac.

White Lead

Mr. Penberthy also illustrated at length the manufacture of white lead, so widely used in paints. The white lead, he said, was made from pig lead. The lead was attacked by fumes from an acid until it corroded and took the form of a powder. The powder had to be thoroughly washed before it was fit for use. The majority of paint failures he declared to be the result of insufficient washings of white lead.

Many painters, continued Mr. Penberthy, contend they can mix paints better than the manufacturer. He refuted this and made clear his points by means of lantern slides of experiments made by both processes. In the machine mixed paints the zinc, lead and linseed oil went together and filled all the voids. It had remained for the contractor to prove this when mixing the different grades of gravel together to fill all the voids. No successful contractor used a coarse gravel only, and the same rule applied in the mixture of paints.

Some Repair Bills

Concluding, he briefly referred to the campaign of the paint manufacturers and the slogan: "Save the surface and you save all." Over $37,000 was being expended to teach the people of Canada to paint, he said. The slogan meant: "Paint and save repair bills." In the next three years the paint manufacturers intended to spend $100,000. They were building for the future, and he urged the merchants, salesmen, clerks, everyone, and especially the young fellows, to look up, not down, and build for the future.

The visitors present were: W. Lochead, Forest; J. A. Brownlee and staff, London; W. E. Wilcox, Tillsonburg; W. H. Cuddy, Strathroy, and H. N. Scratch, district representative of Lowe Bros., London.

ALTERNATIVE VIEWS ON TURNOVER

Continued from page 35

producing the required revenue. Retailers have long and bitter memory of the suddenly imposed Luxury Tax, and the confusion resulting from the many revisions and ever-changing exemptions which that hastily conceived measure required.

Sound, conservative business judgment argues that progress should be made slowly and safely in a measure so widely affecting the country. Business can ill withstand any more jolts or disruptions. Radical changes should be undertaken with caution and when, as in the application of this tax, such changes can be brought about gradually, there is no excuse for precipitate haste.

Opposite Opinions

There never was a question that had only one viewpoint. The retailer comes in for some criticisms and suggestions from those who believe that a Turnover Tax should be applied broadly.

These men point out that the retailer has apparently overlooked the fact that by paying the tax in advance, on his invoices to the manufacturer or through the wholesaler, he is tying up an additional amount of his capital. This they claim would be a serious matter for many small dealers and might even eliminate a number of them. The fact has to be admitted, even though the extra amount would not in any probability exceed 5 per cent., and might easily be less.

Obviously therefore, to protect themselves, retailers must not only prepare to carry this additional capital charge, but they must not neglect to include it as a direct cost of commodities and figure their profit percentage accordingly. This warning will not be needed by the more methodical and established merchants, though, until the Government required that proper records be maintained, it was a sad but actual fact that few retailers were accurately aware of their total costs of operation.

Seizing upon this idea, the critics further support their claims by asserting that most retail merchants protested when compelled to keep a set of books, but that their doing so resulted in greater satisfaction and profits to themselves. The point is well taken, but the inference that limiting this new tax to the manufacturers would cause the retailers to neglect bookkeeping is unsound. The law still exists and must be complied with, and inasmuch as the application of the tax to the retailer would necessitate even more book work, the latter, who very often does all this work himself, may well be pardoned if he seeks to avoid the extra labor.

Considering all the above viewpoints it is clear that the conference at the end of this month will have to make a decision from out of a multitude of varying counsel. The unsatisfactory experience with the Luxury Tax and the great expense of collecting the Business Profits Tax will, however, have a strong influence with the Finance Department, urging them to adopt whatever system promises a maximum of revenue from a minimum number of sources.

Swift Current Merchants Form R. M. A. Branch

Swift Current, March 22.—A branch of the Retail Merchants' Association has recently been organized here. The old organization was made the basis of the new organization. The meeting was well attended, with George Bowers in the chair. G. W. Anderson, organizer for Southern Saskatchewan, was present. New officers elected are: president, L. F. McLaughlin; first vice-president, A. J. Wigmore; second vice-president, Jack Wood; treasurer, A. E. Longmore, and honorary secretary, W. W. Cooper.

The secretary will later be appointed by the executive, which will be enlarged by a representative from each line of business, being selected to act as chairman of his particular group.

Provincial Organizer Anderson pointed out the advantages of the Provincial association and also of the greater Dominion organization.

They have in their Provincial head office departments dealing with freight and express, accounting, collection and insurance. They also have a solicitor whose offices are at the disposal of members up to a certain amount of service. Mr. Anderson showed where the association saves a great deal annually to its members in fire insurance through its re-insurance scheme.

GLIDDEN

JAP-A-LAC

HOUSEHOLD FINISHES

There is only one Jap-a-lac and that is Glidden Jap-a-lac. Like many another good product, Jap-a-lac is freely imitated. And as might be expected its imitators fall far short of the original.

Jap-a-lac has become a household word in homes throughout the Dominion. The excellent results it has given year after year have established for it an enviable position among household finishes.

Because of these facts it is important that you sell the genuine Jap-a-lac. Its true, lasting colors, long wearing qualities and worth of every kind assure satisfied customers for you and result in many repeat sales. It is in sales of this kind—sales without effort on your part—that your greatest profit lies.

There is a Jap-a-lac Household Finish for every home purpose. Stock up now with a complete line. Write for our dealers' proposition.

THE GLIDDEN COMPANY, LIMITED
Toronto, Ontario
Branches at Montreal and Winnipeg





GLIDDEN
EVERYWHERE ON EVERYTHING

Glidden Leading Products

Endurance Paint, Prepared
Endurance Auto Finishes
Floorette and Wearette Varnishes
Japspar Exterior Varnish
Velvet White Enamel
Superior White Enamel
Flat Wall Finish
Insecticides

JAP-A-LAC
too

Weekly Paint Markets

Montreal

MONTREAL, March 24th.—Linseed oil and turpentine are featured this week with slightly lower prices, the flaxseed market showing a weakness the beginning of the week, and the Southern demand for turpentine still disappointing. White lead in oil and putty are maintained at former levels, while shellac has a change of a few cents per gallon. Window glass remains in its former state, namely, unsettled, with even lower figures now reached on its selling prices.

Ready mixed paints and varnishes are more active, and one manufacturer states a full capacity run. Orders are small, but coming to hand in good volume.

Linseed Oil Again Easier

Montreal.

A decline of 3 cents a gallon on the different quantities of linseed oil is quoted this week. This resulting from easier prices on the flax seed market, a lower level being reached the beginning of the week. A very small movement for this season is still shown, dealers apparently waiting until the last moment, when the consuming demand will necessitate buying. Whether the new Argentine crop will show a favorable market over the Western seed remains to be seen, as up to the present the Canadian market has been preferred. Present prices on the oil product are considered low enough to ensure good buying and the increased demand will in all probability have a firming tendency. Present quotations are the following:

1 to 2 barrels	0 92	0 94½
5 to 10 barrels	0 87	0 89½

Turpentine Also Easier

Montreal.

An easier tendency is again prevailing in the turpentine market, and quotations which have held for the past few weeks are now lowered to 95 cents in one barrel lots, a reduction of 5 cents per gallon. The Southern demand is not up to expectations at this date, and a big improvement at an early date is hoped for. Locally sales are still reported light.

Rosin is reported in a very unsettled state, and the turpentine situation in many respects is relative to the rosin market. Following are turpentine quotations:

TURPENTINE—	Per Imp. Gal.
1 barrel lots	0 95
2 to 4 barrel lots	0 92
Broken lots	1 00

Prices on White Lead Hold

Montreal.

There is no indication that lower prices will be given on white lead in oil, even with pig lead quoted at low figures, and in the past few days a slight stiffening has been shown in this metal. Heavy stocks are in the manufacturers' and jobbers' hand and the length of time required to corrode the finished product are two strong evidences against any immediate decline. However, with the season close at hand when white lead will show increased sales, thus allowing present stocks to become much lower, it is thought by some that lower figures will be ruling on this product later on in the season. Present quotations will be found on current paint pages.

Putty Prices Maintained

Montreal.

No change has been made in quotations on putty, and prices set in February are maintained. There is a little improvement in the demand this week, but with conditions prevailing on other markets buying is only being done for actual requirements, and it is still considered early for any activity in spring business. Following are the present quotations:

Standard Putty—	5 ton	1 ton	Less ton
Bulk barrels, 800 lbs.	$5 00	$5 25	$5 60
Bulk drums, 100 lbs.	6 00	6 25	6 60
Do., or tins, loose, 25 lbs.	6 25	6 50	6 85
Drums or tins, cased, 25 lbs.	7 00	7 25	7 60
1 lb. tins	9 75	10 00	10 35

Pure Linseed Oil Putty, $1.50 per 100 lbs. advance over above prices.

Shellac Sales Improving

Montreal.

As in the case of paint sales, shellacs are also more active during the past week, and these will in all probability be in good demand for some time now. There is a slight change in prices this week, amounting to approximately 15 cents per gallon. Prices are as follows on both orange and white:

Orange shellac, in barrels, $4.25; in one gal. jugs, $4.65; white, in barrels, or 5 gal. jugs. $4.75, in one gal. jugs, $5.15.

More Activity in Paint Brushes

Montreal.

More activity is now shown in paint and wall brushes, and business is reported quite satisfactory. Stocks were found to be very light and buying is now in evidence in good sorting quantities. Brooms, however, are still backward, especially of the better grades.

Demand For Glass Light

Montreal.

A little better movement is noticed in window glass, but is hardly worth mentioning. Spring sales are as yet small, leaving the situation much the same as has been reported in the last two months, very unsettled. The Belgian market is easier again and lower levels are reached from this source. The Belgian franc is now at a lower value, thus having its results on the glass market. A net price list is now used by some jobbers that reaches lower prices than 50 per cent. off the Montreal list. One large importer and jobber stated to Hardware and Metal that with the demand as it now stands and the spring of the year not the big buying season, he believed that any glass being sold was sold at cut prices to unload present stocks. From now until the late summer or fall months, when the demand is at its height, the window glass market is likely to remain in a more or less drifting state. Montreal glass list will be found on current paint section.

Paint and Varnish Sales

Montreal.

One local paint and varnish manufacturer stated to Hardware and Metal: "We are now running to full capacity and find business very satisfactory. Orders coming in, although smaller than in the few years previous, are very numerous, and in the last few days many 'rush' orders have come to hand. In one day this week we had 14 telegraphic orders to forward small amounts." The above statement demonstrates the present situation in the buying of paint. The manufacturers are well satisfied with this method the dealers have adopted, but whether the dealer himself will suffer through delayed shipments, or the paint customer not willing to await the arrival of his purchase, is quite another question. Reports indicate that the actual turnover is anticipated to be well up to other seasons.

Toronto

TORONTO, March 24.—A continued improvement in demand for paint and varnish products is felt in the trade this week and sales are gradually increasing in volume. The exceptionally mild weather is without doubt the cause of the early opening of the season and retailers are finding that

"Save the surface and you save all" *Paint & Varnish*



"Save the surface and you save all" *Paint & Varnish*

HILLCREST
A GUARANTEE OF QUALITY

Hillcrest Flat White

Mutual Satisfaction to Merchant and User

No doubt you have often thought you would like to sell the best possible, inside flat white paint that can be obtained. You have the opportunity with "Hillcrest." We are absolutely sincere when we say that we do not believe a better product can be made. It is made from superior materials, by specially skilled men, under expert supervision.

If it is your desire to supply your customers with an inside paint that will prove itself superior to anything they have ever used, sell them Hillcrest Inside Flat White. The mark, "Hillcrest," is our endorsement that it is the best that can be produced. The "Hillcrest" salesman is ready to serve you, to advise and help you, when you think he can. Make friends with him—it pays.

We Also Manufacture:

Hillcrest Colors in Oil; Hillcrest Colors in Distemper; Hillcrest Colors in Japan; Hillcrest Porcelain White Enamel; Hillcrest Ebony Black; Spanish Enamel; Hillcrest Bath Enamel; Hillcrest Motor Car Enamel; Hillcrest Paste Filler; Hillcrest Crack Filler; Pearcy's Pure Prepared Paints; Hillcrest Barn Red Paint; Hillcrest Outside Gloss White; Hillcrest Inside Flat White; Hillcrest Aluminum Paint; Hillcrest Carriage Paint; Hillcrest California Gold Paint; Hillcrest Graphite Machine Paint Liquid; Hillcrest Orange Shellac; Hillcrest White Shellac; Hillcrest Oil Stain; Hillcrest Varnish Stain; Hillcrest Shingle Stain; Cottage Shingle Stain; Hillcrest Varnishes—all kinds; Hillcrest Pure Lead; Hillcrest Bronzing Liquid.

Watch for our Semi-Monthly Bulletin next Saturday.

Sanderson Pearcy & Co.
Limited
272 Van Horne St.
Corner of Dufferin Street
West Toronto - - Canada.

Hillcrest Paint Products

If interested tear out this page and place with letters to be answered.

they are needing their spring supplies earlier than usual this year.

Prices continue practically unchanged. Linseed oil and turpentine show a small decline in price and inquiries have been more numerous. Shellac prices continue to show some lower quotations, but other staple lines are held without change. Window glass is little changed and retailers show a reluctance to place orders far ahead, but even in this some improvement is noted. Prepared paints and varnishes are moving out in better volume and no changes in prices are reported.

Paint Sales Increasing

Toronto.

An improvement in the demand for paints and varnishes is reported, and a better feeling is evident throughout the trade. It is stated that orders are smaller in most cases than last year, indicating that merchants are buying more carefully. The tendency is also to order more often than formerly. With the gradual increase in the volume of orders the fear that this year's business might all come in a rush has disappeared and manufacturers believe that they can cope with the demand. There is said to be a very good sale for interior varnishes and stains for house cleaning and decorating.

Shellac Prices Still Downward

Toronto.

Some lower quotations are made in shellac prices and quotations as low as $3.50 per gallon for orange in barrels and $3.90 in gallon jugs are made. For white shellac the quotations are from $3.90 in barrels and $4.30 in jugs.

Putty Sales Still Light

Toronto.

There is little new reported in putty, although with other paint lines there is a slight increase in sales noticed this week. Quotations are held unchanged and are as follows:

PUTTY—	Per 100 lbs.
Standard in 100-lb. drums	7 05
Do., 25-lb. irons	7 30
Do., bladders in bbls.	8 30
Do., less quantities	8 55
Pure, in 100-lb. drums	8 55
Do., 25-lb. irons	8 80
Do., bladders in bbls.	9 80

White Lead Moving Better

Toronto.

A better demand for white lead in oil is reported this week. With the approach of the season for outdoor painting sales of this product are expected to show more activity. No further changes are made in prices and from present indications it is believed that quotations in effect will be maintained. Quotations are as per current market pages.

Window Glass Little Changed

Toronto.

There is little change since the last report on window glass. An improvement is noted in the demand, and it is believed that within the next month the situation will be a little clearer and will have adjusted itself. The general quotations are 60 and 10 per cent. off list, although some wholesalers are using a net list.

Linseed Oil Down Five Cents

Toronto.

There has been a better demand for linseed oil this past week and it is felt that the present prices should encourage sales. A decline of 5 cents per gallon from last week's prices has been made and single barrels raw are quoted at 87 cents and boiled at 90 cents. With linseed oil it is nearly always unsafe to prophesy, but the crushers consider the present prices should stimulate buying. Following are the new quotations:

	Raw	Boiled
1 to 2 barrels, per gal.	0 87	0 90
3 to 5 barrels, per gal	0 86	0 89
6 to 9 barrels, per gal	0 84	0 87

Less barrels, add 15 cts gal.

Turpentine Declines Five Cents

Toronto.

Turpentine has also been reduced 5 cents a gallon this week, and at 95 cents per gallon is considered by wholesalers to have reached the lowest point. It may decline still further, but it is stated that present indications are against it doing so unless freight rates and exchange should be reduced. At present prices the producers in the Southern States are reported to be unwilling to force sales, and there is a tendency towards firmness. It is claimed that this year's crop cannot be marketed at present prices without a loss, and there is an inclination to hold back for an advance in prices. Inquiries have been more numerous here, and sales are beginning to show an improvement. The following are the present quotations:

TURPENTINE—	Per Imp. Gal.
1 barrel lots	0 93
2 to 4 barrel lots	0 94
5 gal. lots	1 10

WHERE DOES THE PUBLISHER GET OFF?

Continued from page 53

would be were a reduction made. Simply a question of "We insist upon lower rates."

There is no recognition of an improved service on the part of the publisher. There is no recognition of the fact that the farm paper publisher was the last of all commercial industries to raise prices, and then never raised them in proportion to the increase in cost of production.

There is no recognition of the fact that the publisher cannot reduce his overhead as can be done in other lines of business. There is no recognition of the fact that the publisher is probably the most decided loser by this epidemic of "cancellitis." Still he must go on—his issue must come out—he is under contract to his readers to supply a specific article, of a standard quality, and there can be no let-up, no matter what the advertising patronage may be.

There is no consideration of the fact that for years and years the press of this country has struggled and struggled through all kinds of hardships, until it put the very foundation under commercial America.

Let the space buyer play fair—be reasonable with the publisher. If you want to suck the blood out of business, starve the press. If you want to put out the fires under the boiler of your own industry, stop your advertising. If you want to cripple the express, the postal, the freight and the railroad service of the United States, stop your advertising. If you want to dull the intellect, cease to educate the buying population of the United States and spread pessimism, then withhold your patronage from the press.

On the other hand, if you want to see the glorious sunshine of business prosperity throughout the length and breadth of this land, jump to the front with the determination to do your part in its promotion. The surest way you can do that is by giving the publisher what is necessary in advertising patronage, and at a profitable rate, thus enabling him to put forth an optimistic, confidence-inspiring and trade-building enthusiasm that will compel business development.—Reprint from Printers' Ink, issue of January 27, 1921.

MUST FACE PERIOD OF COMPETITION

Continued from page 44

pectation of doing business.

In my opinion the firms which have done the most and which are still doing the most to get us through this readjustment period are the firms which have calmly "carried on" with regular advertisements in the trade newspapers, the magazines and general newspapers. There may not be as much business done in their line this year as last year, but it is a fairly safe bet they will get their quota.

Optimism is Essential

These are some of the tangible things we need to-day, but they will be of very little use unless we have also optimism, enthusiasm, courage and perseverance.

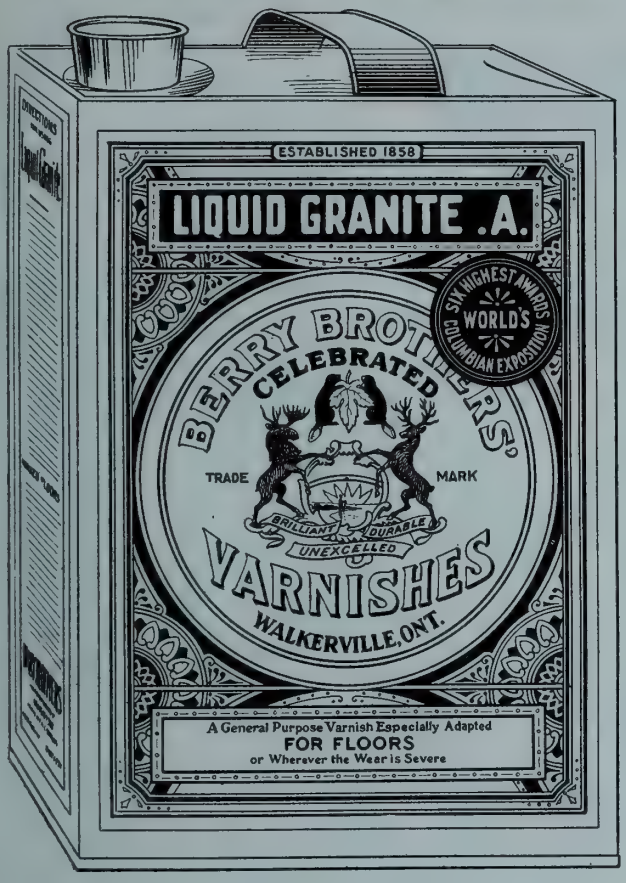
Trade Enquiries

Names and addresses of enquiries can be obtained only by those interested in such lines upon application to Department of Trade and Commerce, Ottawa, Canada. Please quote reference number when requiring addresses.

2808. **General goods.**—A large Johannesburg importing house, with branch at Port Elizabeth, requests catalogues and prices f.o.b. Canadian Atlantic ports or c.i.f. Cape ports from Canadian manufacturers of general hardware, furniture, glassware, crockery, cutlery. Fullest particulars requested with first letter, enabling orders to be sent at once for trial shipments.

2817. **Agency for hardware and building lines.**—A manufacturers' agent, with office at Cape Town, desires sole agencies in South Africa for Canadian hardware and building lines; also 3-ply veneer and asbestos cement sheets for ceilings and roofs.

Meet Spring Demand



for

Floor Varnish

with

Liquid Granite

Has no equal for Durability and Beautiful Finish—equally good for Wood, Oil-cloth or Linoleum—will not discolor, wear or scratch with hard usage.

A Dominion-wide advertising campaign of Liquid Granite and other Berry Brothers Varnish and Paint Specialties is creating a big demand which dealers will have to meet.

Keep your shelves well stocked with—

LIQUID GRANITE—The best and most durable floor varnish made.

LUXEBERRY WHITE ENAMEL—Comes in high gloss or egg shell finish, for use on wood, plaster, cement or metal.

BERRY CRAFT—A beautiful stain finish for all woodwork — wide variety of shades.

BERRY BROTHERS AUTO COLOR VARNISH — Unsurpassed for quality; comes in ten colors.

Write for Prices

BERRY BROTHERS INC.
World's Largest Makers
Varnishes and Paint Specialties

Established 1858
Known all over the World

WALKERVILLE, ONTARIO

If interested tear out this page and place with letters to be answered.

CURRENT MARKET QUOTATIONS

These prices are for such quantities as are usually ordered by retail dealers. Large buyers can frequently make purchases at better prices.

AMMUNITION, DOMINION

	Blk. List.	Lesmok List.	Smkless. List.
22 Short		$10 00	10 70
BB Caps			$ 7 00
22 S. Mush			11 50
22 Long		12 00	15 00
22 L. Mush.			16 00
22 L. R., do.			18 70
22 L. Rifle		14 00	17 50
25 Short	$23 50		
25 Long	33 00		
32 Short	23 50		
25/20	56 00		70 00
25 Colt Auto.			58 00
30 Mauser			91 00
32 S. & W..	38 50		42 00
32 S. Colt	38 50		
32 Colt Auto.			63 00
32/20	56 00		70 00
38 S. & W.			54 50
44 G. Getter			66 50
44/40	66 50		84 00
455 Target			85 00
250 Sav. H.P.			160 00
280 Ross			209 00
25/35			125 50
30/30			144 50
303 Savage			144 50
303 British			190 00
32/40	102 50		121 50
32 Special			144 50
32 Rem. Rim.			144 50
33 Win.			190 00
351 Self Ldg.			121 50
35 Rem. Rim			159 50
38/55	125 50		152 00
45/70-405	133 00		

Dominion Ammunition—Discount 30/20%.

AMERICAN AMMUNITION

Winchester and Savage advance 22½% on American list.

Remington Union Metallic list plus 22½%.

Shot, standard, 100 lbs., Toronto, $16.00; Montreal, $18.00; net extras, as follows, subject to cash discounts only: Chilled, $1.50; buck and seal, 80c; No. 28 ball, $1.20 per 100 lbs.; bags less than 25 lbs, ½c per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax freight equalized.

AXES

Boys' Axes	14 25	15 50
Hunters' Axes	13 00	14 50
Single Bits, doz.	18 00	20 50
Double Bit	24 50	25 00

On weights heavier than base add to list as follows:

Group 2	$ .25	Group 3	$ 50
Group 4	.75	Group 5	1.00
Group 6	1.25	Group 7	1.75
Group 8	2.25	Group 9	2.75
Group 10	3.25		

Axes, Bench, 45 per cent. off list.

BABBITT

Prices on babbit fluctuate with the metal markets and prices are quoted on application. Prices range from 10c to 75c a lb.

BELTING Leather)

Discounts apply to Revised List of Feb. 14, 1907.

Extra Quality, 15 per cent.
Standard Quality, 15/10 per cent.
Side Lace Leather, lb., $1.75.
Cut Lace Leather, lb. $2.00 $2.50

F.O.B. Montreal, Toronto.

BITS, AUGER

Standard List Prices per dozen.

3-16	$ 6.00	18-16	$12.00
4-16	5.00	19-16	14.00
5-16	5.00	20-16	14.00
6-16	5.00	21-16	16.00
7-16	5.00	22-16	16.00
8-16	5.00	23-16	18.00
9-16	6.00	24-16	18.00
10-16	6.00	25-16	21.00
11-16	7.00	26-16	21.00
12-16	7.00	27-16	24.00
13-16	8.25	28-16	24.00
14-16	8.25	29-16	27.00
15-16	9.50	30-16	27.00
16-16	9.50	31-16	30.00
17-16	12.00	32-16	30.00

Discounts from Standard List prices:

Beaver, 22½ per cent.
Gilmour Auger Bits, 7½ per cent.
Gilmour Eye Augers.
Irwin Auger Bits, list plus 22½%.
Irwin Car Bits, add 15%.

F.O.B. Toronto, Montreal, London and Hamilton.

BOARDS, BAKE

	⅜ Rim.	¾ Rim
0—16 x 22	$ 8 90	$12 50
1—18 x 24	10 78	12 80
2—18 x 29	12 10	14 75
3—20 x 30	13 86	17 75

BOARDS, IRONING

	Dozen
No. 1, Daisy	$38 00
No. 10, Daisy	43 00
No. 33	21 00
No. 35	38 00
No. 36	43 00
Perfection	48 00

BOARDS, SKIRT—

No. 11, doz.	$14 00

BOARDS, SLEEVE

No. 3, dozen	$ 7 00

BOARDS (Wash) Zinc.

	Dozen
Baby Globe	$ 3 00
Beaver (brass)	9 00
Canada Glass	9 00
Competition Globe (metal)	5 99
Diamond King (glass)	8 75
Enamel Queen	9 50
Glass Globe	8 75
Improved Globe	6 50
Jubilee	7 15
Neptune	6 50
Newmarket King	7 15
Pony	3 00
Royal Globe	6 00
Solid Back Globe	7 25
Standard Globe	6 00
Surprise	
Supreme Zinc	6 50
Western King (enamel)	9 50

F. O. B. Newmarket.
Subject to acceptance.

BOILERS (Range)

30-gal., standard	$13 00
30-gal., extra heavy	15 00

BOLTS AND NUTS

Discounts apply to standard list.
Carriage Bolts ($1 list), ⅜ in. dia. and smaller, 6 in. and shorter, 25%.
Carriage Bolts ($1 list), ⅜ in. dia. and longer lengths, 10%.
Carriage Bolts ($1 list), 7-16 in. dia. and larger, 15%.
Machine Bolts, ⅜ in. dia. and smaller, 4 in. and shorter, 40%.
Machine Bolts, ⅜ in. dia. and smaller, longer lengths, 15%.
Machine Bolts, 7-16 in. dia. and larger, 20%.
Sleigh Shoe Bolts, all sizes, 10%.
Coach and Lag Screws, 35%.
Bolt Ends, 20%.
Square Head Blank Bolts. 20%.
Plow Bolts, 1, 2, 3 head, 25%.
Plow Bolts, others, 25% net extra.
Elevator Bolts, large head, 10%.
Elevator Bolts, corrugated heads, 40%
Fancy Head Bolts, 10%
Shaft Bolts ($3 list), 10%.
Step Bolts, large head ($3 list), 10%
Whiffletree Bolts, 10%.
Tire Bolts, 50%.
Stove Bolts, 62½%.
Nuts, 2 in. and smaller, square Blank, add to list, $1.25.
Nuts, 2 in., and smaller, square—Tapped, add to list, $1.75.
Nuts, 2 in., and smaller, hexagon—Blank, add to list, $1.75.
Nuts, 2 in., and smaller, hexagon—Tapped, add to list, $2.25.
Terms—Cash in 30 days from date of shipment, less 2%.

BORAX

Lump Crystal Borax, lb. 13c-15c
F. O. B., Montreal, London, Toronto.

BRASS

	Base
Sheets, base, Montreal	0 30
Do., Toronto	0 29
Rods, base ½ to 1 in., round, Montreal	0 25
Do., Toronto	0 26
Tubing, seamless, base, Montreal	0 35
Do., Toronto	0 36

F.O.B. Montreal and Toronto.

BROOMS

	Doz.
No. 5, 4 strings	$ 7 00
No. 5, standard	9 00
Little Beauty	10 00
Royal Blue	14 95

BUTTS

	Wrought Steel—
No. 840	Net
No. 800	add 5%
No. 838	Net
No. 808	add 10%
No. 804	less 5%
No. 802	Net
No. 810	add 25%
No. 814	add 25%

F.O.B. Toronto, Montreal, London, Hamilton.

CANS

For discount on milk and cream cans, etc., see list under head of wares, etc.

CEMENT

Quotations withdrawn. Prices on application.

CHAIRS

	Dozen
Step ladder	$36 00
Step ladder stools	20 00

CHOPPERS, FOOD

Universal—Dozen, No. 0, $30; No. 1, $36; No. 2, $42; No. 3, $58.

Russwin—Dozen No. 0, $24.50; No. 1, $30.60; No. 2, $36.75; No. 3, $49.00.

Full case of half dozen.

F.O.B. Montreal, Toronto.

CHURNS

List price hand churns—No. 0, $12; No. 1, $12; No. 2, $13; No. 3, $14; No. 4, $16; No. 5, $19.

List prices power churns—No. 0, $11; No. 1, $11; No. 2, $12; No. 3, $13; No. 4, $17; No. 5, $20.

Discount of 10% f.o.b. Toronto, Hamilton, Fergus, London, St. Mary's.

Net list f.o.b. Montreal, Ottawa, Kingston.

CLIPPERS, HORSE

New Market, $3.50 per pair.
No. 1 B.B. Stewart Horse Clipper, $14 list, less 25 per cent.

CLOCKS—ALARM—

Big Ben	$ 4 00
Good Morning, each	1 90
Lookout	2 35
Sleepmeter	2 50

CLOTHES BARS AND DRIERS

	Per doz.
Leather Clothes Dryers	
Clothes Bars, No. 1	14 40
No. 2	19 00
No. 3	14 40
No. 4	15 00
No. 5	18 00
No. 6	21 00

CLOTHES HORSE, Etc.

	Folding	Exten.
4 ft.	$13 50	$27 00
5 ft.	17 00	34 00
6 ft.	20 00	40 00

CLOTHES LINES (Galvanized)

No.	1,000 ft.
18—100 ft. lengths	$7 15
18—50 ft. lengths	7 80
19—100 ft. lengths	6 25
19—50 ft. lengths	7 00

F.o.b. Montreal, Toronto, London.

COBBLER SETS

Common, per set	$1 35

CLOTHES LINES REELS

	Doz. net
No. 3	$20 00
No. 3½	21 65
No. 4	28 30

COIL CHAIN

	Fireweld Proof	B.B.B.
5-16 inch		19 40
⅜ inch	15 30	16 55
7-16 inch	13 15	16 15
½ inch	12 75	15 75
⅝ inch	12 00	13 65
¾ inch	11 25	13 40
⅞ inch	10 80	13 00
1 inch	10 40	12 60

F.O.B. Montreal and Toronto.

	Electric Weld Proof	B.B.B.
3-16 in.	18 50	24 25
¼ in.	17 25	22 55
5-16 in.	14 90	18 80
⅜ inch	12 90	
7-16 in.	12 50	
½ in.	12 20	
⅝ in.	11 45	
¾ in.	11 25	

F.o.b. Montreal, Toronto.

Cow ties, plus 37½%; trace chains, list, plus 25%; dog chains, add 20%; halter chains, net; tie-out chains, 32½%; stall fixtures, No. 1, or heavy, $2 doz.; stamped, No. 3 or Dominion, $2.80 doz. net.; breast chains, No. 220, ... dozen pairs.
F.o.b. Montreal, Toronto, Hamilton, London.

COMBS—CURRY—

	Doz.
No. 111	$2 00
No. 121	2 20
No. 127	2 90

CATTLE—

98	$2 60
100	3 70

F.O.B. Montreal, Toronto, Hamilton, London.

COPPER—

	Mont. Base	Toronto Base
Casting ingot, see weekly report.		
Rods, ½ to 2 in.	0 32	0 34
Soft sheets, plain, 16 oz. and heavier, lb.	0 34	0 34
Plain Tinned, 16 oz. and heavier, lb.	0 38	0 39
Polished and Tinned, 16 oz. and heavier, lb.	0 42	0 45
Tubing, lb.	0 39	0 39

Above prices are full sheets and bars. Cut sheets and bars are 5c per lb. higher.

COPPERS, SOLDERING—

Base, 3 to 8 lbs., 44c f.o.b. Toronto and Hamilton.

CORD (SASH)

No. 6, lb.	$0 57
No. 7, lb.	0 56
Nos. 8, 9, 10 12	0 55

F.O.B. Montreal, Toronto, Hamilton, London.

CROWBARS — $10.50, $11.00 per 100 lbs.

DOORS, SCREEN

Kasement, No. 2, oak stain, varnished, including hardware sets:—

2 ft. 6 in., doz.	$45 00
2 ft. 8 in., doz.	45 60
2 ft. 10 in., doz.	46 70
2 ft. 7 in., doz.	46 80

DRILLS—

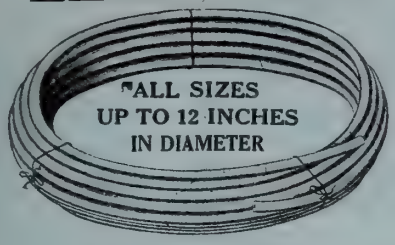
Standard Lists.
Blacksmiths', ½ in. v 2½ in. shank

List each.			
⅛	$0.45	19/32	$1.20
5/32	.45	⅝	1.30
3/16	.50	21/32	1.40
7/32	.55	11/16	1.50
¼	.60	23/32	1.60
9/32	.65	¾	1.70
5/16	.70	25/32	1.80
11/32	.75	13/16	1.90
⅜	.80	27/32	2.00
13/32	.35	⅞	2.10

"Pussyfoot" Closet Tanks

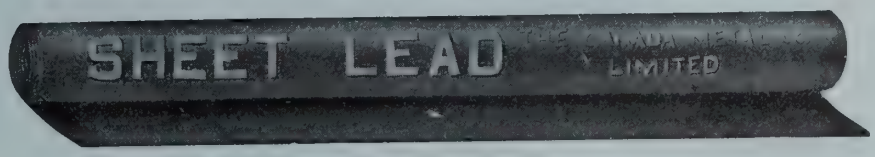
"Aristocrat" Laundry Tubs

LEAD PIPE



SHEET LEAD

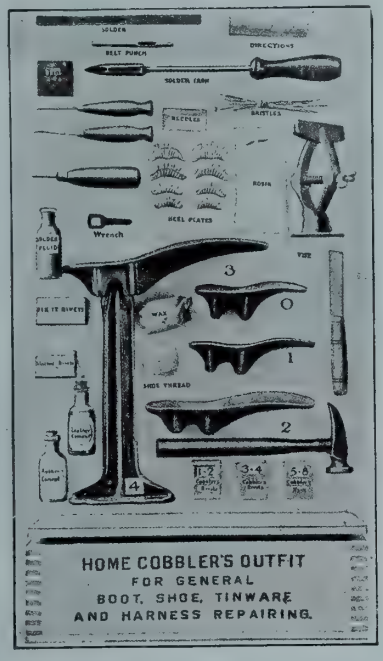
ANY WEIGHT. EIGHT FEET WIDE. ANY LENGTH.



THE CANADA METAL CO., LIMITED, TORONTO

"ECONOMIZERS"

There are always some lines that sell better in quiet times. Analyze what these products are, and you'll invariably find they come under the category of "Economizers."



The line illustrated is particularly adaptable to the conditions of today. You will find a lively demand for this Outfit, because it means such a saving in footwear and footwear repairs—tinware and harness repairing. "Preferred Position" for this set in your Store and a "punch" from yourself will prove a fine investment.

MAXWELLS LIMITED, St. Marys, Ont.

Garland Guaranteed Products

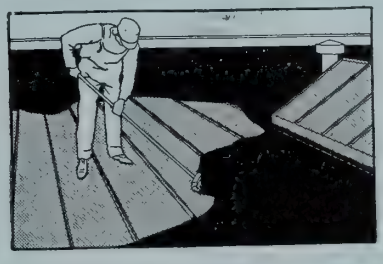
(Made in Canada)



PROTEX ON FELT

PROTEX

A Protex roof is a continuous, one piece, plastic layer without a lap joint, seam or nail in it. Protex is a Plastic Asbestos Compound applied with a trowel and is guaranteed for ten years. Protex specifications do not require the tearing off of the old roof — instead we use it as a foundation.



SUPERCOTE ON TIN

SUPERCOTE

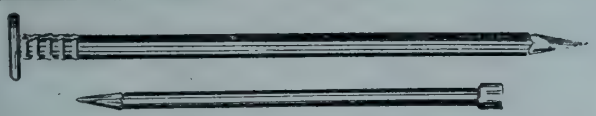
Supercote is a Semi-liquid Asbestos Roof Coating particularly made for protecting, preserving and waterproofing irregular, uneven surfaces such as Gravel and Corrugated Iron Roofs, but it can be used just as well, with the same satisfactory results on all other roofs such as Paper, Composition and Metal.

Also ask for circulars on Roof Paints, Industrial Paints, Concrete Floor Hardeners, Hot Surface Paints, etc.

Distributed by

D. V. LADD & COMPANY

WINNIPEG, MANITOBA



Quality That Repeats Sales

We Make

Steel Wire Nails and Brads, Clothes Line Wire, Fencing Staples and Hooks, Galvanized Poultry Netting Staples.



Western Wire & Nail Co.

London, Ontario



"DETACHABLE" HOSE REEL

Revolves on the Faucet
Attached and Detached Quickly
Saves Money on Hose

Many exclusive patented features and strong selling points explained in catalog

THE SPECIALTY MFG. CO.
St. Paul, Minn., U.S.A.

DRILLS—Continued.

1/16	.90	29/32	2.20
15932	.95	15/16	2.30
½	1.00	31/32	2.40
17/32	1.05	1	2.50
9/16	1.10		

Intermediate sizes take list of next larger.

Bit Stock, list per doz, less 45%

3/32	$2.70	⅝	$ 8.50
⅛	3.00	7/16	10 50
5/32	3 50	½	13 00
3/16	4.00	9/16	15 50
7/32	4 50	⅝	18 00
¼	5 00	11/16	21 00
9/32	6 00	¾	24 00
5/16	7 00	7/8	30 00

Blacksmiths', ½-in. shank, Straight Shank, Straight Shank, wire, Taper Shank, 35 to 37½%.

EMERY CLOTH

See under Sandpaper.

ENAMELWARE

See prices under heading Wares.

FILES AND RASPS

Discounts below apply to list of Nov. 1, 1899.

Grest Western, Amer.	50%
Kearney, Foot. Arcade	55%
J. Barton Smith, Eagle	55%
P. H. and Imperial	55%
Globe	55%
Nicholson	32½%
Black Diamond	32½%
Delta Files	20%
Firth Files	50%

F.o.b. Toronto, Montreal, London and Hamilton.

FITTINGS—

	Montreal.	Toronto.
Cast iron fittings	15%	15%
Malleable bushings	22½%	25%
Cast bushings	22½%	25%
Unions	32½%	35%
Flanged unions	7½%	7½%
Plugs, cast iron	20%	20%
Plugs, solid	10%	10%
Plugs, countersunk	net	net
Couplings, 4 in. and under	20%	20%
Do., 2½" and larger	net	net

POUND GOODS—

GLASS—	Blk.	Gal.
		Montreal.
A	0 60	0 75
B	0 23½	0 33
C	0 15½	0 23½
		Toronto.
A	0 60	0 75
B	0 25	0 35
C	0 16	$ 25

NIPPLES, WROUGHT

Close and short, 4 in. and under, 40%, 4½ and larger, 30%; long, 4 in. and under, 50%, 4½ in. and larger, 40%; running thread, 4 in. and under, 20%.

Terms, 2% 30 days. Approved credit. Ontario, Quebec and Maritime Provinces.

GRINDSTONES **Per 100 lbs.**

Under 50 lbs., 1½ to 1¾" face	5 00
Under 50 lbs., 2¼ to 3" face	4 25
Over 50 lbs., 2¼ to 3" face	4 00
Bi-Treadle, each	9 75
Cycle BB	8 75

GRIND STONE FIXTURES

	Doz.
No. 22	$ 9 60
No. 33	9 95
No. 2½	11 90
No. 3	12 50

F.o.b. Toronto.

HALTERS, LEATHER **Doz.**

Russet, rope tie, 1 in.
Black, rope tie, 1 in.
Black, rope tie, 1¼ in.
No tie, 1 in.
No tie, 1¼ in.

HALTERS, ROPE

Sisal, 7-16 in.
Do., 9-16 in.
Jute, 7-16 in.
Do., 9-16 in.

HAMMERS, NAIL

	Doz.
No. 21	$14 00
No. 1	19 00
Nos. 1½, 61½	18 75

HAMMERS, SLEDGE

Can. 2-2½ lbs., cwt.	$25 00
Do., 3-4½ lbs.	23 00
Do., 5 lbs. and over	16 00
Masons, 2-2½ lbs.	31 50
3-4½ lbs.	28 25
5 lbs. and over	23 00

F.o.b. Montreal, Toronto, Hamilton, London.

HAMMERS, STRIKING

No. 38, No. 46, 5 lbs. and over	$16 00

HAMMERS, MACHINIST

No. 30, 1-lb.	$12 60
No. 30, 1¼-lb.	13 50

Less 10%.

HANDLE (WOOD)

All hickory handles, list plus 35%; all oak, ash and maple handles, list plus 20%; hay fork, hoe, rake, shovel and manure fork, list plus 20%; whiffletrees, doubletrees and neckyokes, list plus 35%; wood rakes, list plus 10%; horse pokes, list plus 10%; pike poles, list plus 30%.

Terms, all goods f.o.b. factories, 2% 10 days, net 30 days.

O-Cedar Mop Handles, less 30%.

HANGERS, BARN AND PARLOR

	List
Atlas, No. 0	$13 35
Atlas, No. 1	13 80
Atlas, No. 2	15 85
Stearns, 4 in.	12 80
Stearns, 5 in.	16 00
Perfect, No. 1	10 50
Canada	13 25
Hatch	13 25
National	15 00
America	19 00
Great West	30 00

HATCHETS, LATHING

No. 3	$10 25
No. 4	11 25

HATCHETS, SHINGLING

No. 1	$10 25
No. 2	11 25

HATCHETS, BARRELLING

Nos. 50, 60	$15 75

HATCHETS, CLAW

No. 7	12 25
No. 8	13 00

F.o.b. Montreal, Toronto, Hamilton, London

HEATERS, ELECTRIC

Glower Heater	12 00
Heatray Heater	14 00

Discount 22%-33%, according to quantity.

Majestic, 1 Burner	$11 50
Majestic, 2 Burner	17 50

Discount 27½%.

Universal	13 80

Discount 20 and 5%.

F.o.b. Toronto.

HINGES, SPRING

No. 200, per doz.	$2 50

HINGES, TEE AND STRAP

Heavy in Bulk.	Strap Doz. pairs.	Tee
4-inch	$3 00	$2 55
5-inch	3 70	3 20
6-inch	4 00	3 60
8-inch	5 40	4 10
10-inch	9 60	7 30
12-inch	11 90	11 60
14-inch	13 60	11 80

DISCOUNT 35%.

Light. Net Prices		
3-inch	$0 90	$0 90
4-inch	$1 08	1 00
5-inch	1 26	1 17
6-inch	1 53	1 35

Screw Hook and Strap Hinges—List prices, per dozen pairs—6 in., $4.30; 8-in., $4.80; 10-in., $6.40; 12-in., $7; 15-in., $7.50; 18-in., $11; 21-in., $12.40; 24-in., $16; 27-in., $17.20; 30-in., $18.50; 33-in., $21.50; 36-in. $24.50.

Discount, 5%.

F.o.b. Toronto, London, Hamilton and Montreal.

HOES. Grub $10 50 $11 00

HOOKS, GRASS

	English	
	Canadian	Fox
No. 2, per doz.	$4 90	$7 50
No. 3, per doz.	5 00	8 00
No. 4, per doz.	5 10	8 50
Little Giant	8 00	....
Barden Patent	8 00	....

F.o.b. Montreal, Toronto.

HORSESHOES

Patterns	Sizes made	Price per keg No. 2 and larger	No. 1 and smaller Less 20c.
Light iron	0-7	$8 25	$8 50
Long heel light iron	3-7	8 25	....
Medium iron	1-8	8 25	8 50
Heavy iron	6-8	8 25	....
Snow	1-6	8 50	8 75
New-light "XL" steel	1-6	8 70	8 95
Featherweight "XL" steel	0-4	10 10	....
Special-countersunk	0-4	10 60	....
Toe-weight (front only)	1-4	11 10	....

Packing—Up to 3 sizes in one keg, 10c per 100 lbs. extra. More than 3 sizes, 25c per 100 lbs. extra.

F.o.b. Montreal and Belleville.

Terms—Cash in thirty days, less 2% discount

TOE CALKS

Nos. 0, 1, 2 and larger, sharp and blunt, $2.70 to $3.00 box.

HOSE, LAWN Toronto

Corrugated, ½ in., 100 ft.	$19 00
Do., ⅝ in., 100 ft.	21 50
Do., ¾ in.	25 00

Less 5% for full reels, 500 ft.

F.o.b. Toronto and London.

IRON AND STEEL

See weekly report.

IRON, TINNED

Lion and Crown Brand, Toronto, in 22 gauge, 24 gauge and 26 gauge.

26 x 96	**25c per lb.**
30 x 96	**25c per lb.**

Less than case, 50c per 100 lbs. extra. F.o.b. Toronto.

Stocks scarce, these prices nominal.

IRONS (SAD)

Potts, polished, per set	$2 18
Potts, nickel plated, per set	2 30
Potts handles, japd., doz.	2 15
Common, No. 1, 4 and 5 lbs.	17 50
Do., 6 lbs. and up	15 70

F.o.b. Montreal, Toronto, Hamilton, London.

IRONS, Electric

Model B, $7.50 list.
Classic, $8.00 list.
Discount 22% to 33%, according to quantity.

KNIVES, HAY

Spear Point	$19 00
Lightning	17 50
Heath's	17 50

LADDERS, Etc.

Step Ladders	Per ft.
Standard	0 40
Household	0 30
Faultless, 4 to 8 ft. only	0 48
Shelf Lock, 4 to 8 ft. only	0 36
Faultless, 10, 12 and 14 ft.	0 56

Single and Fruit Picking

10 ft. to 16 ft.	0 28
18 ft. to 20 ft.	0 29

F.o.b. Toronto, Hamilton, London.

Roped and Straight Extension Ladders **Per ft.**

20 to 32 ft.	0 32
36 to 44 ft.	0 35
Over 44 ft.	0 43
Special quality, 20 to 40 ft.	0 40
Three section extension	0 40

F.o.b. Toronto, London, Montreal, Stratford.

Fire ladders up to 32 feet are twice the price of ordinary extensions. Over 32 ft. are supplied with supporting legs at three times the price.

LANTERNS **Per doz.**

Short or Long Globe, plain or japd.	15 00
Dash, plain	18 75
Do., Japd.	19 25
Do., Search (r'nd reflec.)	17 00
Little Bobs	2 10-4 20

F.o.b. Toronto, Hamilton, London, Montreal.

LANTERN GLOBES—

Cold Blast, Short or Long

1 doz. cases	$1 85 doz.
3 doz. cases	1 65 doz.
6 doz. cases	1 60 doz.
Cold blast, genuine ruby	5 75

F.o.b. Toronto, London, Hamilton and Montreal.

LATCHES **Per doz.**

Steel Thum, No. 2	$2 25
Do., No. 3	3 15
Do., No. 4	4 70
Barn Door, No. 5	3 30
Do., No. 9	3 50

F.o.b. Montreal, Toronto, London.

LEAD

For pig lead and lead and zinc products see weekly report.

MACHINES (WASHING)

	List each
Dowswell	12 75
Noiseless	17 50
Hamilton	14 00
Peerless	14 50
Snowball	19 50
New Century, style A	19 75
New Century, style B	21 75
New Century Electric	160 00
Playtime, engine drive	27 00
Ideal Power	28 00
Seafoam, electric, style A	105 00
Seafoam, engine drive	50 00
Sunshine	10 25
Popular, No. 2	12 50
Economic	....
Popular, No. 1	13 00
Champion	20 25
Blue Bell, without stand	18 00
Whirlpool, water power	32 00
Puritan Water Motor Washer, complete	30 00
Hydro, 1 Tub, engine drive	57 00
Do., do., electric	116 50
Rotary water motor washer	29 00
Connor ball-bearing, with rack	22 75
Perfection, engine drive	65 00
Perfection ,electric	124 00
Beaver	27 50
Beaver, power	28 50
Connor, vacuum	27 50
Patroit	23 75
Jubilee	12 50
Canada First	23 75

Less 25%.

Freight equalized with Montreal, Ottawa, Toronto, Hamilton, Kingston, London and St. Mary's on shipments of quarter dozen and upwards.

MATTOCKS

Cutter, doz.	$14 00
Pick, doz.	14 00

F.o.b. Montreal, Toronto, London Hamilton.

MIXERS, BREAD

Canuck—	
No. 4, dozen	**$36 24**
No. 8, dozen	**40 92**
Universal—	
No. 4, dozen	**$40 75**
No. 8, dozen	52 00

MOPS **Doz. Net**

Liquid Veneer	$20 00
O-Cedar, less handle	14 00
Do., with handle	16 00
S. W. Mops, complete	5 50
Mop Sticks, No. 8	2 00
Cast Head Mop	2 00
Crescent, No. 10	2 85 3 25
Crank wringing	8 25- 9 00

F.o.b. Montreal, Toronto, Hamilton, London.

MOWERS, LAWN

Adanac	15%
Woodyatt	10%
Empress	15%
Mayflower	25%
Ontario Daisy	15%
Star	10%
Brockville K	Net
Brockville C	Net
Brockville BB	Net

F.o.b. Toronto, Guelph, London, Hamilton, Brockville.

NAILS

List adopted Sept. 10, 1920.

Advance over base on common wire nails in kegs.

1 inch	$1 50	2¾ inch	$0 30
1⅛ inch	1 40	3 inch	0 20
1¼ inch	1 15	3¼ inch	0 15
1½ inch	0 80	3½ inch	0 10
1¾ inch	0 75	4 inch	0 05
2 inch	0 60	4½ inch	0 05
2¼ inch	0 55	5 inch	base
2½ inch	0 30	5½ inch	base
		6 inch	base

6½ to 12-inch 2 ga. and heavier, 25c over base.

Standard Steel Wire Nails, f.o.b. London; Hamilton, Milton, $5.10 base; Toronto, $5.10.

F.O.B. Montreal, $5.00 base.

Freight equalized on above points.

Windsor, Walkerville, Sandwich, f.o.b. factory prices, carload freight allowed.

Sault Ste. Marie, Port Arthur, Fort William, $5.55 base, f.o.b. factory; no freight allowance.

Moulding, Flooring, Slating, Box, Fence, Barrel Nails, 25c per 100 lbs. over common nail prices. Finishing Nails, 50c per 100 lbs. advance over common nail price.

Miscellaneous wire nails, 65% off miscellaneous list, f.o.b. Toronto, Montreal, Hamilton and London

NAILS, CUT

Montreal, $5.75; London, $6.40 base; Toronto, $6.20.

Roofing Nails — American, large head, keg, $11; 25-lb. boxes, per F.o.b. Montreal, Toronto, Hamilton. 100 lbs., $12.

Barrett Roofings, Cements Industrial Paints etc.

Everlastic "Rubber" Roofing.

Everjet Elastic Carbon Paint

Everlastic Liquid Roofing Cement.

Plastic Elastigum Patching Cement.

Introducing Everlastic Multi-Shingles— (4 Shingles in One)

THE Barrett Company, Limited, which for 75 years has been recognized for its preeminence in the manufacture of roofing and roofing materials, is now manufacturing Everlastic *Slate-Surfaced* Multi-Shingles—the newest thing in roofing.

Every home owner wants a roof that is beautiful, durable and not expensive. Multi-Shingles have been developed to fill this demand. When laid they look exactly like individual shingles and make a roof worthy of the finest buildings.



The soft, natural-slate shades of red or green furnish color and texture to the roof and at the same time give it great durability, exceptional fire-resistance and freedom from painting. No artificial coloring is used.

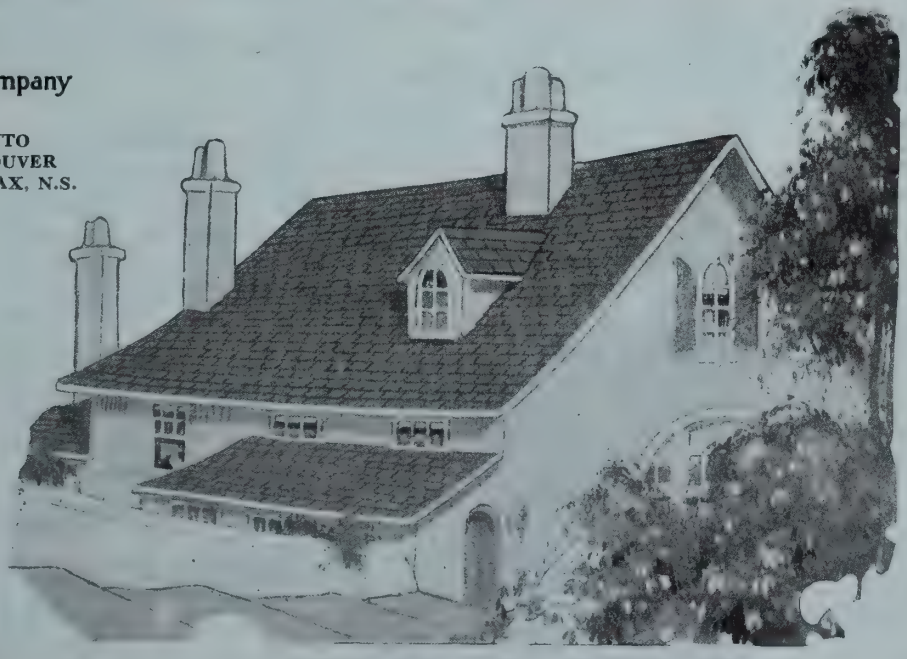
Each strip of Everlastic Multi-Shingles is 32¼ inches long by 10 inches high. The self-spacing cut-outs are 8 inches apart and 4 inches deep by ½ inch wide.

They come in strong packages containing enough shingles for one-half square —50 square feet. Each color packed separately. Weight of package, ready for shipment, 90 pounds.

Be sure to look for the Barrett Everlastic trade mark on every package.

The Barrett Company LIMITED

MONTREAL TORONTO
WINNIPEG VANCOUVER
ST. JOHN, N.B. HALIFAX, N.S.



Modern home showing effect secured by use of Barrett Everlastic Multi-Shingles.

If interested tear out this page and place with letters to be answered.

NAILS (HORSE)

Size	C Brand
Capewell—	Per 25-lb.box
No. 5	$6 75
No. 6	6 50
No. 7	6 25
No. 8	6 00
No. 9 to 12	5 75

Discount, 10%

"M.R.M." BRAND

No.	Net Price List Lengths	Per box of 25 lbs
3	5⅝"	$20 25
4	1¾"	10 25
5	1 15-16"	5 25
6	2⅛"	5 00
7	2 16-16"	4 75
8	2½"	4 75
9	2 11-16"	4 50
10	2⅞"	4 50
11	3 1-16"	4 50
12	3¼"	4 50

F.o.b. London, Hamilton, Montreal, Toronto.

NETTING, POULTRY

List prices per 50-yd. rolls.
Adopted March, 1900.

2-inch mesh and 19 ga. wire.

12 inch	$1 80	48 inch	$ 6 20
18 inch	2 65	60 inch	7 70
24 inch	3 40	72 inch	9 20
30 inch	4 00	84 inch	10 50
36 inch	4 75	96 inch	12 00
42 inch	5 50		

1½ inch mesh and 19 ga. wire.

12 inch	$3 50	42 inch	$10 50
18 inch	5 00	48 inch	12 00
24 inch	6 30	60 inch	15 00
30 inch	7 75	72 inch	18 00
36 inch	9 90		

1 inch mesh and 20 ga. wire.

12 inch	$4 00	42 inch	$12 00
18 inch	5 50	48 inch	14 00
24 inch	7 00	60 inch	17 00
30 inch	8 50	72 inch	20 00

¾ inch mesh and 20 ga. wire.

24 inch	$10 50	36 inch	$15 00
30 inch	12 75		

½ inch mesh and 22 ga. wire.

24 inch	$16 50	36 inch	$24 00
30 inch	20 00		

Discounts at present quoted apply only to 1 and 2 inch mesh netting. Other prices have been withdrawn and are quoted only on application.

Toronto, London, Montreal, Canadian netting, 2-in. mesh, plus 10%.

1-in. mesh, plus 10%.

American netting, 1-in. mesh, add 10%.

Invincible—	Per rod
1848	$0 95
2060	1 05

Put up in 10, 20 and 30-rod rolls.
F.o.b. Montreal.

Blue Ribbon—	
24-inch, per roll	5 50
36-inch, per roll	7 15
48-inch, per roll	8 35
60-inch, per roll	9 85
72-inch, per roll	11 25

Put up in 10 rod rolls.

NIPPLES

See Fittings.

OAKUM—

Special No. 1	18 50
Plumbers'	8 00

F.o.b. Montreal, Toronto.

OILS

	Toronto
Royalite, gal	0 27
Palacine, gal	0 30
Gasoline, net, gal.	0 38

Above prices net.

	Gallon
Black oil (summer)	0 24.6
Black oil (winter)	0 25.1
Capital, cylinder	0 88.6
Mach. oil, regular grades	0 52.6
Imperial gas engine oil	0 59.1
Paraffine	0 31.1

List, less 15% on above.

Imperial Kerosene, tractor	1 50

List less 25%.

Polarine Oil, list	1 50
Polarine Oil, heavy, list	1 50
Polarine A, list	1 50

List, less 25%.

Gargoyle Mobiloil E and Arctic	1 60
Gargoyle Mobiloil, B	1 95
Gargoyle Mobiloil, BB	1 90
Gargoyle, Mobiloil A	1 80

List, less 15% on above.

Fuel Oil, bbl., net	0 11.2
Do., tank cars, net	0 09.2

Prices shown are barrel basis unless otherwise specified. Barrels charged extra.

OLD MATERIALS

See weekly report.

PACKING

	Per lb.
Fine jute	$0 17
Coarse jute	0 13
Hemp	0 36
Square braided hemp	0 38
No. 1 Italian	0 44
No. 2 Italian	0 36

F.o.b. Toronto, Montreal.

PAPER

	Per 400-ft. roll Montreal	Toronto
Dry Fibre, No. 1, Anch.	1 65	1 65
Do., No. 2, Anch.	1,10	1 10
Dry Fibre No. 2, Elephant	1 10	1 10
Tarred Fibre, No. 1 Anchor	1 70	1 70
Do., No. 2, Anchor	1 45	1 45
Elephant Brand, tarred, No. 2	1 45	1 45
Surprise Fibre	1 15	1 15
Stag Sheathing	1 15	1 15
Cyclone, dry	1 65	1 65
Cyclone (tarred)	1 70	1 70
Joliette Sheathing	1 10	1 10
Do., tarred	1 45	1 45

Per 100 lbs. Mont. Toronto.

Monarch Sheathing, white	8 75	
Do., gray	6 75	
Straw Sheathing, heavy, dry	5 10	
Imp. White Sheathing	$7 75	
Imp. Grey Sheathing	5 75	
Scythe Brand dry straw	5 10	5 10
Spruce Sheathing, 36" and 72" wide	8 75	
Asbestos Sheathing	13 50	
Carpet Felt	6 50	
Tarred Felt, 7, 10 and 16 oz.	5 35	

F.o.b. Toronto and Montreal and Hamilton.

PASTE

Stick-Fast	
In barrels, 250 lbs., lb.	0 14
Barrels of 5 lbs., cotton bags, lb.	0 15
In kegs, 125 lbs., lb.	0 16
In 50-lb. boxes, lb.	0 18
In 25-lb. boxes, lb.	0 19
Solpar	
Barrels (200 lbs.), per lb.	0 14
2-lb. pkgs, case lots, lb.	0 16
1-lb. pkgs., case lots, lb.	0 17

PICKS

Clay—	Montreal	Toronto
5 to 6 lbs., doz.	11 50	12 00
6 to 7 lbs., doz.	12 50	13 00
Rock—		
7 lbs.	13 50	12 50
8 lbs.	13 50	12 75

F.o.b. Montreal and Toronto.

PINS, CLOTHES

	Per case
5 gross, 4-in. (loose)	$2 25
4 gross (cartons), 4 in.	2 25
Spring, 2 grs. box	1 90

F.o.b. Montreal and Toronto.

PIPE, WROUGHT

Price List No. 49, March 1, 1921.

Standard Buttweld Pipe
Per 100 feet.

	Steel Blk.	Steel Gal.	Gen. Wrot. Iron Blk.	Gen. Wrot. Iron Gal.
⅛ in.	$ 6 50	$ 8 50	$	$ ....
¼ in.	5 07	7 17	5 91	8 01
⅜ in.	5 07	7 17	5 91	8 01
½ in.	6 76	8 29	7 95	9 48
¾ in.	8 34	10 41	9 95	12 02
1 in.	12 33	15 39	14 71	17 77
1¼ in.	16 68	20 82	19 90	24 04
1½ in.	19 94	24 89	23 79	28 74
2 in.	26 83	33 49	32 01	38 67
2½ in.	42 41	52 94	....	....
3 in.	55 46	69 23	....	....
3½ in.	70 38	86 94	....	....
4 in.	83 39	103 01	....	....

Standard Lapweld Pipe
Per 100 feet.

	Steel Blk.	Steel Gal.	Gen. Wrot. Iron Blk.	Gen. Wrot. Iron Gal.
2 in.	$30 43	$37 19	$35 71	$42 37
2½ in.	45 92	56 45	54 11	64 64
3 in.	60 05	73 82	70 76	84 53
3½ in.	72 22	88 78	85 10	101 66
4 in.	95 57	105 19	100 83	120 45
4½ in.	99 70	1 24	1 30	1 54
5 in.	1 16	1 44	1 52	1 80
6 in.	1 51	1 87	1 97	2 33
7 in.	1 96	2 44	2 53	3 01
8L in.	2 06	2 56	2 66	3 16
8 in.	2 38	2 95	3 07	3 64
9 in.	2 85	3 54	3 67	4 36
10L in.	2 64	3 28	3 41	4 05
10 in.	3 40	4 22	4 39	5 21

Freight equalized on Chatham, Guelph, Hamilton, London, Montreal, Toronto, Welland.

PIPE (Conductor)

	Plain	List
2 in., in 10-ft. lengths, list	$18	40
3 in. in 10-ft. lengths, list	22	30
4 in., in 10-ft. lengths, list	29	60
5 in., in 10-ft. lengths, list	40	00
6 in., in 10-ft. lengths, list	49	00

Less 50/10%.

F.o.b. Toronto, Ottawa, Oshawa.

PIPE, LEAD

See weekly report.

PIPE (SOIL) Med. and extra heavy.

2 in., 3 in.	10%
4 in.	20%
5, 6 in.	15%
8 inch	Plus 5%

SOIL PIPE FITTINGS

2, 3, 4, 5, 6, in.	40%
8 in.	plus 5%

PIPE (STOVE)

See prices under Wares, etc.

PITCH

Pine, black, per bbl.	$13 25
Navy pitch, per bbl.	6 50
Coal tar pitch, per cwt.	1 50

F.o.b. Montreal, Toronto

PLANTERS, CORN

King of Field, doz.	$13 20
Triumph, doz.	11 00

PLATES, CANADA

Prices nominal.	Montreal.	Toronto
Do., 60 sheets	$11 25	$11 25
Ordinary, 52 sheets	11 00	11 00

PLATES, COKE, TIN

Prices only nominal

	Tor. Per box	Mont. Per box
IC, 20x28, 112 sheets	24 00	
IX, 20x28, 112 sheets	27 00	
IXX, 20x28, 112 sheets	30 00	
IXXX, 20x28, 56 sheets	15 00	

"DOMINION CROWN BEST"—DOUBLE COATED TISSUE

	Nominal
IC, 14x20 base	$15 00
IX, 14x20 base	17 00
IXX, 14x20 base	19 00

F.O.B. Montreal.

PLATES, TERNE (Prices nominal)

IC, 20x28, 112 sheets	23 00

F.O.B. Toronto or Montreal.

POLISH (Cedar)

	Doz. Net
4-oz. bottles	2 40
12-oz bottles	4 80
1-qt. can	12 00
½-gal. cans	20 00
1-gal. cans	28 00

Net.

Liquid Veneer—	Doz. Net
4-oz.	$2 40
12-oz.	4 80
32-oz.	10 00
64-oz., each	1 34
128-oz., each	2 34

PUMPS

	Pitcher Spout	Closed Spout
No. 2	$3 10	$4 00
No. 3	3 40	4 60
No. 4	4 05	5 00
		Each
No. 70		7 00
No. 80		9 50

PUMPS, REDWING

No. 0	$7 50	No. 4	$12 75
No. 1	8 25	No. 5	15 25
No. 2	9 25	No. 6	18 00
No. 3	11 00	No. 6	18 00

F.o.b. Montreal, Toronto, Hamilton, London.

RIVETS AND BURRS

Iron rivets, 7-16 inch and smaller, blacked and tinned, 37½%; Iron burrs, 37½% off list on 200-lb. kegs.

Extras, add 1c to list on 100-lb kegs; 3c on 50-lb. boxes; 4c on 25-lb. boxes, 8c on 1-lb. pkgs.

Copper rivets, usual proportion of burrs, 27½% off; burrs, add 10%

Extras on Copper Rivets, 14-lb pkgs., 1c per lb.; ¾-lb. pkgs 2c lb. Coppered Rivets, net extras, 8c per lb.

F.o.b. Montreal, Toronto, London.

ROOFING

	Per square Toronto
Samson, 1-ply, roll	$3 00
Samson, 2-ply, roll	3 50
Samson, 3-ply, roll	4 10
2 ply ready roofing	2 13 2 18
3 ply ready roofing	2 55 2 60

	Mont.	Toronto
Everlastic, 1 ply	2 10	2 10
Everlastic, 2 ply	2 50	2 50
Everlastic, 3 ply	2 95	2 95
Panamoid, 1 ply	1 90	1 90
Panamoid, 2 ply	2 30	2 30
Panamoid, 3 ply	2 75	2 75
Red Star, 2 ply	2 13	2 13
Red Star, 3 ply	2 55	2 55
Amazon, ex. heavy, 80 lbs. to roll	4 75	....
Everlastic Multi-Shingles (4 in 1), sq.	6 25	
Everlastic Slate Surface Single Shingles, Tylike (red or green), sq.	7 65	

F.o.b. Montreal.

Everlastic Liquid Roofing cement—	
Per gal., in bbls.	0 70 0 70
5 and 10 gal. lots, gal.	0 85 0 85
1 gal. cans, gal., doz.	10 50 10 50
Coal Tar (refined), bbl.	10 25 10 50
Coal tar (crude)	9 00 9 25
Roofix Roofing Cement—	
In bbls., per gal.	0 60
In ½ bbls., per gal.	0 65
In 5s and 10s	0 70
1 gal. cans, per doz.	9 00

F.o.b. Toronto, Montreal and Hamilton.

ROPE

Pure Manila basis	0 24½
Beaver Manila basis	0 20
New Zealand hemp basis	0 20
Sisal basis	0 18

Above quotations are basis prices, ¾ in. and larger diameter. The following advances over basis are made for smaller sizes:—⅝ in., ½c; 9-16 to 7-16 in. inclusive, 1c; ⅜ in., 1½c; ¼ and 5-16 in., 2c; 3-16 in., 2½c extra.

Single lathe yarn basis	0 18
Double lathe yarn	0 18½
Yacht marline, tarred	57
Halyards	50
Beaver Halyards, wht. pol, ¾ in. basis	0 35
Hemp, deep sea line basis	50
Hemp, tarred ratline basis	43
Hemp, tarred bolt rope basis	45
Marline and Houseline	45

NOTE.—Extra charge for shorter lengths than half coils, 2c per lb. additional instead of 1c per lb. as formerly.

Italian rope basis on application.	
Cotton, ⅛ in.	0 42
Do., 5-32 in.	0 41
Do., 3-16 in.	0 38
Do., ¼ in. and up	0 37

F.o.b. Toronto, Montreal, London, Welland, Hamilton.

TAPES, MEASURING (LUFKIN)—

	Each
263—50 ft. Challenge, Steel	$5 30
103—50 ft. Reliable Jr., Steel	5 35
243—50 ft. Rival, Steel	4 67
1243—50 ft., Rival Jr., Steel	4 35
603—50 ft., Metallic	3 38
604—66 ft.	3 92
403—50 ft., Linen	2 57
	Dozen
713—50 ft., Ass Skin	6 95
714—66 ft., Ass Skin	8 35
143—3 ft., Steel Pocket	5 50
145—5 ft., Steel Pocket	11 20
175—5 ft., Linen Pocket	7 30
165—5 ft., Cotton Pocket	1 65

F.o.b Montreal, Toronto, London.

SANDPAPER

B. & A. sandpaper, net list.

Star sandpaper, net list.

B. & A. emery cloth, 52½% on list.

F.o.b. Montreal and Toronto.

SCALES

Champion—	Scale List	Stamping extra
4 lb.	$ 6 50	$0 40
10 lb.	8 75	0 45
240 lb.	13 75	0 75

Discount 5%.

600 lb.	40 00	1 00
1200 lb.	48 50	1 50
2000 lb.	65 00	1 50
2000 lb. Drop lever.	74 00	1 50

Discount 10/5%.

Champion, even balance 5% discount; standard scales, discount, 10 and 5% off list. No discount allowed on stamping charge. F.o.b. Toronto, Montreal, Hamilton.

SCREWS

Discounts off Standard List adopted Aug. 1, 1908.

Wood, F.H., bright	72½%
Wood, R.H., bright	70%
Wood, O.H., bright	70%
Wood, F.H., brass	60%
Wood, R.H., brass	57½%
Wood, O.H., brass	57½%
Wood, F.H., bronze	55%
Wood, R.H., bronze	52½%
Wood, O.H., bronze	52½%
Square cap	20%
Hexagon cap	20%

GERMANTOWN
LAMPBLACK

THE L. MARTIN CO.
HEADQUARTERS FOR
LAMPBLACK
IN ENGLAND AND AMERICA

Originators of Eagle, Old Standard, Globe and Pyramid Germantown Brands.

Suppliers of Bulk Blacks to the highest class Grinding Trade.

Montreal, Toronto, Winnipeg, New York, Philadelphia, London, Eng.

NAILS
WIRE
BALE TIES

WIRE HOOPS FOR KEGS *and* BARRELS

STRAIGHTENED RODS
COPPERED AND TINNED WIRE

The quality of our product is highly commended.

THE GRAHAM NAIL WORKS
Operated by the CANADA METAL CO., Ltd.
TORONTO

Reed's Patent Plastic Asphalt Roof Cement



repairs cracked joints, nail holes and defective places on slate, metal, gravel and prepared roofs.

This cement will repair a roof WHERE SOLDER CANNOT BE USED.

It is VERY ADHESIVE and sticks firmly to anything, forming a tough leather-like skin over the top; WILL NOT RUN or loosen from joints or cracks in Summer or Winter.

For twenty-five years, in all climates, this cement has given perfect satisfaction and its supreme usefulness makes it one of the best-selling items in a hardware store when properly displayed.

Put up in 1, 5, 10, 125 and 500-lb. containers.

GEO. W. REED & COMPANY, LIMITED
37 St. Antoine St., Montreal.

O-Rib-O
Square Coal Chute



The Nos. 4 and 5 models of our Square Coal Chute illustrated here are of very neat appearance; that appeals to the careful householder.

The door is made with a flange which fits over the rim of the frame, making it both wind and water proof.

O-Rib-O
Manufacturing Co.
Winnipeg, Manitoba

Make NAILS! Not NOISE!!



USE OUR IMPROVED

Universal Wire Nail Machines

Fast, Smooth and Quiet-running. No Cams or Gears.

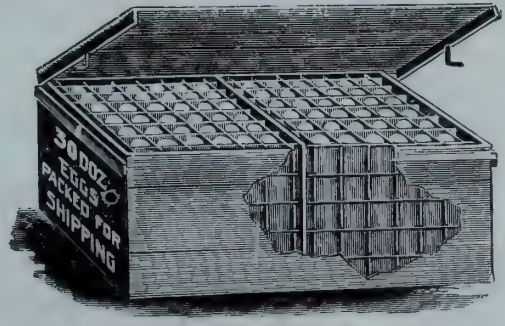
Sleeper Hartley, Inc.
WORCESTER, MASS.

"Dazee Brand" Woodenware

Buy Western-made Washboards, Step Ladders, Bake Boards, Ironing Boards, Clothes Horses, Tub Stands, etc. For sale by all jobbers. We guarantee the quality will please you. If jobber does not supply you write us direct.

The Brett Mfg. Co., Limited
WINNIPEG, MAN.

THE MILLER BROS. CO., LIMITED



Manufacturers of
White pulp egg case fillers and extra flats in standard and extra large sizes for 12 and 30 dozen egg crates.
20-38 DOWD STREET, - MONTREAL, CANADA

To get business you must go after it.
Others do it through this paper
—why not YOU?

If interested tear out this page and place with letters to be answered.

SCREWS, IRON BENCH, No. 14

1 in.	$16 70
1⅛ in.	24 25
1½ in.	25 25

SCYTHES	Doz.
Cast Steel	$20 00
Golden Clipper	20 95
Little Giant	22 00
Bush	20 50

SNATHS	Doz.
00 Patent	$17 50
1 loop	16 80
2 loops	15 80
3 loops	14 70
Bush	18 20

SHEETS, BLACK
See Montreal and Toronto report.

SHEETS, CORRUGATED
See weekly report.

SHEETS, GALVANIZED
See Weekly Reports.

	Queen's Hd.	Fleur-de-lis
28 gauge	$10 75	$10 00
26 gauge	10 50	9 75
24 gauge	9 90	9 35
22 gauge	9 55	8 90
18 and 20 ga.	8 85	8 75

Prices only nominal.
F.O.B. Montreal.

SOLDERING COPPERS
See Coppers.

SOLDER, BAR
See weekly report.

SPIDERS
Cast, No. 7, $1; No. 8, $1.05; No. 9, $1.15.

SPOUTS, SAP

Eureka, per M.	$16 50

STANDS, WASHTUB

Dowswell, doz.	$47 25

STAPLES (Fence—Galvanized)

Bright	$5 75
Galvanized	6 75

STOVES

Oil Burning Cooking	List each
Perfection No. 32, 2-burner	$25 50
Perfection, No. 33, 3 burner	31 00
Perfection No. 34, 4-burner	40 00
No. 22G oven for above stoves	9 00

Discount, 30 per cent. off list.

McClary Glass Front Oven No. 70, each, net	6 00
Detroit Glass Front Oven, No. 85, each, net	....
Hot Blast	Plus %

F.O.B. Sarnia, London, Toronto, Ottawa.

Oil Burning Heaters	List
No. 525, each	$9 50
No. 530, each	10 50
No. 630, each	13 50

Discount 30% off list.
Hot Blast ..... Plus 10%
30% discount of No. 525, No. 530, No. 630 only.

STRETCHERS, CURTAIN—

Star, No. 1, doz.	$27 60
Star, No. 2, doz.	30 00
Sun No. 1	20 00
Sun, No. 2	22 00

STRETCHERS, WIRE

Hercules, doz.	$3 60

SWEEPERS—
Carpet (Bissell's)

Amer. Queen, nick. fittings, cyco b.b.	$ 60 00
Club, jap., cyco bearing	120 00
Champion, jap. fittings	45 00
Grand, jap., cyco b.b.	68 00
Grand Rapids, nick., cyco b.b.	55 00
Do., jap., cyco b.b.	50 00
Parlor Queen, nick., cyco b.b.	62 00
Princess, nick., cyco b.b.	57 00
Standard, jap. fittings	46 00
Universal, jap., cyco bear	48 00
Do., nick., cyco bear	53 00

SWEEPERS, VACUUM (Bissell's)

	Doz.
Grand Rapids, nickelled	$106 00
Household, japanned	94 00
Superba, nickeled	120 00

F.O.B. factory, Niagara Falls, Ont.

SWINGS, Ontario $10 00

TACKS Discount

Wire Tacks	64½ and 15%
Revised Hardware Tack List adopted Jan. 20, 1920	64½ and 15%.
Pointed tacks	65-10%

Shoe findings—New list being prepared.
F.O.B. Toronto, Hamilton, Montreal and London.

TINNERS' TRIMMINGS
See prices under head of Wares.

TOASTERS, ELECTRIC

Universal	7 80
C. G.	5 00

Discount 20 and 10%.

Canadian Beauty	$5 84
Upright, with rack	6 40

TOOLS, HARVEST
Waverley, Wellandvale, Rixford, Maple Leaf, Bedford, 50 and 10% off new list.
F.O.B. Montreal, Toronto, Hamilton, London.

SPADES, SHOVELS AND SCOOPS

	1st Grade	2nd Grade	4th Grade
	%	%	%
Plain Back Shovels and Spades	35	35	35
Draining Tools	35	35	35
Hollow Back Scoops	35	35	35
Sand Shovels	35	35	35
Hollow Back Shovels	35	35	35
Hollow Back Coal Shovels	35	35	35
Riveted Back Scoops	35	35	35
Miners' Spring Point Shovels	35	35	35

Above discounts apply whether goods are sold in carload or less than carloads.
The above discounts apply only to Black List; Black List prices being as follows:

BLACK LIST			
Plain Back Shovels and Spades	$29.00	$28.00	$25.00
Draining Tools, No. 2, black	29.00	27.50	.....
Hollow Back Scoops, No. 2, black	34.50	.....	32.00
Coal Shovels, Hollow Back, No. 2, black	32.00	.....	30.00
Sand Shovels, No. 2, black	27.50	.....	24.00
Hollow Back Shovels, No. 2, black	27.50	.....	24.00
Riveted Back Scoops, No. 2, black	37.50	35.50	34.00
Miners' Spring Point Shovels, No. 2, black	36.50	.....	.....

NET EXTRAS—
For each size larger than No. 2, add 35c dozen net.
Full polished, add $1.00 per dozen net.
Half polished, add 50c per dozen net.
F.O.B. London, Hamilton, Toronto, Gananoque, Ottawa, Collingwood, Sherbrooke, Montreal, Quebec, Halifax, St. John, Moncton, and freight may be equalized thereon. On shipments less than 5 dozen F.O.B. factory only.

TRACK BARN DOOR

Hatch Trolley, per ft.	....
Brackets for above, per doz.	....
National Flat Track, 1¼ in. per ft.	....

TROUGH (EAVE)
O. G. Square bead and half round:

Size in girth.	Per 100 ft		
8 in.	$15 90	15 in.	$28 80
10 in.	17 70	18 in.	36 50
12 in.	21 20	Less 50/10%.	

F.O.B. Toronto, Oshawa, Ottawa.

TRAPS (GAME)	Doz. with chain
Victor, No. 1 Giant, doz.	$3 35
Jump, No. 1	3 50
Hawley & Norton, No. 1	5 00
Newhouse, No. 1	7 50

F.O.B. Toronto, London, Hamilton, Montreal.

TUBS, WOOD

No. 0, per dozen	$26 40
No. 1, per dozen	23 10
No. 2, per dozen	20 90
No. 3, per dozen	17 40

F.O.B. Newmarket.

TWINE, BINDER	per ft.
550 feet	0 17¼
550 feet	0 18¾
600 feet	0 20¼
650 feet	0 21¼

Freight prepaid to nearest station in lots of 300 lbs. and over. Rebate of ⅛ cent lb. on 10,000 lbs. and ¼ cent lb. on 20,000 lb.

TWINE (COTTON)	
5-lb. sack, 3-ply, lb.	0 47
Cones, 3-ply, lb.	0 44
Do., 4-ply, lb.	0 53

VALVES AND COCKS

Compression work—Standard	34%
Fuller work—Standard	30%
Basin cocks Fuller, No. 0	30%
Nos. 1 and 2	30%
Bath Cocks—Compression	25%
Flatway stop and waste cocks, Standard	34%
Roundway stop and waste cocks—Standard	34%
Brass steam cocks, stand.	10%
Radiator valves—Standard	23%
removable se t	10%
Globe, angle and check valves, standard	5%
Gate or Straightway	Net
Jenkins Gate Valve	10/7%
Jenkins Globe	10%
J.M.T.	10%
J.M.T. C.	15%

F.O.B. Toronto.

VALVES, FOOT	Blk.	Galv.
1¼	0 58	0 83
1½	0 72	1 10
2	0 99	1 60

Pemberthy Brass Valves

Gate Valves	15%
Regrinding Valves	10%
Swing Check Valves	5%
Compodisk Valves	10%

WARES, ETC.
Britannic, advance 65%
Scotch Grey Ware, 40%
Colonial, 5%
Imperial Ware, 5%
Pearl, 5%
Premier, list, plus 30%
Canada Ware, list, plus 30%
Crescent, 40%
Diamond, plus 30%
White Ware, 20/10%
Japanned Ware, list, plus 33 1-3%
Japd. Ware, White, list, plus 45%
Plain and Japanned Sprinklers, list plus 33 1-3%
Stamped Ware, plain, 35%
Stamped Ware, retinned, 20/10%
Copper Bottoms, plus 50%
Tinners' Trimmings, plain, 35%
Tinners' Trimmings, retinned, 20/10%
Tinners' Trimmings, General, list, plus 50%
Factory Milk Cans, list, plus 70%
Milk Can Trimmings, list, plus 90%
Cream Cans, list, plus 47½%
Railroad Cans, list, plus 40%
Sheet Iron Ware, list, plus 66 2-3%
Pieced Ware, ordinary, list, plus 75%
Pieced Tinware, C.B., list, plus 90%
Fry Pans, Acme, list, plus 5%
Fry Pans, Quick Meal, plus 50%
Spiders, steel, plus 50%
Fire Shovels, japanned, list, plus 60%
Steel Sinks, galv'zd, list, plus 50%
Steel Sinks, painted, list, plus 50%
Light Galv. Pails and Tubs, list plus, 60%
Heavy Galv. Pails and Tubs, list plus 50%
Hollow Ware, add 40%
Garbage Pails, list, plus 45%
Jap. Coal Hods, list, plus 80%
Galv. Coal Hods, list, plus 90%
Paper Lined Boards, 10%
Wood-lined Boards, list, plus 10%
Copper Boilers, list, net list.
Copper Tea Kettles, list plus 30%.
Copper Tea and Coffee Pots, list, plus 30%.
Stove and other Pipe, list, plus 100%
Stove Pipe Elbows, black and galv., list, plus, 66 2-3%.
Stove Pipe Thimbles, 40%
F.o.b. Montreal, Toronto, London, Hamilton.

WASHERS, WROUGHT
Round, plain. Sizes given are size of hole. In boxes of 50 lbs. list prices per 100 lbs.—¼ in., $28.00; 5/16 in., $24.40; ⅜ in., $22.80; 7/16 in., $21.00; ½ in., $19.60; 9/16 in., $18.80; ⅝ in., $18.60; 11/16 in., $18.40; ¾ in., $18.20; 13/16 in., $18.00; 1 1/16 in., 1⅛ in., 1¼ in. 1 5/16 in., $18.00; 1⅜ in., 1½ in. 1⅝ in., $18.40; 1⅞ in., 1⅝ in., 1 in., 2⅛ in., $19.00. Discount 45% f.o.b. Montreal, Hamilton, Toronto, London and Halifax.
Car lots allowance to following points: Windsor, Walkerville, St. John, Moncton, Amherst, New Glasgow. Freight allowance: Fort William and West, 10c per 100 lbs., cash in 30 days less 2%.
Net extras, 26 to 40 lbs. of a size, $1.00; 25 lbs. of a size or less, $2.00 per 100 lbs. Package allowances—if taken in kegs about 175 lbs. each, allowance 10c per 100 lbs.; if taken in bags about 100 lbs., allowance 15c per 100 lbs.

WEIGHTS, SASH

	Ter.	Lon.	Mont.
Section, 1 lb., per 100 lbs.	$5 10	$5 25	$6 00
Section, ½ lb., per 100 lbs.	5 50	5 75	6 00
Solid, 3 to 30 lbs., per cwt.	5 00	4 75	5 00

WHEELBARROWS

Navvy, steel wheel, doz.	$105 00
Garden Steel, doz.	78 75
Light Garden, doz.	85 00

F.O.B. Montreal, Toronto, London.

WIRE PRODUCTS
Annealed or Bright.
Advances over base price on sizes lighter than No. 9.

No. 9 and heavier	Base
No. 10	$0 06
No. 11	0 12
No. 12	0 20
No. 13	0 30
No. 14	0 40
No. 15	0 55
No. 16	0 70

Annealing, no extra.
Oiled and Annealed, extra, $0.15.
Coppering and liquor finish, extra, $1.00-$1.50.
Tinning, extra, $2.00-$3.00.
Bright base, $5.00.
Annealed base, $5.00.
Galvanized base, $5.70.
Barbed Wire, $6.20.
Coiled Spring Wire, 9 gauge, Toronto, $5.65; Montreal, $5.75.
Prices subject to change without notice.
Extra net, per 100 lbs.—Oiled wire, 15c.; bright, soft drawn, 25c-70c.

Stovepipe Wire.

No. 18	$9 50
No. 19	10 00

F.O.B. Toronto, London, Hamilton, Montreal, St. John, freight equalized.

WRENCHES, STILLSON

	each
6 inch	$2 00
8 inch	2 25
10 inch	2 50
14 inch	3 50
18 inch	5 00
24 inch	7 25
36 inch	13 50

Discount 45% Canadian pattern; 40% on genuine.

WRENCHES, CRESCENT, list plus 10%.

WRINGERS, CLOTHES

Domestic, No. 531E	$115 00
Dom. Bench, No. 541EB	174 00
Favorite, No. 511E	105 00
Favorite, No. 512	112 00
Royal Canadian	94 00
Favorite, No. 514	133 00
Ottawa, No. 231E	105 00
Ottawa Bench, No. 841EB	162 00
Challenge, No. 311E	95 00
Warranty	115 00
Bicycle,	95 00
Eze	102 00
Rapid	92 00
Eureka	64 00

Discounts from above list, 25%.

Terms—30 days, less 2 per cent Freight equalized on half dozen machines and upwards with the nearest of the following places to point of destination, viz.: Montreal, Kingston, Ottawa, Toronto, Lon-

TINKER TOM'S TALKS.

No. 304

Don't delay in placing

SPRING ORDERS

FOR

MADE IN PREMIER CANADA

GALVANIZED SHEETS

By ordering now you are sure of the stock when needed.

The price will be right.

Every order helps to start the wheels of trade.

Tell your jobber to book you now.

TINKER TOM.

DOMINION SHEET METAL CORP. LTD
MADE IN PREMIER CANADA
HAMILTON. CANADA.



If interested tear out this page and place with letters to be answered.

PAINTS, OILS, VARNISHES, GLASS, ETC.

ALABASTINE
Colors and white—2½-lb. packages, $10.10 for 100 lbs., 5-lb. packages, $9.60 for 100 lbs. F.o.b. Paris or nearest jobbing house.

BLUE STONE	Montreal	Toronto
Per lb., bbls.	10	10

COLORS (DRY)	Per lb.
Raw and Burnt Umber, 100 lb. kegs, No. 1	06-09½
Do., pure	11-15
Raw and Burnt Sienna, 100 lb. kegs, lb.	06-09½
Do., pure	16-18
Imp. green, 100-lb. kegs	22-23
Chrome green, pure	50-56
Chrome yellow	30-45
Brunswick green, 100-lb. keg	11-14½
Indian red, 100-lb. keg	15-20
Do., No. 1, 100-lb. keg	-07
Lamp black	32-35
Venetian red, best bright	06½-09
Do., No. 1	03¾-05½
Drop black, pure dry	-20
Golden ocre, 100-lb. kegs	-09
White ochre, 100-lb. keg	-06
Do., barrels	-05
Yellow ochre, barrels	04-05½
French ochre, barrels	-10½
Spruce ochre, 100-lb. kegs	05-08
Can. red oxide, bbls	02¾-04½
Super magnetic red	0 05
Vermillion	1 00
English vermillion	2 25

F.o.b. Montreal, Toronto.

COLORS IN OIL, PURE	1 lb. tins
Venetian red	0 27
Indian red	0 36
Chrome yellow, pure	0 70
Golden ochre, pure	0 35
French spruce ochre, pure	0 30
Greens, pure	0 35
Siennas	0 36
Umbers	0 36
Ultramarine blue	0 70
Prussian blue	1 20
Chinese blue	1 20
Drop black	0 42
Ivory black	0 44
Signwriters' black, pure	0 48
Lampblack	0 48
Imperial black, 25-lb. irons	0 39

F.o.b. Montreal, Toronto

ENAMELS (white)	Gal.
Dougall white enamel	$8 00
Vitralite	9 45
Duralite	7 50
B-H "White" Enamel	8 00
Martins, White	7 00
Satinette	6 23
C,P, Co. Albagloss	6 30
C.D. Master Painters'	8 20
Mooramel	7 00
Sunshine, white	7 00
Kyanize	8 00
Solpar	4 50
Paripan	11 00
Jasperlac	5 00
Invincible	7 50
Hillcrest	7 00

GLUE	Per lb.
English, sheet	30-32
White pigsfoot	-50
Cake bone, 112-lb. bags	30-32
Hides, 112-lb. bags	35-40
Ground glues, 112-lb. bags—	
English, per lb.	30-32
Canadian, per lb.	27-30

Brantford—	Per case
No. 7, 50 pcks, 1 lb.	$25 00
No. 8, 100 pcks., ½ lb.	28 00
No. 9, 200 pcks., ¼ lb.	35 00

GLASS Per 100 ft.	Single Thick	Double Thick
Under 25	$19 90	$22 90
26 to 34	20 80	24 85
36 to 40	21 80	26 40
41 to 50	23 50	30 00
51 to 60	24 60	30 80
61 to 70	26 50	32 70
71 to 80	29 70	35 40
81 to 85		45 45
86 to 90		48 85
91 to 94		49 80
95 to 100		58 55
101 to 105		65 35
106 to 110		73 10

Discount box glass, Toronto, 60/10%; London, 60/10%.

For Montreal prices see Montreal list.

Cut size sheet glass, 60% off new list; cash 2%.

MONTREAL GLASS LIST

United In.	Star or 16 oz.	Double or 24 oz.
Up to 25	$11 00	$16 40
26 to 40	14 00	20 90
41 to 50	15 00	23 00
51 to 60	16 00	24 00
61 to 70	17 00	25 00
71 to 80		27 00
81 to 84		34 00
85 to 90		36 50
91 to 94		37.25
95 to 100		43.75

Discount box glass, Montreal 50%.

Cut size sheet glass, 60% off list of November, 1919

GLAZIERS' POINTS

Zinc coated, 16½c, ½-lb. pkg.
F.o.b. Montreal, Toronto.

LEAD, WHITE (Ground in oil). Prices are per 100 lbs. in ton lots. Less than ton lots are 35c per 100 lbs. higher than quoted below. F.O.B. Brantford, 50c; London, 55c; Windsor, 60c per 100 **lbs. F.o.b. Toronto and Hamilton, 45c per 100 lbs. F.o.b. Fort William and Port Arthur. 75c per 100 lbs.**

Maritime differential 50c per 100 lbs. over Montreal

	Montreal	Toronto
Anchor, Pure	$14 50	$14 95
Champion, Pure	14 50	14 95
Crown Diamond, pure	14 50	14 95
Green Seal	14 50	14 95
I.V. Perfection	14 50	14 95
Ramsay's Pure	14 50	14 95
Moore's Pure	14 50	14 95
Tiger, Pure	14 50	14 95
O.P.W. Dec. Pure	14 50	14 95
Red Seal	14 50	14 95
O.P.W., English	14 75	15 20
Maple Leaf, pure	14 50	14 95
Elephant Genuine	15 00	15 45

B. B. Genuine Lead, less than tons, Montreal, $16.40, Toronto, $16.85.

LEAD (RED DRY)	Per 100 lbs.
Genuine, 560-lb. casks	$14 00
Genuine, 100-lb. casks	15 00
Less quantity	16 00
Genuine Eng., casks	14 00

F.o.b. Montreal, Toronto.

Lead (red in oil).	
25s	0 24
10s	0 25
5s	0 26
1s	0 29

F.o.b. Toronto, Montreal, Hamilton

LINSEED OIL
For prices see weekly report.

LITHARGE	
Casks, per cwt.	$17 00
Smaller quantities, per lb.	0 20

LIQUID BRONZING	
Bronzing liquid, No. 1	$1.55-$2.15
Banana oil, gal	4 25

F.o.b. Montreal, Toronto

MURESCO	Per 100 lbs. White	Tints
350-lb. bbls.	$7 15	$8 25
200-lbs., half bbls.	8 00	9 10
100-lbs., kegs	8 25	9 35
Cases 20 5-lb. pkgs.	8 80	9 90

F.O.B. Toronto.

OILS—

Fly, Creonoid—	
Barrels, per gal.	0 65
Half-barrels, per gal.	0 70
5s and 10s, per gal.	0 80
1s (1 doz.)	18 00
½ gal. cans, 1 doz. to case	9 00

PAINTS, PREPARED
See weekly report.

Price per gallon, 1 gallon can basis	
Elephant white	$4 35
Sanitone, white	3 85
Sanitone, colors	3 75
C.P. Co., pure, white	4 45
C.P. Co., pure, colors	4 10
C.P. floor paint	3 95
Elephant floor paint	3 70
Victoria floor paint	3 40
B.-H. English, colors	4 10
B.-H. English, white	4 45
B.-H. Fresconette, white	3 85
B.-H. Fresconette, colors	3 75
B.-H. Floor	3 95
B.-H. Porch Floor	4 10
Crown Diamond, white	4 20
Crown Diamond, colors	3 85
Crown Diamond Floor	3 70
Crown Diamond, porch	3 80
Do., Flat Wall Tone, white.	3 85
Do., colors	3 75
Moore's House Colors, white	4 35
Do., House Colors, colors	4 10
Do., Preservo Paint, white.	2 95
Do., colors	2 85
Do., floor paint	3 80
Do., Sani-Flat	3 80
Moore's Porch and Deck Paint	4 10
I.V. Elastica, white	3 95
I.V. Elastica, colors	3 70
I.V. Flatine, int. wall, white	3 85
I.V. Flatine, int. wall, colors.	3 75
Jamieson's Crown Anchor	3 85
O.P.W. Canada Brand, white	4 45
O.P.W. Canada Brand, colors	4 10
O.P.W. Canada Brand, floor.	3 95
O.P.W. Flat Wall, white	3 85
O.P.W. Flat Wall, colors	3 75
Ramsay's Pure, white	4 30
Ramsay's Pure, colors	3 95
Ramsay's floor	3 80
Ramsay's porch	3 95
Glidden's white	4 45
Glidden's colors	4 10
Martin-Senour, 100%, white	4 45
Martin-Senour, 100%, colors	4 10
Martin-Senour, Porch Paint	4 10
Martin-Senour, Neutone, white	3 85
Martin-Senour, Neutone, colors	3 75
Martin-Senour, Floor Paint	3 95
Sherwin-Williams, white	4 45
Sherwin-Williams, colors	4 10
Sherwin-Williams, floor	3 95
Sherwin-Williams, porch paint	4 10
Flat Tone, white	3 85
Flat Tone, colors	3 75
Lowe Bros., H.S., white	4 45
Lowe Bros., H.S., color	4 10
Lowe Bros., hard drying floor	3 95
Mellotone, white	3 80
Mellotone, colors	3 75
Maple Leaf, white	4 45
Maple Leaf, colors	4 10
Maple Leaf, floor	3 95
Pearcy's Prepared, colors	3 60
Pearcy's Prepared, white	4 00
Pearcy's Prepared, floor	3 30

Barrett Products

Everjet Elastic Carbon Paint—	Mont.	Tor.
Barrels, per gal.	0 80	0 80
Half-barrels, per gal.	0 85	0 85
5s and 10s, per gal.	0 95	0 95
1s, per case, doz.	12 00	12 00
Everjet Black Enamel—		
Crates 2 doz., 8 oz.	$1 95	$1 95
Crates 12 doz., 8 oz.	1 70	1 70
1-gal. cans, gal	1 50	1 50
5-10 gal. cans, gal.	1 35	1 35
Barrels-half bbls., gal	1 25	1 25
Carbosota Liquid Creosote Oil—		
Barrels	0 60	0 60
Half barrels	0 65	0 65
5s and 10s, gal	0 75	0 95
1s (case 12 gals.)	8 50	9 50
H., T. & A. Co.'s Creosote Oil—		
Barrels	0 45	
Half-barrels	0 50	
5s and 10s	0 60	

F.o.b. Montreal, Toronto

PARIS GREEN	100-lb. lots
½-lb. paper cartons, per lb.	0 52
1-lb. paper cartons, per lb.	0 50
½-lb. tins, per lb.	0 54
1-lb. tins, per lb.	0 52
25-lb. tins, per lb.	0 48
50 and 100-lb. drums, per lb.	0 46
250-lb. kegs, per lb.	0 44½
600-lb. barrels, per lb.	0 44

Terms, 1% 15, or 30 days net.

F.o.b. Montreal, Toronto, Hamilton, London, Ottawa, Quebec, Moncton, St. John's and Halifax.

Yarmouth and P.E.I. points ¼c per lb. extra.

PUTTY
See Weekly Report.

ROSIN	
Barrels, 100 lbs.	6 00
Less, per lb.	0 09

SHELLAC	Pure white	Pure orange
Per bbl.	$4 45	$3 85
Gal. jugs	4 85	4 25

F.o.b. Toronto, London, Montreal.

SHINGLE STAINS	Ord. Colors	Greens
Solignum	1 25	1 60
Martin Senours	1 40	1 60
Elastica	1 40	1 60
Hillcrest	1 40	1 60

TAR	Mont.	Toronto
Coal Tar, refined	10 25	10 50
Do., crude	9 00	9 25

PAINT AND VARNISH REMOVER	
Taxite, 1 gal. cans	3 60
B.H. Vanisher	3 60
Chalco	3 60
Klensa	3 60
Cumoff	3 60
Dougall Lingerwett	3 60
Takeoff	3 60
O.P.W. Presto	3 60
Solvo	3 60
Varn-off	3 25

VARNISHES	Per gal cans
B.-H. Floor	4 80
B.-H. Maritime Spar	6 03
B.-H. Hard Oil	3 24
B.-H. Gold Medal	4 02
Elastilite	4 50
Granitine Floor Finish	4 50
Hydrox Spar	4 65
C.P.C. Sun Varnish	4 30
C.P.C. Sun Aero Spar	4 50
C.P.C Sun Waterproof Floor	4 40
I.V. Elastica, No. 1	5 74
Do., No. 2	5 25
Do., Floor	4 88
Jasperite Interior and Exterior	3 75
Jasperite Indestructo, floor	3 75
Jasperite Pale Hard Oil	2 75
P. & L. No. 61	5 06
Jamieson's Copaline	4 97
M-S Marble-Ite Floor	4 87
M-S Wood-Var	4 87
M-S Durable Spar	5 78
M-S Finest Interior	5 23
Moorlastic Floor	4 25
T. 45 Floor	3 50
Moorvar Interior	3 25
Moore's Spar	5 00
Elastic Interior	3 45
Mar-not	4 40
Quick Action House	2 66
Rexspar	5 64
Scar-Not	5 13
Solpar, Spar Marine	6 00
Solpar House Spar	4 50
Solpar Floor	4 50
Solpar Interior	3 50
Kyanize Spar	5 15
Kyanize Cabinet Rubbing	4 85
Kyanize Interior and Floor	4 85
Luxeberry light	4 75
Luxeberry granite	4 90
Luxeberry spar	5 62
Ramsay's Universal	3 75
Ramsay's Agate Floor	3 95
Ramsay's 400 Hard Oil	3 25
Ramsay's, No. 720	3 00
Crown Diamond Floor	4 25
"C.D. Big 4" Exterior	5 00
"C.D. Big 4" Interior	4 50
"C.D. Big 4" Floor	4 40
C. D. General Purpose	4 15
C. D. Furniture	2 05
Dougall Univarnish, clear	5 40
Dougall Transparent, spar	6 00
Dougall Transparent, floor	5 26
Copalite	4 00

F.o.b. Montreal, Toronto.

WATER PAINTS	
Rockface, bbls., 250 lb.	0 05
Opalite, 300 lb. bbls.	0 13½
Opalite, 100 lb. kegs	0 14½
1 gal. packages, per pkg.	0 75
½ gal. package, per pkg.	0 40

WATER PAINTS (per 100-lbs.) 5-lb. pkgs.	White	Colors
Decotint	9 50	9 50
Coralite	9 50	9 50
Perfecto	8 50	9 50
Solpar	8 80	9 90
C. D. Wall Coating, white	8 75	
Do., colors	9 25	

WASTE	
Cream, Polishing	0 22

WHITE			
XXX	0 21	XXX	0 18½
XX	0 19½	XX, grad	$ 17½
X	0 17½	XLCR	0 16½
XC	0 16½	X Empire	0 15
		X Press.	0 13½

COLORED			
		Fancy	0 15
No. 1	0 14½	Lion	0 13½
No. 7	0 13½	Standard	0 12
No. 1A	0 12½	Popular	0 10½
No. 1B	0 11½	Keen	0 09

Above lines subject to trade discount for quantity.

WAX	
B.H. Wax	0 50
Berry Bros.	0 70
Imperial Floor Wax	0 40
Anchor	0 33
O.P.W. Lion Brand	0 50
Old English	0 67
Johnson's	0 67
Jamieson's liquid wax, gal.	3 50
Ramsay's	0 45
Martin-Senours	0 58
I.V. Wax	0 59
Sherwin-Williams	0 60
Solpar	0 40
Sturgeon French Polish	0 60
Crown Diamond	0 45
Hillcrest	0 45

F.o.b. Montreal and Toronto.

WHITING	
Gilders, bolted, in bbls.	3 25

Stocks very light, prices nominal.

WOOD ALCOHOL	Per gal
In five gallons	$2 75
Methylated Spirits	1 90-2 55

F.o.b. Montreal, Toronto, London

GLASS

GLASS—We are receiving regularly large quantities of Belgium glass. We stock or manufacture Plate, Bevelled Plate, Mirrors, Figured, Leaded, Wired and Prism Glass.

DELIVERIES—We can make immediate deliveries or spring import shipments.

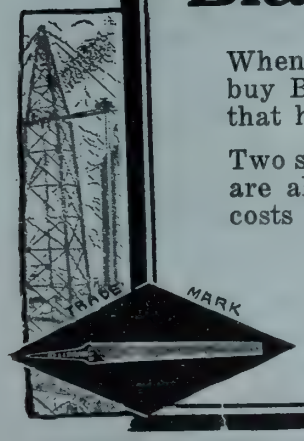
PRICES—At a time when you want to buy at the lowest prices we urge you to place your orders with us. Our prices are attractive.

Write, Phone or Wire for Prices

HOBBS Manufacturing Company, Limited

MONTREAL TORONTO LONDON WINNIPEG

Black Diamond for Cutting



When you buy a file, you buy cutting service. For extra cutting value, buy Black Diamonds. Made since 1863 to a standard of file quality that has won highest honors at expositions and at the bench.

Two simple steps will lead to better filing except where Black Diamonds are already used. Our catalog is free for the asking. A shop trial costs nothing and will show convincing results.



Established 1863

Black Diamond File Works

G.& H. Barnett Company 1078 Frankford Ave. Philadelphia, Pa.

Owned and Operated by Nicholson File Co.

Window Glass

Also Plate, Figured, Bent, and Ornamental Glass

RED S

Stained, Wired, Mirror

Order Early

The Toronto Plate Glass Importing Co., Limited

Don Roadway **Toronto**

If interested tear out this page and place with letters to be answered.

Winnipeg Hardware Quotations

AMMUNITION
Powder, per keg, $11.00.
Soft shot, per cwt., $15.50; chilled, $17.00; buckshot, $16.30; ball, $16.70.

AMMUNITION, DOMINION

	Blk. List	Lesmok List	Smkless List
BB 'aps	.....	.....	$ 7 00
22 Short	.....	$10 00	10 70
22 S. Mush.	.....	.....	11 50
22 Long	.....	12 00	15 00
22 L. Mush.	.....	.....	16 00
22 L.D. do.	.....	.....	18 70
22 L. Rifle.	.....	14 00	17 50
25 Short	$23 50	.....	.....
32 Short	23 50	.....	70 00
25/20	.....	.....	70 00
25 Colt Auto	.....	.....	53 00
30 Mausey	.....	.....	91 00
32 S. & W.	.....	.....	42 00
32 S. Colt	33 50	.....	.....
32 Colt Auto	.....	.....	63 00
32/30	.....	.....	70 00
38 S. & W.	.....	.....	54 50
44 G. Getter	.....	.....	66 50
44/40	.....	.....	84 00
455 Target	.....	.....	85 00
250 Sav. H.P.	.....	.....	160 00
280 Ross	.....	.....	209 00
25/35	.....	.....	125 50
30/30	.....	.....	144 50
303 Savage.	.....	.....	144 50
303 British.	.....	.....	190 00
32/40	.....	.....	121 50
32 Special.	.....	.....	144 50
32 Rem. Rim.	.....	.....	144 50
33 Win.	.....	.....	190 00
35 Rem. Rim.	.....	.....	159 50
351 Self Ldg.	.....	.....	121 50
38/55	.....	.....	152 00
45/70-405	133 00	.....	.....

Jobbers' Discount on Winchester and Savage Ammunition, 40%; U. M. C., 40% off Dominion List.
Dominion Amunition — Discount 30/20% off Dominion List.

ANVILS
Peter Wright, 60 to 69 lbs., 31c a lb.; 70 to 79 lbs., 30c; 80 lbs. and over, 29c.
Farriers Clip Horn, 30c a lb.
Norris, 90 lbs. and over, 16c.

AUGER BITS
Standard List Prices per Dozen.

3/16	$6 00	18/16	$12 00
4	5 00	19	14 00
5	5 00	20	14 00
6	5 00	21	16 00
7	5 00	22	16 00
8	5 00	23	18 00
9	6 00	24	18 00
10	6 00	35	21 00
11	7 00	26	21 00
12	7 00	27	24 00
13	8 25	28	24 00
14	8 25	29	27 00
15	9 50	30	27 00
16	9 50	31	30 00
17	12 00	32	30 00

Discounts from standard list prices.
Irwin ..... 40% on list
Gilmour ..... 10% on list

AXES

Single Bit	$17 50	$19 00
Double Bit		24 50
Broad Axes		60 00

AXES, BENCH

No. 2	$22 00
No. 3	24 75
No. 4	26 95
No. 5	29 70
No. 6	33 00

BAR IRON
Round and square.—3-16 in., ¼ in., and 5-16 in., $7 base. Round and square over 2 in.. up to and including 2 ¾in., and flats over 1 in. x 4 in. up to 6 in. wide, $6.40 base. Rounds over 2¾ in. to 6 in., $6.90 base. Swedish iron, $8; sleighshoe steel, $6.25; spring steel, $6.50; machinery steel, $8.

BARS, CROW, $12.00 per 100 lbs.;

BELT LACING
In sides, tanned, $2.50 per lb.; cut, $3.00 per lb.; rawhide, sides, $2.50; cut, $3.00.
Blue Stone (Vitriol), 11½c.

BELTING
Rubber, 6 in. and under 54%; over 6 in., 47%.
Agricultural or No. 1 leather belting, 15 10-10% off list.
Standard, 15-10% off list. Extra 15%.
The "double' 'list is just twice the

BOARD, BEAVER Per M ft.
1,000 ft. to 5,000 ft..... $51.50

BOILERS, RANGE
30-gal., each 15 00

BOLTS—
Carriage, ⅝ in. and smaller, up to 6 in., 15%; over 6 in., net list; 7-16 in. and larger, 5%; Machine, ⅜ in. and under, up to 4 in., 32½%; over 4 in., 5%; 7-16 in. and over, 10%; machine set screws, 25%; plough bolts, 12½%; stove bolts, 60%; shaft bolts, 5% adv.; tire bolts, 40%; sleigh shoe bolts, 5% adv.

BORAX Borax, per lb., 14c.

BUTTS
Plated—No. 241 Antique Copper and Dull Brass Finish.

	Per pr.
2½ x 2½ in.	0 45
3 x 3 in.	0 46
3½ x 3½	0 47
4 x 4 in.	0 59
4½ x 4½ in.	0 88
5 x 5 in.	1 55

Wrought Steel—

No. 800	net prices
No. 804	net prices
No. 838	net prices
No. 840	net prices

CARPET FELT Per Roll

16 oz.—50 lbs.	4 70
20 oz.—54 lbs.	5 90

CHAIN
Coil, Elec. Weld, 3-16 in., $19.25; ¼ in., $17.75; 5-16 in., $15.55; ⅜ in., $13.55; 7-16 in., $13.20; ½ in., $12.85; 9-16 in., $12.85; ⅝ in., $12.15; ¾ in., $11.90.
B.B. Short Link—3-16 in., $17.75; 7-16 in., $15.40; ½ in., $15.75; 9-16 in., $15.75; ⅝ in., $14.15; ¾ in., $13.95; ⅞ in., $13.35; 1 in., $13.15.
Logging—¼ in., $21.15; 5-16 in., $17.95; ⅜ in., $15.95; 7-16 in., $15.60; ½ in., $15.25.

CHIMNEYS, LAMP
A, crimp top, per doz., $1.85; B, per doz., $2.15; Rochester plain top, per doz., $2.70.

CHOPPERS, FOOD
Universal, No. 0, $2.30; No. 1, $3.15; No. 2, $3.75; No. 3, $5.00.

CHURNS
Power—No. 0, $13.20; No. 1, $13.20; No. 2, $14.40; No. 3, $15.60; No. 4, $20.40.
Hand — No. 0, $10.80; No. 1, $10.80; No. 2, $12.00; No. 3, $13.20; No. 4, $15.60.

CLEVISES, MALL. 21c per lb.

CLIPPERS, HORSE Each

Stewart, No. 1	$10 88
Hand, Newmarket	3 50

CLOCKS—Alarm

	Each
Big Ben	$4 05
Baby Ben	4 05
America	1 95
Sleepmeter	2 75

CLOTHES LINE WIRE Doz.

50 foot	$4 50
100 foot	8 00

COPPER
Sheet and planished copper, 60c per lb. Tinned, 55c.

CORD SASH
Coils or Hanks.
8, 9, 10 ..... $0 60 lb.

DRILLS
See Eastern list.
Bit stock discount 40%
Blacksmiths' ½ inch shank... 25%
Straight shank 25%
Do., wire 25%
Taper shank 25%

EAVETROUGH
Eavetrough, per 100 ft., 8 in., $7.20; 10 in., $7.88; 12 in., $9.00; 15 in., $13.05.
Conductor pipe, 2 in., per 100 ft., $9.00; 3 in., $10.80; 4 in., $13.73; 5 in., $18.90.

ENAMELWARE
See Wares.

FILES
Globe ..... Discount 50/5%
Nicholson Gen. ..... Discount 30%

FITTINGS—Malleable

Class A	50%
Class B and C, off new list.	60%
Bushings	10%
Unions, "Dart"—	
¼ to 2-in.	15%
⅛, 2½, 3½ and 4-in.	5%
Nipples, 4 in. and under	45%

FRY PANS Each

Cast iron, No. 8	$1 05
No. 9	1 15

GALVANIZED WARE
See Wares.

GLASS, WINDOW Single Double

Up to 25-in.	$ 8 00	.....
26 to 40 in.	9 72	14 68
41 to 50 in.	10 48	15 84
51 to 60 in.	10 80	16 32
61 to 70 in.	11 20	16 92

GLASS (Plate)
20%.

GLOBES, LANTERN Doz

Cold Blast	$1 75
Short	1 75
Genuine Ruby	5 00

GRIDDLES, PANCAKE

Round, No. 1	$1 05
No. 2	1 15
Oblong, No. 8L	1 10
No. 9L	1 25
No. 8	1 90

GRINDSTONES
price of "single."
Per 100 lbs., $3.75.
Mounted on steed frames, $7.75 to $10.25.

HARVEST TOOLS. 50% and 10%.

HAMMERS— Adze-Eye, Plain Doz.

No. 0, 1½ lb.	$20 20
No. 1, 1¼ lbs.	19 05
No. 1½, 1 lb.	18 95
No. 2, 13 oz.	18 50
No. 22, 1¼ lbs.	15 00
No. 21, 1 lb.	13 65

Bell Face Doz

No. 61, 1¼ lbs.	$19 05
No. 61½, 1 lb.	18 95
No. 62, 13 ozs.	18 50
No. 65, 1¼ lbs.	15 00
No. 64, 1 lb.	13 65

HAMMERS, MACHINISTS' Doz.

No. 30 up to and including	
No. 1	$18 85
No. 1½	16 15
No. 2	18 50
No. 2¼	20 20

HAMMERS, MASONS'
No. 43, 5 lb. and over, $23 per cwt.

HAMMERS' STRIKING
Double face, No. 38, 5 lbs., $17.00. per cwt.

HINGES—Net prices.
Light Strap.—3 in., 93c per doz. prs.; 4 in., $1.13; 5 in., $1.27; 6 in., $1.60; 8 in., $2.33; 10 in., $3.27.
Light Tee—3 in., 93c per doz. prs.; 4 in., $1.00; 5 in.. $1.20; 6 in., $1.40; 8 in., $1.67; 10 in. $2.27.
Heavy Strap.—4 in., $2.25 per doz. prs.; 5 in., $2.80; 6 in., $3; 8 in., $4.05; 10 in., $6.90; 12 in., $8.40; 14 in., $9.90.
Heavy Tee—4 in., $2 per doz. prs.; 5 in., $2.40; 6 in., $2.75; 8 in., $3.15; 10 in., $5.40; 12 in., $8.80; 14 in., $9.20.
Corrugated Strap—4 in., $1.80 per doz. prs.; 5 in., $2.35; 6 in., $3.20; 8 in., $4.90; 10 in., $7.50; 12 in., $11.30.
Corrugated Tee—4 in., $2 15 per doz. prs.; 5 in., $3; 6-in., $3.50; 8 in., $5.90; 10 in., $8.85.
Screw Hook and Strap.—6 in., $4.45 per doz. prs.; 8 in., $4.95; 10 in., $6.60; 12 in., $7.20; 15 in., $7.75; 18 in., $11.35; 21 in., $12.75; 24 in., $16.50.

HORSESHOES
Iron, No. 0 to 1, $9.95; No. 2 and larger, $9.70; snowshoes, No. 0 to No. 1, $10.20; No. 2 and larger, $10.05; hand drilled, No. 0 to 1, $17.50; No. 2 and larger, $17; toe weight, $11.95.

HOSE, GARDEN

	3-ply	Per 100 ft Multiped
½ in.	$13 50	$21 00
⅝ in.	15 50	.....
¾ in.	17 50	28 00

IRON, GALVANIZED

	Apollo and "Fleur Premier de Lis"
10¾ oz. or 28 Eng.	$12 05
28 Am. or 2 6Eng.	11 65
26 Am. or 26 Eng.	11 05
22	10 90
22	10 90
18 and 20	10 75
16	10 60

IRONS, SAD
Common Sad Iron, 6 and over, 18c per lb.; 4 and 5 lbs. 20c per lb.
Mrs. Potts' No. 55, set $2 60
Mrs. Potts, No. 50, set 2 70
Mrs. Potts' common sad iron handles, $2.40 dozen. Mrs. Potts' improved, $3.00 a dozen.

JACKSCREWS
15% on list.

KNIVES—HAY

Heath's	$17 50
Lightning	17 50

LADDERS, STEP
Common, 4 ft., $1.85; 5 ft., $2.15; 6 ft., $2.55; 7 ft., $3; 8 ft., $3.50; 10 ft., $4.75.

LADDERS, EXTENSION
20 to 32 ft., per ft., 37½c; 36 to 40, 41c.

LANTERNS
Cold Blast

No. 2, Japd.	16 50
No. 2, Coppd.	19 25
No. 2, plain	15 75
Short Globe, doz.	15 75

LATCHES—THUMB, STEEL Doz.

102	$2 40
103	2 45
104	2 85
Barn Door	
5	3 85
8	4 25
9	6 50

LEAD PIPE, $12.06.

LEAD WASTE, $12.96.

WHITE LEAD
Decorators' pure, 25 lb. drums, $16.10 per 100 lbs.

LINSEED OIL
See weekly report.

MACHINES—WASHING Each

Dowswell	$ 9 00
New Century	16 30
Canadian	9 00

MATTOCKS
Pick, $14.25; cutter, $14.25.

MOPS

O-Cedar, No. 1	$16 00
O-Cedar, No. 3	16 00
Self-wringing	6 70
Mop Handles	2 10

MOWERS—LAWN

	12 in.	14 in.	16 in.
Woodyatt	$ 12 00	$12 75	
Empress	14 25	15 00	
Daisy	8 75	9 50	
Star	7 40	7 85	
K—3-blade	9 60	10 25	10 60
C—4-blade	10 70	11 25	11 75
BB—4-bld.	12 45	13 00	13 65

NAILS
Wire, f.o.b. Fort William, $5.55 base; Winnipeg, $6.20. Cut f.o.b. Winnipeg, $7.75.

NAILS, HORSE, 25-lb. Box

	MRM	Capewell	New Peerless
No. 4			$7 75
No. 5	$5 25	$7 00	5 75
No. 6	5 00	6 75	5 50
No. 7	4 75	6 50	5 25
No. 8	4 75	6 25	5 00
No. 9	4 00	6 00	4 75

"Save the surface and you save all", Paint & Varnish



"Save the surface and you save all", Paint & Varnish

Wa-Ko-Ver Stain
Beautifies All Woodwork

Not only does it beautify, but it wears like iron. You will find it pays in future sales always to recommend Wa-Ko-Ver Stain whenever your customers have worn floors or scratched woodwork to renovate. It restores the freshness of the floors or woodwork, pleases your customers, and makes permanent business for you. The established reputation of this effective, serviceable stain makes it a pleasure to sell. Good displays in your windows, on your counters, or other conspicuous places, remind visitors to your store, and people that would otherwise be "passers-by" of their need for Wa-Ko-Ver Stain. This sales-maker will handsomely reward a little sales-effort on your part.

Write Us For Reasons Why You Should Handle This

G. F. Stephens & Co., Limited

Paint and Varnish Makers

Winnipeg **Calgary** **Edmonton**

If interested tear out this page and place with letters to be answered.

Winnipeg Hardware Quotations—Continued

NETTING—POULTRY

1 in. mesh x 24 in.	$6 61
30 in.	8 92
36 in.	10 54

NUTS

Square, small lots, blank, $4.50; tapped, $5.00 advance on list; Hexagon, small lots, blank, $4.75; tapped, $5.25 advance on list; case lots all styles, 1c less than above.

OAKUM

Clipper, spun, bale 50 lbs.	$11 50
Clipper, unspun, bale, 50 lbs.	....
Plumbers, bale 50 lbs.	7 00

OILS—	Gallon
Kerosene	0 34
Gasoline	0 47
Black (summer)	0 36
Black (winter)	0 36½
Imperial kerosene tractor	1 35
Capital cylinder	1 00½
Castor machine	0 60½
Imperial gas engine	0 65
Discount 10%.	
Polarine	1 35
Polarine A	1 35
Polarine heavy	1 35
Gargoyle Mobile A	1 68½
Gargoyle Mobile B	1 93½
Gargoyle Mobile BB	1 88½
Gargoyle Mobile D and Arctic	1 53½
Fuel oil	On application
Discount 25%.	
Wm. Penn Motor, medium	1 53
Do., heavy	1 58
French C, medoum	0 85
French A, heavy	1 20
Transmission, No. 1	0 75
Steam cylinder, No. 650C	1 10
Volunteer, reg. gas engine	0 60
Century caster machine	0 55
Melrose Harvester machine	0 70
25% and 10%.	

PAINTS, PREPARED

See weekly report.
(1 gallon can basis)

Stephens' white	$4 60
Stephens' colors	4 25
Stephens' floor	4 10
Silkstone white	4 00
Silkstone colors	3 90
Stephens' barn	2 35
Stephens' barn, extra color	2 55
Lion white	4 60
Lion colors	4 25
H.D. floor	4 10
Velvetone white	4 00
Velvetone tints	3 90
Ramsay's white	4 45
Do., colors	4 10
Dultone, White	4 00
Do., colors	3 90
Martin-Senour, white	4 60
Senour's floor	4 10
M.S. Neutone, white	4 00
M.S. Neutone, colors	3 90
M.S. Red Schoolhouse	2 50
M.S. Standard Barn	1 37

PAPER, BUILDING

Dry Fibre, No. 1	$1 25
Sunrise	1 10
Anchor, tarred	1 45
O.K. tarred	1 45
Tarred Felt	6 75

PICKS, CLAY

5-6 lb., $12.25 doz.; 6-7 lb., $13.25 doz.; 7-8 lb., $14.25 doz.

PIPE, WROUGHT

Per 100 ft.	Blk.	Galv.
⅛ in.	$ 6 21	$ 8 69
¼ in.	5 67	8 01
⅜ in.	5 85	8 19
½ in.	7 88	9 54
¾ in.	9 72	10 02
1 in.	14 40	17 78
1¼ in.	19 44	24 03
1½ in.	23 27	28 80
2 in.	31 32	38 70
2½ in.	50 76	63 00
3 in.	66 60	81 90
3½ in.	83 70	103 05
4 in.	99 90	122 40
4½ in.	118 80	146 70
5 in.	138 60	171 00
6 in.	180 00	221 40

PLASTER PARIS, per bbl. $6 00

PLATES, CANADA

18 x 21, per box, ordinary, $11.50; 18 x 24, ordinary, $11.50; 20 x 28, ordinary, $11.75.

POLISH

	Liquid Veneer Doz.	O-Cedar Doz.
4-oz.	$ 2 40	$ 2 40
12-oz.	4 80	4 80
1-quart	10 00	12 00
½-gal.		20 00
1-gal.	28 08	28 00

PULLEYS, CLOTHES LINE

	Doz.
No. 58, jap. 5" wheel	$4 90
No. 158, gal. 5" wheel	5 10

PUMP OILERS, GENUINE CANNON

No. 1, $18.50 doz.; No. 3, $21 doz.; No. 2½, $23.50.

PUMPS

Pitcher spout, No. 1, $3 each; No. 2, $3.55 each; No. 3, $3.80 each; No. 4, $4.60 each.

PUTTY

100-lb. irons	$7 20
25-lb. irons, per cwt.	7 80
1½-lb. tins	0 14½

RIVETS AND BURRS

Iron rivets, 30%; copper, No. 8, 42½c; No. 10, 46c; No. 12, 49¼c.

ROPE

British Manila—¼ in., 5-16 in., 24½c; ⅜ in., 24c; 7-16 in., ½ in., 9-16 in., 23½c.; ⅝ in., 23c; ¾ in. and larger, 22½c.

Pure Manila.—¼ in., 5-16 in., 29¾c.; ⅜ in., 29¼c; 7-16 in., ½ in., 9-16 in., 28¾c; ⅝ in., 28¼c; ¾ in. and larger, 27¾c.

Sisal—¼ in., 5-16 in., 22¼c; ⅜ in., 21¾c; 7-16 in., ½ in., 9-16 in., 21¼c; ⅝ in., 20¾; ¾ in. and larger, 20¼c.

Lath yarn, 20¼c.

Cotton Rope—3-16 in., 55c; ¼ in. and up, 54c.

SANDPAPER—

	B. & A. Quire	B. & A. Ream	Star Quire	Star Ream
00, 0	$0 41	$ 7 10	$0 43	$ 7 [illegible]
½	0 43	7 55	0 43	7 [illegible]
1	0 48	8 55	0 45	8 [illegible]
1½	0 52	9 95	0 50	9 [illegible]
2	0 58	11 50	0 60	11 [illegible]
2½	0 75	13 25	0 80	14 65
3	0 85	15 10	0 90	16 70

SASH BALANCES (Caldwell)
50% on list.

SAWS, BUCK

Happy Medium, $17.25; Watch Spring, $17.50; Lance Tooth or Lightning Blades, $20.00.

SCREWS

Bright iron round head, 65%; flat head, 67½%; oval head, 65%; round head, brass, 52½%; flat head brass, 55%; coach, 25%.

Set Screws, 5%. Cap Screws, 15%.

SCYTHES—	Doz.
Bramble	$.....
Bush	20 50
Excelsior	....
Cast	20 00

SHOVELS AND SPADES

Shovels—Fox and Olds, D.H., Sqr. Pt., $16.25 per doz.; D.H., Rd. Pt., $16.25; L.H. Sq. Pt., $16.25; L.H. Rd. Pt., $16.25; Bulldog & Jones, D. H., Rd. Pt., $20.20; D.H., Sq. Pt., $19.85; L.H., Rd. Pt., $19.85; L.H., Sq. Pt., $19.85. Black Cat and Moose & Jones Scoops—No. 4, $23.60; No. 6, $24.35; No. 8, $25.05.

SLEDGES, BLACKSMITHS'

No. 37, 5 lbs. and over, $20.25 per cwt.

SNATHS

No. 2 loop	$17 25
Bush	19 50

STEEL SHEETS, BLACK

10 gauge	$8 30
12 gauge	8 30
14 gauge	8 35
16 gauge	8 45
18-20 gauge	8 95
22-24 gauge	9 00
2½ gauge	9 05
28 gauge	9 40

STANDS	Each
Washtub, Reverse Drip	$4 15
Range boiler, 12 in.	1 50

SWEEPERS — CARPET

See list in regular "Current Market Quotations" Column, f.o.b. factory, Niagara Falls, Ont.

SWEEPERS — VACUUM	Doz.
Grand Rapids, nickeled	$109 00
Household, japanned	97 00
Superba, nickeled	123 00

F.O.B. jobbers' warehouses, Winnipeg.

SOLDER, per lb., 31c to 32.

SPIKES — BOAT

Pressed, ¼ in., $10.80; 5-16, $10.05; ⅜ in., $9.25; ½ in., $9.

STAPLES

Bright iron, $6.05; Fort William, $6.70, Winnipeg; galvanized staples, ... Fort William .... Winnipeg.

STEEL

Sleighshoe, $6.55 base per cwt.; plow, common, $12; crucible plow, $16.00; angle, $7.00; harrow, $6.55 base; cast, octagon tool steel, 20c base; square tool, 20c base; spring, $6.00; tire, $7.50. Mild, 3-16, ¼, 5-16, $7.00 base. Round, square flat, up to and including ¼, ⅝ to 2 in., $5.95 base. Round and square, over 2 in., and including 2¾ in., flat over ¼ and up to 6 in. wide, $6.40 base; round over 2¾ in. to 6 in., $6.90 base. Band steel, $5.95 base.

STEEL HOOPS

½ in., $8.35; ⅝ in., $8.00; ¾ in. $7.40; ⅞ in., $7.10; 1 in., $7.00; 1¼ in., $6.90; 1½ in., $6.80.

STEEL SQUARES

10% on list.

TACKS. Carpet, 65% off list.

TIES. Cow. ....

TIN AND TERNE PLATE—

20 x 28 I.C. box	$26 25
20 x 28 I.X. box	29 50
20 x 33 I.C. box	32 50
20 x 33 I.X. box	36 50
Terne plates	24 00

TRAPS, GAME—	Doz. Victor	H.& N.	Jump
No. 0	$2 40	$....	$...
No. 1	2 85	5 20	3 85
No. 1½	4 35	7 85	5 70
No. 2	6 00	11 00	9 00
No. 3	10 15	14 70	12 30

TUBS—	Wood	Fibre
No. 0	$25 55	$31 55
No. 1	22 20	27 05
No. 2	19 00	22 50
No. 3	16 80	19 10

TURPENTINE

See weekly report.

TWINE (WRAPPING)	Lb.
Cotton, 3-ply, cones	$0 48
Cotton, 3-ply, balls	0 50
Cotton, 4-ply, cones	0 52
Cotton, 4-ply, balls	0 55

VARNISHES—

Stephens' Luminette, gal.	$4 00
Stephens' Exalite, gal.	4 75
Lion Brand Color Varnish, per gal.	4 50

WARES, ETC.—

Scotch Grey Graniteware.

Colonial Imperial, Pearl, list plus 2½% advance.

Premier, Canada, Diamond, plus 40%

Whitewear, 22½% off.

Japanned Ware, list, plus 45%

Japanned Ware, white, list plus 57½%

Japanned Sprinklers, list plus 45%.

Stamped Ware, plain, 20-10-2½% discount.

Stamped Ware, retinned, 15-5-5%

Pieced Tinware, ordinary, list plus 90%

Pieced Tinware, copper bottoms, list plus 105%

Sheetiron Ware, list plus 72½%.

Light Galvanized Pails, plus 72½%

Tubs—
Light, plus 72½%
Heavy, 62½%
Pails and Tubs, plus 72½%
Jap. Coal Hods, list plus 92½%
Galvanized Coal Hods, list plus 102½%

WASHERS—

Size	Case lots	Less
3-16 in.	$16 90	$17 40
¼ in.	13 92	15 42
5-16 in.	14 04	14 54
⅜ in.	13 05	13 55
7-16 in.	12 28	12 78
½ in.	11 84	12 34
9-16 in.	11 73	12 23
⅝ in.	11 62	12 12
¾ in.	11 51	12 01
⅞ in.	11 40	11 90
1 in.	11 40	11 90
1⅛ in.	11 40	11 90
1¼ in.	11 62	12 12
1⅜ in.	11 62	12 12
1 7-16 in.	11 62	12 12
1½ in.	11 62	12 12

WASTE

Cream, polishing	0 24½

WHITE

XXX Extra	$0 21
XX Grand	0 20
XLCR	0 19
X Empire	0 17½
X Press	0 16

COLORED

Fancy	$0 17½
Lion	0 16
Standard	0 14½
Popular J	0 13
Keen	0 11½

Above lines subject to trade discount for quantity.

WEIGHTS, SASH	Per 100 lbs.
Sectional	$7 50
Solid	7 00

WELL WHEELS	Doz.
Cast, covered, 8 in.	$11 60
Cast, plain, 10 in.	15 60
12 in.	18 85
14 in	24 00

WHEELBARROWS	Each
U. S.	$ 6 60
General purpose	7 90
Stone	13 75
Navvy, doz.	105 00

WIRE — BARB

Lyman, 4-point, $5.65 Winnipeg; Glidden Cattle, 2-pt., $5.45 Winnipeg; Baker, 2-pt., $5.35 Winnipeg; plain twist, cwt., Winnipeg, $7.00 100 lbs.; galvanized, Winnipeg, No. 9, $7.80; No. 12, $8.05; coil spring, plain, Winnipeg, No. 9, $7.85; No. 12, $8.10.

Patented screen in 100-ft. rolls. $3.50 per 100 sq. feet.

WIRE — PLAIN

Bale ties, 14-gauge, single loop, $7.90 Winnipeg, $7.25 Fort William.
Brass snare wire, per lb., 90c

WIRE — ANNEALED

No. 9, $6.75; No. 10, $6.81; No. 12, $6.95; No. 14, $7.15; No. 15, $7.30; No. 16, $7.45, per 100 lbs.

WRENCHES — NUT

Agricultural—	
6-inch	$ 9 00
8-inch	10 80
10-inch	12 60
12-inch	16 20
15-inch	21 60
Perfect Handle—	
6 inch	15 00
8 inch	17 50
10 inch	....
12 inch	....
15 inch	....
18 inch	....

WRENCHES—PIPE

Trimo—30% off list.
Stillson—30% off list.

	— Dozen— Black	N. P.
Always Ready		
No. 1	$4 60	$ 5 00
No. 2	6 30	6 75

WRINGERS, CLOTHES	Doz.
Universal	$49 50
New Eze	82 50
Regent	75 00

The Trade Mark behind the "Hardware House of Quality"

DIAMOND A BRAND — ASHDOWN'S GUARANTEE

The Largest Wholesale Hardware Dealers in Canada

Duro Aluminum Ware

Makes Friends with the Housewife

Duro Aluminum Ware, "Just a Little Better," is a distinctive, sales-making line. This reliable Aluminum Ware is not sold by mail order houses or peddlers, but can be ordered direct from The J. H. Ashdown Hardware Co., Limited, the authorized Western Agents.



Tea Kettle

Cover, 5½ in. over all, dome-shaped with ebonized knob. Handle, flat steel, heavily retinned, with ebonized wood grip. Ears have notched handle rest to prevent handle from contact with kettle and becoming hot. Handle will stand erect when desired. Opening at end of spout large enough to fill from faucet without removing cover. Spouts are welded to the body.



Casserole

Equipped with 3-quart aluminum insert, 8 inches diameter with aluminum cover, handsomely finished and strongly made. A necessity on every housewife's table.



Convex Kettle

Large ears have notched handle rest to prevent the bail from contact with the kettle and becoming hot. Bail can also be locked in upright position when desired. Closely turned bead to prevent dirt and grease from entering. Raised bottom centres to avoid burning and prevent warping. Heavy Wire Bails. Inset Cover. Polished Finish. Inside X-Ray Finish.



Double Boiler

Both container and inset have heavy rolled edge. Inset can be used as a regular sauce-pan on account of improved pattern and the container as a convex sauce-pan. Cover made exceptionally heavy and fits either pan. Polished finish. X-ray inside finish.



Saucepan

Cool Steel Handles, heavily retinned, attached to pan with three rivets, which are not countersunk, and grip the utensil firmly and securely. Closely turned bead, to prevent dirt and grease from entering. Raised bottom centres to avoid burning and prevent warping. Polished Finish. Inside X-Ray Finish. Inset Cover.



Preserving Kettles

Ears have notched handle rest to prevent the bail from contact with the kettle and becoming hot. Bail can also be locked in upright position when desired. Closely turned bead to prevent dirt and grease from entering. Raised bottom centres to avoid burning and prevent warping. Tipper handle is attached with strong rivets and has hole for hanging. Polished Finish. Inside X-Ray Finish.

The J. H. Ashdown Hardware Co., Limited

Winnipeg, Canada

Calgary **Saskatoon**

If interested tear out this page and place with letters to be answered.

THE BUYERS' GUIDE

If what you want is not here, write us, and we will tell you where to get it. Let us suggest that you consult also the advertisers' index, facing the inside back cover, after having secured advertisers' names from the directory. The information you may desire may be found in the advertising pages. This department is maintained for the benefit and convenience of our readers. The insertion of advertisers' headings is gladly undertaken, but does not become part of any advertising contract.

ABRASIVES
The Carborundum Co., Niagara Falls, N.Y.
Canadian Hart Products Ltd., Hamilton, Ont.

AGRICULTURAL PRODUCTS
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

AIR COCKS
James Morrison Brass Mfg. Co., Ltd., Toronto.

ALABASTINE
The Alabastine Co., Ltd., Paris, Ont.

ALUMINUM
British Aluminium Co., Toronto.
Canada Metal Co., Toronto.
A. C. Leslie & Co., Montreal.

ALUMINUM CASTINGS
The Toronto Lock Mfg. Co., Toronto.

ALUMINUM WARE
The Aluminum Goods Mfg. Co., Manitowoc, Wis.
The Aluminum Specialties Co., Ltd., Toronto.
The Aluminium Ware Mfg. Co., Oakville, Ont.
Buncher & Haseler, Ltd., Birmingham, Eng.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Landers, Frary & Clark, New Britain, Conn.
McLain, The Louis, Co., Toronto.
Napper & Davenport, Birmingham, Eng.
W. D. Shambrook & Co., Hamilton.
The Veribest Aluminum Co., Ltd., Toronto, Ont.
E. T. Wright & Co., Limited, Hamilton, Ont.

AMMUNITION
Caverhill, Learmont & Co., Montreal.
Dominion Cartridge Co., Montreal.
Dupont Powder Co., Wilmington, Del.

ANCHOR BOLTS
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

ANVILS
Thos. Davidson Mfg. Co., Ltd., Montreal.

ARMS
Colts Patent Fire Arms, Hartford, Conn.
The Fraser Co., Agents B.S.A., Montreal, Que.
Iver Johnson Arms & Cycle Works, Fitchburg, Mass.
Savage Arms Corpn., Utica, N.Y.

ART GLASS
Hobbs Mfg. Co., Montreal, Que.
Ontario Plate Glass, Ltd., The, Hamilton, Ont.
The Toronto Plate Glass & Importing Co., Toronto.

ASBESTOS
Wm. J. Brown, Montreal, Que.

AUTO ACCESSORIES, EQUIPMENT AND SUPPLIES (JOBBERS)
Hyslop Bros., Toronto.
Towe & Towe, London, Ont.
Samuel Trees & Co., Ltd., Toronto.

AUTO ACCESSORIES, EQUIPMENT AND SUPPLIES (MANUFACTURERS)
Adams & Elting Co., Toronto.
Ames, Holden, McCready, Limited, Montreal.
The Armeroid Co., Toronto.
The Air-Tite Mfg. Co., St. Thomas, Ont.
Boston Varnish Co., Everett Station, Boston, Mass.
Burgess-Norton Mfg. Co., Geneva, Ill.
Canada Cycle & Motor Co., Ltd., Weston, Ont.
Canadian General Electric Co., Ltd., Toronto.
Canadian National Carbon Co., Toronto.
Canadian Winkley Co., Ltd., Windsor, Ont.
Cannon Oiler Co., Keithsburg, Ill.
The Carborundum Co., Niagara Falls, N.Y.
Canada Dry Cells, Ltd., Winnipeg.
The Chicago Flexible Shaft Co., Chicago, Ill.
The Dominion Chain Co., Ltd., Niagara Falls, Ont.
The Dustbane Mfg. Co., Ottawa, Ont.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
The Eclipse Mfg. Co., Indianapolis, Ind.
The Goodyear Tire & Rubber Co., Ltd., Toronto.
Goodell-Pratt Co., Greenfield, Mass.
Guelph Spring & Axle Co., Ltd., Guelph, Ont.
Gutta Percha & Rubber, Ltd., Toronto.
The Hamilton Cotton Co., Limited, Hamilton, Ont.
Will. B. Lane, Chicago, Ill.
Motor Necessities Co. of Canada, Winnipeg, Man.
Motor Sundries Limited, Toronto, Ont.
The F. E. Partridge Rubber Co., Guelph, Ont.
Ren Automotive Supply Mfg. Co., Preston, Ont.
Rock Island Mfg. Co., Chicago, Ill.
A. Schrader Sons, Inc., Toronto.
Smith & Hemenway Co., Inc., Irvington, N.J.
Trimont Mfg. Co., Roxbury, Mass.
Wilkinson & Kompass, Hamilton.
J. H. Williams & Co., Ltd., St. Catharines, Ont.

AUTOMATIC SCREW MACHINE PRODUCTS
Burgess-Norton Mfg Co., Geneva, Ill.

AUTOMOBILE PARTS
Burgess-Norton Mfg. Co., Geneva, Ill.
Canada Foundries & Forgings, Ltd., Welland, Ont.

AXES
Burgess-Norton Mfg. Co., Geneva, Ill.
Can. Foundries and Forgings, Ltd., Brockville, Ont.
Caverhill, Learmont & Co., Montreal.
The National Farming Machinery Limited, Montmagny, Que.
Shurly-Dietrich Co., Ltd., Galt, Ont.
Steel Co. of Canada, The, Hamilton, Ont.

AXLES
Guelph Spring & Axle Co., Ltd., Guelph, Ont.

AXLES, CAR
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

BABBITT METAL
The British Smelting & Refining Co., Montreal.
Canada Metal Co., Toronto.
Caverhill, Learmont & Co., Montreal.
Great Western Smelting & Refining Co., Limited, Vancouver, B.C.
Hoyt Metal Co., Toronto.

BAIT, FISHING
Allcock, Laight & Westwood Co., Toronto, Ont.

BARB WIRE
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

BARREL COVERS
E. B. Eddy Co., Hull, Que.

BATTERIES, DRY
Burgess Batteries Ltd., Winnipeg, Man.
Canadian National Carbon Co., Ltd., Toronto.
Canada Dry Cells Ltd., Winnipeg.
Canadian General Electric Co., Toronto.

BATTERIES, FLASHLIGHT
Burgess Batteries Ltd., Winnipeg, Man.
Canadian National Carbon Co., Ltd., Toronto.

BATHS, ENAMELLED AND COPPER
Canada Metal Co., Toronto.

BATHROOM FIXTURES
The Gendron Mfg. Co., Ltd., Toronto.
Landers, Frary & Clark, New Britain, Conn.

BALE TIES
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
Laidlaw Bale-Tie Co., Limited, Hamilton, Ont.

BOLTS, CANT HOOK AND PEAVY
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

BELTING, TRANSMISSION, ELEVATOR AND CONVEYOR
The Dominion Belting Co., Ltd., Hamilton, Ont.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Ltd., Toronto.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

BELTING, STITCHED COTTON DUCK
Dominion Belting Co., Hamilton, Ont.

BELTING, RUBBER
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Ltd., Toronto.

BENDS, BRASS, IRON AND LEAD
Jas. Morrison Brass Mfg. Co., Toronto.

BEVELS
Brown & Sharpe Mfg. Co., Providence, R.I.
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
L. S. Starrett Co., Athol, Mass.

BIBBS, BASIN AND BATH COCKS, COMPRESSION
Jas. Morrison Brass Mfg. Co., Toronto.

BIBBS, BASIN AND BATH COCKS, FULLER
Jas. Morrison Brass Mfg. Co., Toronto.

BILLET, BLOOMS AND SLABS
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

BOILERS
The Gurney Foundry Co., Ltd., Toronto.

BOLTS AND NUTS
Canadian Tube & Steel Products Co., Ltd., Montreal.
Caverhill, Learmont & Co., Montreal.
London Bolt & Hinge Works, London, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Stanley Works, The, New Britain, Conn.
Wilkinson & Kompass, Hamilton.

BOLTS, EYE
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
J. H. Williams & Co., Ltd., St. Catharines, Ont.

BOLTS, FLUSH
The Toronto Lock Mfg. Co., Toronto.

BOLTS, HANGER SCREW
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

BOLTS, RAILWAY
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

BORING BARS
J. H. Williams & Co., Ltd., St. Catharines, Ont.

BOOTS, RUBBER
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

BOOT CALKS AND TOOLS
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

BOX OPENING TOOLS
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

BOXES, TIN
A. R. Whittall Can Co., Ltd., Montreal.

BRADS, WIRE
The Western Wire & Nail Co., London, Ont.

BRASS CASTINGS AND GOODS
Canada Metal Co., Toronto.
Jas. Cartland & Sons, Ltd., Birmingham, Eng.
Jas. Morrison Brass Mfg. Co., Toronto.
Stratford Brass Co., Ltd., Stratford, Ont.
Frederick Giles & Sons, Birmingham, England.
The Toronto Lock Mfg. Co., Toronto.

BRASS SHEETS AND RODS
A. C. Leslie & Co., Montreal.
Canada Metal Co., Toronto.
Graham Nail Works, The, Toronto.
Laidlaw Bale Tie Co., Hamilton.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Stanley Works, The, New Britain, Conn.

BALERS, STEEL
Spielman Agencies, Montreal.

BARN DOOR HANGERS
Beatty Bros., Limited, Fergus, Ont.
Canada Steel Goods Co., Hamilton, Ont.
N. Slater Co., Limited, Hamilton, Ont.
The Stanley Works, New Britain, Conn.
Taylor-Forbes Co., Guelph, Ont.

BASKETS
Walter Woods & Co., Hamilton, Ont.

BEARINGS
Burgess-Norton Mfg. Co., Geneva, Ill.

BIT, BRACES
Caverhill, Learmont & Co., Montreal.

BLACK LEAD
John Oakey & Co., Ltd., London, Eng.

BLACK SHEETS
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

BLASTING SUPPLIES
Dupont Powder Co., Wilmington, Del.

BOX STRAPPING
The Stanley Works, New Britain, Conn.

BITS, AUGER
E. C. Atkins & Co., Hamilton, Ont.
Caverhill, Learmont & Co., Montreal.
Millers Falls Company, Millers Falls, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Rule & Level Co., New Britain, Conn.
Wilkinson & Kompass, Hamilton.
Whites Limited, Collingwood, Ont.

BITS, FORSTNER
Progressive Mfg. Co., Torrington, Conn.

BITS, EXTENSION
Millers Falls Company, Millers Falls, Mass.

BICYCLES
Canada Cycle & Motor Co., Toronto.
Hyslop Bros., Ltd., Toronto.

BICYCLE PARTS
Burgess-Norton Mfg. Co., Geneva, Ill.

BIRCH SEATS
Canadian Veneering Co., Montreal, Que.

BRACKETS, SHELF
Canada Steel Goods Co., Hamilton.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Stanley Works, New Britain, Conn.

BRACES
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
The Peck, Stow & Wilcox Co., Southington, Conn.
Vaughan & Bushnell, Chicago, Ill.

BRAKES
Canada Cycle & Motor Co., Ltd., Toronto, Ont.

BRAKE LINING
The Hamilton Cotton Co., Limited, Hamilton, Ont.

BRASS FITTINGS AND RODS
James Morrison Brass Mfg. Co., Ltd., Toronto.

BREAD AND CAKE MAKERS
Thos. Davidson Mfg. Co., Ltd., Montreal.
Landers, Frary & Clark, New Britain, Conn.

BREAD BOARDS
Schultz Bros. & Co., Ltd., Brantford, Ont.

BREAST DRILLS
Stanley Rule & Level Co., New Britain, Conn.
Goodell-Pratt Co., Greenfield, Mass.

BRONZE CASTINGS
The Toronto Lock Mfg. Co., Toronto.

BRUSH AND BROOM MANUFACTURERS
The Boeckh Company, Ltd., Toronto.
Meakins & Sons, Ltd., Hamilton.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Ltd., Port Elgin, Ont.
Walter Woods & Co., Hamilton.
The Waterloo Broom & Brush Co., Ltd., Waterloo, Ont.

STEEL IRON METALS

WINNIPEG WAREHOUSE STOCK

REINFORCING BARS IN ALL SIZES, IN LENGTHS UP TO 60'
BOLTS: MACHINE, CARRIAGE, DRIFT, SHIPBUILDING, ELEVATOR
BAR IRON: FLAT, ROUND AND SQUARE, SMALLEST TO THE LARGEST

HEXAGON BARS — MACHINE STEEL

BOILER TUBES	NUTS	RIVETS	SHAFTING
ANGLES	CHANNELS	RAILS	TEES
FORGING BILLETS	CAP SCREWS	WASHERS	SET SCREWS

GAUGE SHEETS, BLACK AND GALVANIZED, IN ALL GAUGES

GET OUR MONTHLY STOCK LIST

A COMPLETE LINE FOR

THE MANUFACTURER — THE WHOLESALER — THE CONSUMER

IF IT'S STEEL OR IRON WE HAVE IT

The MANITOBA STEEL & IRON COMPANY. LIMITED

WINNIPEG, MANITOBA

Goodwill and the "North Star"

Every North Star Battery you sell helps to create for your business that valuable asset—goodwill.

North Star Batteries are made of highest grade materials and are guaranteed to be perfect in workmanship and to satisfy the customer.

If used with ordinary care the North Star Battery is guaranteed to give a stronger spark and to last longer than any other battery manufactured in Canada.



North Star Multiples are Absolutely Waterproof

Order your stock now for Spring and Summer demand.

Canada Dry Cells Limited

WINNIPEG, MANITOBA

If interested tear out this page and place with letters to be answered.

THE BUYERS' GUIDE

BRUSHES, SHAVING, MANUFACTURERS
The Boechk Company, Limited, Toronto.
Meakins & Sons, Limited, Hamilton, Ont.
Rubberset Co., Ltd., Toronto, Ont.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.

BRUSHES, FLOOR, MANUFACTURERS
The Boechk Company, Ltd., Toronto.
Meakins & Sons, Ltd., Hamilton, Ont.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.

BRUSHES, GENERAL, MANUFACTURERS
The Boeckh Company, Ltd., Toronto.
Meakins & Sons, Ltd., Hamilton, Ont.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.

BRUSHES, SCRUB, SHOE AND STOVE MANUFACTURERS
The Boeckh Company, Ltd., Toronto.
Meakins and Sons, Limited, Hamilton, Ont.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.

BUILDING PAPERS
The Barrett Co., Ltd.
Alex. McArthur & Co., Montreal, Que.

BURLAP, DECORATIVE WALL
The Dominion Oilcloth & Linoleum Co., Ltd., Montreal.

BUSINESS MACHINES
The International Business Machines Ltd., Toronto.
The National Cash Register Co., Toronto.

BUTTONS, ELECTRIC PUSH
The Toronto Lock Mfg. Co., Toronto.

BUTTER MOLDS
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
Walter Woods & Co., Hamilton, Can.

BUTTER TUBS (COVERED)
E. B. Eddy Co., Ltd., Hull, Que.

BUTTER WORKERS
Beatty Bros., Ltd., Fergus, Ont.

BUTTS AND HINGES
Canada Foundries & Forgings, Brockville, Ont.
Canada Steel Goods Co., Hamilton.
Caverhill, Learmont & Co., Montreal.
Chicago Spring Butt Co., Chicago, Ill.
The Stanley Works, New Britain, Conn.
The Steel Co. of Canada, Ltd., Hamilton, Ont.
The Toronto Lock Mfg. Co., Toronto.
Whites Limited, Collingwood, Ont.

BURRS
The Stanley Works, New Britain, Conn.
Steel Co. of Canada, Ltd., Hamilton.
Parmenter & Bulloch, Gananoque.

BUILDERS' BRASS FOUNDRY
Frederick Giles & Sons, Birmingham, England.

BUILDERS' CASTINGS OF ALL KINDS
The Katie Foundry Co., Galt, Ont.

BUILDERS' HARDWARE
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Canada Steel Goods Co., Hamilton, Ont.
Jas. Cartland & Son, Ltd., Birmingham, Eng.
Caverhill, Learmont & Co., Montreal.
Chicago Spring Butt Co., Chicago, Ill.
National Hardware Co., The, Orillia, Ont.
N. Slater Co., Limited, Hamilton, Ont.
Stanley Davies, Weston, Ont.
The Stanley Works, New Britain, Conn.
Stratford Brass Co., Ltd., Stratford, Ont.
The Toronto, Lock Mfg. Co., Toronto.
Whites Limited, Collingwood, Ont.

BUILDERS' SUPPLIES
The Barrett Co., Ltd.

BUMPERS, RUBBER
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

CABINET HARDWARE
Stratford Brass Co., Ltd., Stratford, Ont.

CALKS, BOOT
The Lufkin Co. of Canada, Ltd., Windsor, Ont.

CALIPERS AND DIVIDERS
Brown & Sharpe Mfg. Co., Providence, R.I.
Caverhill, Learmont & Co., Montreal, Que.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

CALIPER GAUGES
J. H. Williams & Co., Ltd., St. Catharines, Ont.

CAMP FURNITURE AND GOODS
The Woods Mfg. Co., Ltd., Ottawa, Ont.

CANS
The A. R. Whittall Can. Co., Ltd., Montreal.

CANS, OIL
Cannon Oiler Co., Keithsburg, Ill.

CAN OPENERS
The United Royalties Corp., New York, N.Y.

CARBON REMOVER
The Dustbane Mfg. Co., Ottawa, Ont.

CARBORUNDUM
Carborundum Co., Niagara Falls, N. Y.
The Canadian Hart Products Ltd., Hamilton, Ont.

CARRIAGE HARDWARE
Stratford Brass Co., Ltd., Stratford, Ont.
The Steel Co., of Canada, Ltd., Hamilton, Ont.
Wilkinson & Kompass, Hamilton, Ont.

CARRIAGE TOP MATERIALS
The Steel Co., of Canada, Ltd., Hamilton, Ont.

CARPET, SWEEPERS
Bissell Carpet Sweeper Co., of Canada, Ltd., Niagara Falls, Ont.
Caverhill, Learmont & Co., Montreal.
Walter Woods & Co., Hamilton.

CARRIERS, HAY
Beatty Bros., Ltd., Fergus, Ont.

CARTRIDGES
Dominion Cartridge Co., Ltd., Montreal.

CASEMENT FASTENERS AND FITTINGS
Frederick Giles & Sons, Birmingham, Eng.

CASTERS
The Bond Engineering Works, Ltd., Toronto.
Canada Foundries & Forgings, Ltd., Brockville.
National Hardware Co., The, Orillia, Ont.
The Toronto Lock Mfg. Co., Toronto.

CATCHES, SCREEN DOOR
Burgess-Norton Mfg. Co., Geneva, Ill.

CEMENT
The Barrett Co., Ltd.

CEMENT, RUBBER
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

CEMENT, ROOFING
The Barrett Co., Ltd.
Geo. W. Reed & Co., Ltd., Montreal, Que.

CHAINS, CUT-LINK
The Niagara Falls Metal Stamp's Works, Niagara Falls, N.Y.

CHAINS (TIRE)
The Dominion Chain Co., Niagara Falls, Ont.

CHAIN PIPE WRENCHES
J. H. Williams & Co., Ltd., St. Catharines, Ont.

CHAIR SEATS
Canadian Veneering Co., Acton Vale, Que.

CHISELS, CAPE, COLD, ETC.
Brown-Boggs Co., Ltd., Hamilton, Ont.
Caverhill, Learmont & Co., Montreal.
Goodell-Pratt Co., Greenfield, Mass.
The Peck, Stow & Wilcox Co., Southington, Conn.
Stanley Rule & Level Co., New Britain, Conn.
The Toronto Lock Mfg. Co., Toronto.

CHECKING FLOOR HINGES
Chicago Spring Butt Co., Chicago, Ill.
The Toronto Lock Mfg. Co., Toronto, Ont.

CHEMICAL SPECIALTIES
J. and C. S. Bolinders, Mek Verst A. B., Stockholm, Sweden.
Vol-Peek Mfg. Co., Montreal.

CHOPPERS, FOOD
F. W. Lamplough & Co., Montreal, Que.
Landers, Fray & Clark, New Britain, Conn.

CHOPPERS, ICE
Burgess-Norton Mfg. Co., Geneva, Ill.

CHUCKS
Goodell-Pratt Co., Greenfield, Mass.

CHUCKS, TAP
Greenfield Tap & Die Corp. of Canada, Ltd., Galt, Ont.

CHURNS, HAND AND POWER
Beatty Bros. Ltd., Fergus.
J. J. Blow, London, Eng.
Caverhill, Learmont & Co., Montreal.
The Dazey Churn Co., St. Louis, Mo.
Dowswell, Lees Co., Hamilton.
Landers, Frary & Clark, New Britain, Conn.
Maxwells, Ltd., St. Marys, Ont.
Walter Woods & Co., Ltd., Hamilton, Ont.

CHURN, MIXER
The United Royalties Corp., New York, N.Y.

CLAMPS, "C"
J. H. Williams & Co., Ltd., St. Catharines, Ont.

CLAMPS, MITRE AND DRAW
Burgess-Norton Mfg. Co., Geneva, Ill.

CLAMPS
Canada Foundries & Forgings, Ltd., Brockville.

CLEAVERS
Burgess-Norton Mfg. Co., Geneva, Ill.
J. H. Williams & Co., Ltd., St. Catharines, Ont.

CLEANER, WINDOW AND GLASS
Lafontaine & Harvey, London, Eng.

CLEAN-OUT DOORS
The Katie Foundry Co., Galt, Ont.

CLEVISES, MALLEABLE
The International Malleable Iron Co., Ltd., Guelph.

CLIPPERS, HORSE
B. & S. H. Thompson & Co., Ltd., Montreal, Que.
The Flexible Shaft Co., Limited, Toronto.

CLIPPERS, HORSE AND COW
The Flexible Shaft Co., Ltd., Toronto.

CLOCKS
The New Haven Clock Co., New Haven, Conn.
The Western Clock Co., Peterborough, Ont.

CLOSET SEATS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Canadian Veneering Co., Acton Vale, Que.

CLOTHES DRYERS
The Aero Mfg. Co., Ltd., Sherbrooke, Que.
Dowswell Lees & Co., Ltd., Hamilton, Ont.
Schultz Bros. Mfg. Co., Ltd., Brantford, Ont.

CLOTHES LINE (WIRE)
The Steel Co. of Canada, Ltd., Hamilton, Ont.
The Western Wire & Nail Co., London, Ont.

CLOTHES LINE REELS
The United Royalties Corp., New York, N.Y.

CLOTHES PINS
Wm. Cane & Sons, Ltd., Newmarket, Ont.

CLOTHES RACKS
Walter Woods & Co., Ltd., Hamilton, Ont.

CLOTHES REELS
The Katie Foundry Co., Galt, Ont.

CLOTHES WASHERS AND WRINGERS, ELECTRIC
Beatty Bros. Limited, Fergus, Ont.
Appliances, Limited, Toronto.

COLLAR PADS
American Pad & Textile Co., Chatham.

COFFEE PERCOLATERS AND URNS
Canadian General Electric Co., Toronto.
Landers, Frary & Clark, New Britain, Conn.

CORRUGATED FASTENERS
Steel Co. of Canada, Ltd., Hamilton.
The Stanley Works, New Britain, Conn.

CONVEYORS, OVERHEAD
Beatty Bros., Ltd., Fergus, Ont.

COAL CHUTES
The Katie Foundry Co., Galt, Ont.

COAL HODS
Thos. Davidson Mfg. Co., Montreal, Que.

COBBLERS' SETS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Katie Foundry Co., Galt, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

COKE, FURNACE, FOUNDRY AND DOMESTIC
Steel Co., of Canada, Ltd., The, Hamilton, Ont.

CONCRETE REINFORCING TWISTED SQUARES
Burlington Steel Co., Ltd., Hamilton, Ont.

CONDENSATION UNITS
The Westco Pumps Ltd., Toronto.

CONDUCTOR PIPE, HOOKS, HEADS, ETC.
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Wheeler & Bain, Toronto.

CONNECTING RODS
The Steel Co., of Canada, Ltd., Hamilton, Ont.
J. H. Williams & Co., Ltd., St. Catharines, Ont.

CONTAINERS
The A. R. Whittall Can. Co., Ltd., Montreal.

COOKING WARE, GLASS
The Corning Glass Works, Corning, N.Y.

COPING SAWS
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

COTTON GLOVES
American Pad & Textile Co., Chatham.

COTTER PINS
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
James Austin & Sons, Ltd., London, Eng.

CORDAGE
The Aero Mfg. Co., Ltd., Sherbrooke, Que.
The Brantford Cordage Co., Ltd., Brantford, Ont.
Consumers Cordage Co., Montreal and Halifax.
Doon Twines Ltd., Kitchener, Ont.
Plymouth Cordage Co., Welland, Ont., and North Plymouth, Mass.

CORNERS, CHEST
The Brainerd Mfg. Co., East Rochester, N.Y.

COUNTERS
Thomas Lewis Arnett, Souris, Man.

COUNTER-SINKS
Goodell-Pratt Co., Greenfield, Mass.

COUPLINGS, PUMP ROD
Edward E. Johnson Inc., St. Paul, Minn.

COUPLINGS, PIPE
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

CRANK PULLS (WIRE)
The Steel Co. of Canada, Ltd., Hamilton, Ont.

CRANK SHAFTS
J. H. Williams & Co., Ltd., St. Catharines, Ont.

CROWBARS
B. J. Coghlin & Co., Montreal.

CULTIVATORS
C. S. Norcross & Sons, Bushnell, Ill.

CULVERTS, METAL
The Pedlar People Ltd., Oshawa, Ont.

CURTAIN POLE FITTINGS
G. B. Birch & Co., Birmingham, Eng.

CUTLERY
Adcock & Brewer, Ltd., Montreal, Que.
The Acme Shear Co., Bridgeport, Conn.
Bridgeport Hdwe. Co., Bridgeport, Conn.
Burgess-Norton Mfg. Co., Geneva, Ill.
Geo. Butler & Co., Ltd., Sheffield, Eng.
The Canadian Wm. A. Rogers Co., Ltd., Toronto.
Caverhill, Learmont & Co., Montreal.
G. L. Cohoon, Montreal.
Thos. Ellin & Co., Ltd., Sheffield, Eng.
Fred. Ellis & Son, Sheffield, Eng.
Geneva Cutlery Co., Geneva, N.Y.
James Hutton & Co., Montreal.
Jonathan Crookes & Son, Ltd., Sheffield, Eng.
F. W. Lamplough & Co., Montreal, Que.
Landers, Frary & Clark, New Britain, Conn.
A. Macfarlane & Co., Ltd., Montreal, Que.
Oneida Community, Ltd., Oneida, N.Y.
Henry Rogers, Son & Co., Ltd., Sheffield, Eng.
Wm. Rogers Mfg. Co., Niagara Falls, Ont.
Wiebusch & Hilger, New York.
Marples & Co., Sheffield, England.

CUTTERS
A. S. and A. L. Brown & Co., Montreal, Que.
Butterfield & Co., Inc., Rock Island, Que.
Trimont Mfg. Co., Roxbury (Boston, Mass).

CUSPIDORS
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.

CUSPIDORS (FIBREWARE)
E. B. Eddy Co., Ltd., Hull, Que.

DAIRY PAILS
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.

DAMPERS, STOVE PIPE
Can. Foundries & Forgings, Brockville, Ont.

DESKS, SCHOOL
Can. Foundries & Forgings, Brockville, Ont.

DIAPHRAGMS, RUBBER
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Ltd., Toronto.

DIES, STOCKS, ETC.
Butterfield & Co., Rock Island, Que.
Can. Foundries & Forgings, Ltd., Welland, Ont.
Greenfield Tap & Die Corporation, Galt, Ont.

DISH WASHER, ELECTRIC
The Hurley Machine Co., Limited, Toronto.

DISPLAY RACKS AND STANDS
Cameron & Co., Toronto.

DOORS
Kasement Skrene Dore Co., Toronto.
Sanderson-Harold Co., Ltd., Paris, Ont.

THE BUYERS' GUIDE

DOOR BELLS
The Toronto Lock Mfg. Co., Toronto.

DOOR BOLTS
Canada Steel Goods Co., Hamilton, Can.
The Stanley Works, New Britain, Conn.

DOOR KNOBS
Cartland & Son, Ltd., James, Birmingham, Eng.
Stanley Davies, Weston, Ont.
Frederick Giles & Sons, Birmingham, England.
The Toronto Lock Mfg. Co., Toronto.

DOOR CHECKS
Canadian Yale & Towne, St. Catharines.
The Toronto Lock Mfg. Co., Toronto.

DOOR HANGERS
Can. Foundries & Forgings, Ltd., Welland, Ont.
Can. Steel Goods Co., Hamilton, Can.
N. Slater Co., Limited, Hamilton, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

DOOR SPRINGS
Jas. Cartland & Son, Ltd., Birmingham, Eng.
Chicago Spring Butt Co., Chicago, Ill.
The Kasement Skrene Dore Co., Toronto.

DOOR PULLS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Kasement Screen Dore Co., Toronto.
Stratford Brass Co., Ltd., Stratford, Ont.

DOOR STRIP
Atlas Iron, Wire & General Metal Works, Toronto.
The Peck, Stow & Wilcox Co., Southington, Conn.

DRAINERS, CELLAR
James Morrison Brass Mfg. Co., Ltd., Toronto.

DRILLS, BREAST
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Cnn.
Millers Falls Company, Millers Falls, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.

DRILL CHUCKS
Goodell-Pratt Co., Greenfield, Mass.

DRILLS, BLACKSMITHS'
Can. Foundries & Forgings, td., Brockville, Ont.

DRILLS
Butterfield & Co., Rock Island, Que.
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Rule & Level Co., New Britain, Conn.
The Toronto Lock Mfg. Co., Toronto.
Wilkinson & Kompass, Hamilton, Ont.
The Sheffield Twist Drill & Steel Co., Ltd., Sheffield, England.

DRILLS, RATCHET
The Keystone Manufacturing Co., Buffalo, N.Y.

DROP FORGINGS
Can. Foundries & Forgings, Ltd., Welland, Ont.
J. H. Williams & Co., Ltd., St. Catharines, Ont.
Spielmann Agencies, Montreal.
The Steel Co., of Canada, Ltd., Hamilton, Ont.

DRY COLORS
Brandram-Henderson, Montreal.
Canada Paint Co., Ltd., Montreal.
R. C. Jamieson & Co., Ltd., Montreal.
Sherwin-Williams Co., Ltd., Montreal.
A. Ramsay & Son Co., Montreal.
G. F. Stephen & Co., Ltd., Winnipeg.
Martin-Senour Co., Ltd., Montreal.
McArthur Irwin, Montreal.

DRY CELLS
Canada Dry Cells, Ltd., Winnipeg.
Canadian National Carbon Co., Toronto.
Canadian General Electric Co., Ltd., Toronto.
Spielmann Agencies, Montreal.

DUSTERS
Channell Limited, Toronto.

DYNAMITE
Canadian Explosives, Ltd., Montreal, P.Q.
Du Pont American Industries, Wilmington, Del.

EAVESTROUGH
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Wheeler & Bain, Toronto.

EGG BEATERS
Collette Mfg. Co., Collingwood.
The United Royalties Corp., New York., N.Y.

EGG CASES
Miller Bros. Co., Limited, Montreal.
Walter Woods & Co., Hamilton.

EGG CASE FILLERS
Miller Bros. & Co., Limited, Montreal.
Walter Woods & Co., Hamilton.

EJECTORS AND SYPHONS
Jas. Morrison Brass Mfg. Co., Toronto.

ELBOWS
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.

ELECTRIC APPLIANCES
The Canadian General Electric Co., Ltd., Toronto.
The Canadian Westinghouse Co., Ltd., Hamilton. Ont.
The National Electric Heating Co., Ltd., Toronto.
The Renfrew Electric Products Ltd., Renfrew, Ont.

ELECTRIC BELLS
Canadian General Electric Co., Ltd., Toronto.

ELECTRIC FANS
Canadian General Electric Co., Ltd., Toronto.
Canadian Westinghouse Co., Ltd., Hamilton, Ont.

ELECTRIC FIXTURES
Canadian General Electric Co., Ltd., Toronto.

ELECTRIC GRATES
Barton-Netting Co., Ltd., Windsor, Ont.

ELECTRIC LIGHTING SUPPLIES
The Barton-Netting Co., Ltd., Windsor, Ont.

ELECTRIC MOTORS AND GENERATORS
Canadian Westinghouse Co., Limited, Hamilton, Ont.

ELECTRIC SPECIALTIES
Canadian General Electric Co., Ltd., Toronto.
Canadian Westinghouse Co., Ltd., Hamilton, Ont.
Canadian National Carbon Co., Toronto.
Landers, Frary & Clark, New Britain, Conn.
National Electric Heating Co., Toronto.
Spielmann Agencies, Montreal.

ELECTRIC SUPPLIES
Canadian General Electric Co., Ltd., Toronto.
Canadian Westinghouse Co., Ltd., Hamilton, Ont.

ELECTROPLATE WARE
W. J. Anthony & Sons, Ltd., Bormingham, Eng.

EMERY GLASS AND PAPERS
John Oakey & Sons, London, Eng.

EMERY (GRAIN AND SHEETS)
James Hutton & Co., Montreal, Que.
John Oakey & Co., Ltd., London, Eng.

EMERY GRINDERS
Western Hardware Mfg. Co., Milwaukee, Wis.

EMERY WHEEL DRESSERS
Burgess-Norton Mfg. Co., Geneva, Ill.
The Canadian Hart Products Ltd., Hamilton, Ont.

ENAMELS
The Barrett Co., Ltd.
Sturgeons, Ltd., Toronto.

ENAMEL, STOVE PIPE
The Deco-Tint Co., Montreal, Que.

ENAMELLED WARE
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Sheet Metal Products Co. of Canada, Ltd., Toronto.
Republic Stamping & Enameling Co., Toronto.

ENGINES, GAS
The London Gas Power Co., Ltd., London, Ont.

EQUIPMENT, STORE
Thomas Lewis Arnett, Winnipeg.
Cameron & Co., Toronto.

ESCUTCHEON PINS
Parmenter & Bulloch Co., Ltd., Gananoque, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

EXPLOSIVES
Canadian Explosives, Ltd., Montreal, P.Q.
Du Pont American Industries, Wilmington, Del.

EXTINGUISHERS, FIRE
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

FANLIGHT OPENERS
Jas. Cartland & Sons, Ltd., Birmingham, Eng.

FARM LIGHTING OUTFITS (SYSTEMS)
Can. General Electric Co., Ltd., Toronto.

FASTENERS, CASEMENT, STORM, SASH & SCREEN
Burgess-Norton Mfg. Co., Geneva, Ill.
Stanley Davies, Weston, Ont.
Stratford Brass Co., Ltd., Stratford, Ont.
The Stanley Works, New Britain, Conn.
The Toronto Lock Mfg. Co., Toronto.

FAUCETS, PETROLEUM
Can. Foundries & Forgings, Ltd., Brockville, Ont.

FEED BOXES
Can. Foundries & Forgings, Ltd., Brockville, Ont.

FEED COOKERS
Wheeler & Bain, Toronto.

FELTS (TARRED AND CARPET)
The Barrett Co., Ltd.
Alex. McArthur & Co., Montreal, Que.

FENCING AND GATES
Banwell-Hoxie Wire Fence Co., Hamilton.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
Steel Co., of Canada, Hamilton, Ont.

FENCE POSTS
The Burlington Products, Ltd., Hamilton, Ont.
The Canadian Steel & Wire Co., Ltd., Hamilton.

FENCING, STAPLES AND HOOKS
The Weston Wire & Nail Co., London, Ont.

FENCES, WOVEN WIRE, FARM AND ORNAMENTAL
Banwell-Hoxie Wire Fence Co., Hamilton.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
Wheeler & Bain, Toronto.

FENDERS FOR BUGGY AND CARRIAGE
The Steel Co., of Canada, Ltd., Hamilton, Ont.

FILES
E. C. Atkins Co., Hamilton, Can.
G. & H. Barnett Co., Philadelphia, Pa.
Henry Disston & Sons, Limited, Toronto.
The Ingersoll File Co., Ingersoll, Ont.
Nicholson File Co., Port Hope, Ont.
Simonds Canada Saw Co., Montreal.
Wilkinson & Kompass, Hamilton, Ont.

FILLERS
Boston Varnish Co., Everett St'n, Boston, Mass.

FIRE ARMS
Colts Patent Fire Arms Mfg. Co., Hartford, Conn.
Iver Johnson Arms & Cycle Works, Fitchburg, Mass.

FIRE DOOR FITTINGS
N. Slater Co., Limited, Hamilton, Ont.
Taylor-Forbes Co., Guelph, Ont.
The Toronto Lock Mfg. Co., Toronto.

FIRE EXTINGUISHERS
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

FIRE DEPARTMENT SUPPLIES
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Ltd., Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.

FIRE ESCAPES
The Dennis Wire & Iron Wks., Co., Ltd., London.

FIRE PAILS
E. B. Eddy Co., Ltd., Hull, Que.

FIREPLACE FIXTURES, OPEN GRATES, BASKET GRATES

DAMPERS AND DUMPS
The Barton Netting Co., Ltd., Windsor, Ont.
The Toronto Lock Mfg. Co., Toronto.

FIREPLACE SCREENS
Canada Wire & Iron Goods Co., Hamilton, Ont.

FISHING TACKLE AND ACCESSORIES
Allcock, Laight & Westwood Co., Ltd., Toronto.
Marble Arms & Mfg. Co., Gladstone, Mich.

FLAGS
The Woods Mfg. Co., Ltd., Ottawa, Ont.

FLASHLIGHTS, ELECTRIC
Canadian General Electric Co., Ltd., Toronto.
Canadian National Carbon Co., Toronto.

FLATWARE
Canadian Wm. A. Rogers, Toronto.
Oneida Community, Ltd., Oneida, N.Y.

FLOATS
Empire Level Mfg. Co., Milwaukee, Wis.

FLOWER POTS
E. B. Eddy Co., Ltd., Hull, Que.

FLAT SWATERS
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

FOOD CHOPPERS
F. W. Lamplough & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.

FOOTBALLS
Jabez Cliff & Co., Ltd., Walsall, Eng.

FLINT CLOTHS
John Oakey & Sons, London, Eng.

FLOOR CHECKS, SINGLE OR DOUBLE
Chicago Spring Butt Co., Chicago, Ill.

FLOOR DRESSING
The Commercial Oil Co., Ltd., Hamilton, Ont.
Imperial Oil, Ltd., Toronto, Ont.

FLOOR STANDS
Jenkins Bros., Ltd., Montreal.

FOOT WARMERS
The Chicago Flexible Shaft Co., Chicago, Ill.

FLOOR WAX
The Deco-Tint Co., Montreal, Que.
S. C. Johnson & Sons, Inc., Brantford, Ont.

FORCE CUPS
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

FORGES
The Canadian Blower & Forge Co., Limited, Kitchener, Ont.

FORGINGS
Can. Foundries & Forgings, Ltd., Welland, Ont.
The Steel Co., of Canada, Ltd., Hamilton, Ont.

FORGINGS, DROP
Can. Foundries & Forgings, Ltd., Welland, Ont.

FRUIT JARS
Walter Woods & Co., Hamilton.

FUNNELS
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.

FURNACES
Burrow Stewart & Milne, Ltd., Hamilton.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Clare Bros. Co., Ltd., Preston, Ont.
The Empire Stove & Furnace Co., Ltd., Owen Sound, Ont.
The Enterprise Foundry Co., Ltd., Sackville, N.B.
Findlay Bros., Ltd., Carleton Place, Ont.
The Galt Stove & Furnace Co., Ltd., Galt, Ont.
The Hall-Zryd Foundry Co., Ltd., Hespeler, Ont.
McClary Mfg. Co., Limited, London, Ont.
The Monitor Stove Co., Ltd., Toronto, Ont.
The Pease Foundry Co., Ltd., Toronto.
Jas. Stewart Mfg. Co., Ltd., Woodstock, Ont.

FURNITURE POLISH
Canada Paint Co., Ltd., Montreal.
Channel Limited, Toronto.
The Deco-Tint Co., Montreal, Que.
Imperial Oil, Ltd., Toronto, Ont.
Sherwin-Williams Co., Ltd., Montreal.

FUSES, ELECTRIC
Canadian Westinghouse Co., Limited, Hamilton.

FUSE WIRE
Canada Metal Co., Ltd., Toronto.

GALVANIZED IRON BARS
The Steel Co., of Canada, Ltd., Hamilton, Ont.

GALVANIZED PIPE
Canada Metal Co., Ltd., Toronto.

GALVANIZED STEEL SHEETS
Dominion Sheet Metal Co., Ltd., Hamilton, Ont.
A. C. Leslie & Co., Montreal.

GALVANIZED WARE
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Sheet Metal Products, Ltd., Toronto.

GALVANIZED STEEL SHEETS
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

GALVANIZING
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

GARDEN CULTIVATORS AND WEEDERS
C. S. Norcross & Sons, Bushnell, Ill.
Eureka Planter Co., Woodstock.

GARAGE HARDWARE
Canada Steel Goods Co., Hamilton, Ont.
N. Slater Co., Limited, Hamilton, Ont.
The Stanley Works, New Britain, Conn.

GARBAGE CANS
Thos. Davidson Mfg. Co., Ltd., Montreal.
Sheet Metal Products, Ltd., Toronto.
The Steel Trough & Machine Co., Ltd., Tweed, Ont.

GAS WATER HEATERS
Jas. Morrison Brass Mfg. Co., Toronto.

GASKETS, RUBBER
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Ltd., Toronto.

GASOLINE
Imperial Oil Co., Ltd., Toronto, Ont.
The North Star Oil & Refining Co., Limited, Winnipeg.

GASOLINE TANKS AND PUMPS
S. F. Bowser Company, Ltd., Toronto, Can.
The Steel Trough & Machine Co., Ltd., Tweed, Ont.

GATES, GALVANIZED
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.

GATES, STEEL AND WIRE
Banwell-Hoxie Wire Fence Co., Hamilton.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

THE BUYERS' GUIDE

GAUGE COCKS, STANDARD AND HEAVY
The James Morrison Brass Mfg. Co., Ltd., Toronto.

GAUGES
Brown & Sharpe Mfg. Co., Providence, R.I.
Goodell Pratt Co., Greenfield, Mass.
Greenfield Tap and Die Corporation, Galt, Ont.
The James Morrison Mfg. Co., Ltd., Toronto.
L. S. Starrett Co., Athol, Mass.
Stanley Works Co., New Britain, Conn.
J. H. Williams & Co., Ltd., St. Catharines, Ont.

GENERAL RUBBER SPECIALTIES
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

GENERATORS
Canadian General Electric Co., Toronto.

GLASS, ART
The Consolidated Plate Glass Co., of Canada, Limited, Toronto.
Ontario Plate Glass, Ltd., Hamilton, Ont.
Hobbs Mfg. Co., Montreal, Que.

GLASS BENDERS
Toronto Plate Glass Importing Co., Toronto.

GLASS, CARRIAGE
Hobbs Mfg. Co., Montreal, Que.
The Ontario Plate Glass, Ltd., Hamilton, Ont.

GLASS CUTTERS
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.

GLASS CUTTING BOARDS
The Lufkin Rule Co., of Canada, Ltd., Windsor.

GLASS, DOOR
The Consolidated Glate Glass Co. of Canada, Limited, Toronto.
Hobbs Mfg. Co., Montreal, Que.
The Ontario Plate Glass, Ltd., Hamilton, Ont.

GLASS, FANCY
The Consolidated Plate Glass Co. of Canada, Limited, Toronto, Ont.
Hobbs Mfg. Co., Montreal, Que.
The Ontario Plate Glass Ltd., Hamilton, Ont.

GLASS, WINDOW PLATE, ORNAMENTAL
The Consolidated Plate Glass Co. of Canada, Limited, Toronto.
Hobbs Mfg. Co., Montreal, Que.
Ontario Plate Glass, Ltd., Hamilton, Ont.
A. Ramsay, Son & Co., Montreal.
The Regina Plate Glass Co., Ltd., Regina, Sask.
The Saskatchewan Glass & Supply Co., Ltd., Moose Jaw, Sask.
G. F. Stephens & Co., Ltd., Winnipeg.
Toronto Plate Glass Importing Co., Toronto.

GLAZIERS' DIAMONDS
A. Ramsay, Son & Co., Montreal.

GLOVES AND MITTS
American Pad & Textile Co., Ltd., Chatham, Ont.
The Hamilton Carhartt Co., Ltd., Toronto.

GLUE, SHEET AND GROUND
R. C. Jamieson & Co., Ltd., Montreal.
A. Ramsay, Son & Co., Montreal.

GOLF BAGS
The Woods Mfg. Co., Ltd., Ottawa, Ont.

GOLF BALLS
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

GRANITE WARE
Sheet Metal Products, Ltd., Toronto.

GRATES
The Barton Netting Co., Ltd., Windsor, Ont.

GREASE AND OIL CUPS
The James Morrison Brass Mfg. Co., Ltd., Toronto.

GREASE GUNS
Stevens & Co., New York.

GRINDERS, HAND AND POWER
The Carborundum Co., Niagara Falls, N. Y.
A. G. & A. L. Brown & Co., Montreal, Que.
The Star Specialty Mfg. Co., Chicago, Ill.
Taylor-Forbes Co., Ltd., Guelph, Ont.
Western Hardware Mfg. Co., Milwaukee, Wis.

GRINDING WHEELS
The Carborundum Co., Niagara Falls, N.Y.
The Canadian Hart Products Ltd., Hamilton, Ont.
The Cleveland Stone Co., Cleveland, Ohio.

GRINDSTONES
The Carborundum Co., Niagara Falls, N.Y.

GRINDSTONE FIXTURES
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Cleveland Stone Co., Cleveland, Ohio.

GUARDS, WIRE
Canada Wire & Iron Goods Co., Hamilton, Ont.

GUNS
Caverhill, Learmont & Co., Montreal.
The Fraser Co., Agents B.S.A., Montreal, Que.
Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.
Savage Arms Corporation, Utica, N.Y.

GUN PARTS
The Fraser Co., Agents B.S.A., Montreal, Que

GUNSIGHTS
Marble Arms & Mfg. Co., Gladstone, Mich.

HACK SAWS
Brown & Sharpe Mfg. Co., Providence, R.I.
Clemson Bros., Inc., Hamilton, Ont.
Diamond Saw and Stamping Works, Buffalo, N.Y.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Co., Millers Falls, Mass.
L. S. Starrett Co., Athol, Mass

HACK SAW BLADES
E. C. Atkins & Co., Hamilton, Ont.
Clemson Bros., Inc., Hamilton, Ont.
Diamond Saw & Stamping Works, Buffalo, N.Y.
Goodell-Pratt Co., Greenfield, Mass.
Henry Disston & Sons, Ltd., Toronto.
Millers Falls Company, Millers Falls, Mass.
Smith & Hemenway Co., Inc., Irvington, N. J.

HACK SAW FRAMES
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Brown & Sharpe Mfg. Co., Providence, R. I.
Henry Disston & Sons, Limited, Toronto.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
L. S. Starrett Co., Athol, Mass.

HACK SAW MACHINES
Diamond Saw & Stamping Works, Buffalo, N. Y.
Goodell-Pratt Co., Greenfield, Mass.

HAME CHAINS
The Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.

HAMMERS
Canada Foundries & Forgings, Brockville, Ont.
The Peck, Stow & Wilcox Co., Southington, Conn.
Stanley Works, New Britain, Conn.
Vaughan & Bushnell, Chicago, Ill.

HAND DRILLS
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.

HANDLES
J. H. Still Mfg. Co., St. Thomas, Ont.

HANDLES, CHEST AND DRAWER
Burgess-Norton Mfg. Co., Geneva, Ill.
The Brainerd Mfg. Co., East Rochester, N. Y.
N. Slater Co., Limited, Hamilton, Ont.
Taylor-Forbes & Co., Limited, Guelph, Ont.

HANDLES, DOOR
The Toronto Lock Mfg. Co., Toronto.

HANDLES, CRANK, BALANCE, MACHINE
J. H. Williams & Co., Ltd., St. Catharines, Ont.

HAND PULLS
North Bros., Mfg. Co., Philadelphia, Pa.

HAND TAPS
Greenfield Tap and Die Corp.

HANGERS, BARN DOOR
Canada Steel Goods Co., Ltd., Hamilton, Ont.
Beatty Bros., Ltd., Fergus, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
N. Slater Ltd., Hamilton, Ont.
Taylor-Forbes & Co., Limited, Guelph, Ont.
The Toronto Lock Mfg. Co., Toronto.

HANGERS, DOOR
Beatty Bros., Ltd., Fergus, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Canada Steel Goods Co., Hamilton, Ont.
F. E. Myers & Bro., Ashland, Ohio.
N. Slater Co., Limited, Hamilton, Ont.
Taylor-Forbes & Co., Limited, Guelph, Ont.
The Stanley Works, New Britain, Conn.

HANGERS, DOOR AND TRACK
Beatty Bros., Ltd., Fergus, Ont.
Canada Steel Goods Co., Hamilton, Ont.
N. Slater Limited, Hamilton, Ont.

HANGERS, STORM, SASH AND SCREEN
The Stanley Works, New Britain, Conn.

HARDWARE, CARRIAGE AND AUTOMOBILE
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

HARDWARE, DOOR
The Hamilton Stove & Heater Co., Hamilton.
Taylor-Forbes & Co., Limited, Guelph, Ont.

HARDWARE, BARN DOOR
Beatty Bros., Limited, Fergus, Ont.

HARDWARE JOBBERS
Towe & Towe, London, Ont.

HARDWAREC, FINISHING
Taylor-Forbes & Co., Limited, Guelph, Ont.

HARDWARE SPECIALTIES
The Brainerd Mfg. Co., East Rochester, N.Y.
Burgess-Norton Mfg. Co., Geneva, Ill.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Can. Forgings & Forgings, Ltd., Brockville, Ont.
Chicago Spring Butt Co., Chicago, Ill.
Landers, Frary & Clark, New Britain, Conn.
Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.
N. Slater Co., Limited, Stratford, Ont.
Stratford Brass Co., Ltd., Stratford, Ont.
Taylor-Forbes Co., Guelph, Ont.

HARDWARE STORE FITTINGS
Stratford Brass Co., Ltd., Stratford, Ont.

HARNESS HARDWARE
Samuel Trees & Co., Ltd., Toronto.

HATCHETS
Burgess-Norton Mfg. Co., Geneva, Ill.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Marble Arms & Mfg. Co., Gladstone, Mich.
The Peck, Stow & Wilcox Co., Southington, Conn.

HASPS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Brainerd Mfg. Co., East Rochester, N.Y.
Canada Steel Goods Co., Hamilton, Ont.
The Toronto Lock Mfg. Co., Toronto, Ont.

HAWKS, ALUMINUM
Empire Level Mfg. Co., Milwaukee, Wis.

HEADLIGHT, GLASS
Hobbs Mfg. Co., Montreal, Que
The Ontario Plate Glass, Ltd., Hamilton, Ont.

HEATERS
Anthes Foundry, Ltd., Winnipeg, Man.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
O-Rib-O Mfg. Co., Winnipeg, Man.
Thos. Davidson Mfg. Co., Ltd., Montreal.
The McClary Mfg. Co., Ltd., London, Ont.
Jas. Morrison Brass Mfg. Co., Ltd., Toronto, Ont.
The Perfection Stove Co., Ltd., Sarnia, Ont.
Jas. Stewart Mfg. Co., Ltd., Woodstock, Ont.
Sheet Metal Products, Ltd., Toronto.

HEATERS, AUTO
Chicago Flexible Shaft Co., Chicago, Ill.

HEATERS, ELECTRIC
Canadian Westinghouse Co., Limited, Hamilton, Ont.
Landers, Frary & Clarke, New Britain, Conn.
The National Electric Heating Co., Ltd., Toronto.
The Renfrew Electric Products Ltd., Renfrew, Ont.

HEAVY HARDWARE SPECIALTIES
Burgess-Norton Mfg. Co., Geneva, Ill.

HEELS AND SOLES, RUBBER
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Goodyear Tire & Rubber Co., Ltd., Toronto.
Gutta Percha & Rubber Ltd., Toronto.

HINGES, BOX AND REFRIGERATOR
The Brainerd Mfg. Co., East Rochester, N.Y.

HINGES, ORNAMENTAL
The Lawson Mfg. Co., Chicago, Ill.
The Stanley Works, New Britain, Conn.

HOOKS, HAT AND COAT
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.
Taylor-Forbes Co., Limited, Guelph, Ont.

HINGES, SPRING
Chicago Spring Butt Co., Chicago, Ill.
The Lawson Mfg. Co., Chicago, Ill.
Taylor-Forbes Co., Guelph, Ont.
The Toronto Lock Mfg. Co., Toronto.

HINGES, STRAP AND TEE
Canada Steel Goods Co., Hamilton, Can.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
N. Slater Co., Limited, Hamilton, Ont.

HOCKEY STICKS
Hall-Zryd Foundry Co., Limited, Hespeler, Ont.
The St. Marys Wood Specialty Co., Ltd., St. Marys.
J. H. Still Mfg. Co., St. Thomas.

HOISTS
Manitoba Bridge & Iron Works, Ltd., Winnipeg.

HOIST HOOKS
Williams & Co., J. H., Brooklyn, N.Y.

HOLLOW WARE
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Landers, Frary & Clark, New Britain, Conn.

HORSE BLANKETS AND HORSE COVERS
The Woods Mfg. Co., Ltd., Ottawa, Ont.

HORSE SLINGERS
Collins Mfg. Co., Toronto.

HONES, RAZOR
The Carborundum Co., Niagara Falls, N.Y.
The Canadian Hart Products Ltd., Hamilton, Ont.

HOOKS, COAT AND HAT
The Brainerd Mfg. Co., East Rochester, N.Y.
Jas. Cartland & Sons, Ltd., Birmingham, Eng.
The Steel Co. of Canada, Ltd., Hamilton, Ont.
The Toronto Lock Mfg. Co., Toronto.

HOOKS, FISH
Allcock, Laight & Westwood Co., Toronto, Ont.

HORSE SHOES
The Steel Co. of Canada, Ltd., Hamilton, Ont.
Wilkinson & Kompass, Hamilton.

HORSE SHOE PADS
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

HOSE CLAMPS
The Ontario Lantern & Lamp Co., Ltd., Hamilton.

HOSE, FITTINGS AND SUPPLIES
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Caverhill, Learmont & Co., Montreal.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
The Empire Brass Mfg. Co., Ltd., London, Ont.
The Goodyear Tire & Rubber Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.

HOSE MENDERS
The Ontario Lantern & Lamp Co., Ltd., Hamilton.

HOT AIR REGISTERS
Barton Netting Co., Limited, Windsor, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Jas. Stewart Mfg. Co., Woodstock, Ont.

HOUSEHOLD APPLIANCES
Canadian Westinghouse Co., Limited, Hamilton, Ont.

HOUSEHOLD PAILS
Wm. Cane & Sons, Hamilton, Ont.
E. B. Eddy Co., Hull, Que.

ICE CREAM FREEZERS
Wm. Cane & Sons, Co., Ltd., Newmarket, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
North Bros. Mfg. Co., Philadelphia, Pa.

INCUBATORS
Collins Mfg. Co., Toronto.

INDICATORS, SPEED
Brown & Sharpe Mfg. Co., Providence, R.I.
Henry Disston & Sons, Limited, Toronto.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

INDURATED WARE
E. B. Eddy Co., Ltd., Hull, Que.

INJECTORS, AUTOMATIC
Jas. Morrison Brass Mfg. Co., Toronto, Ont.

INSTRUMENTS OF PRECISION
Brown & Sharpe Mfg. Co., Provdence, R.I.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

INSURANCE
The Canadian Hardware & Implement Underwriters, Winnipeg, Man.

IRON, MERCHANTS BAR
London Rolling Mill Co., Ltd., The, London, Ont.
The Steel Co. of Canada, Ltd., Hamilotn, Ont.

IRON, CORRUGATED
Canada Metal Co., Toronto.

IRON HANDLES
Can. Foundries & Forgings, Ltd., Brockville, Ont.

IRON, HORSE SHOE
The Steel Co. of Canada, Ltd., Hamilotn, Ont.

IRON AND STEEL BARS
Caverhill, Learmont & Co., Montreal, Que.
A. C. Leslie & Co., Ltd., Montreal.
The Steel Co., of Canada, Ltd., Hamilton, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Nova Scotia Steel Co., New Glasgow, N.S.

IRON, BAR
London Rolling Mill Co., Ltd., The, London, Ont.

THE BUYERS' GUIDE

IRONS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

IRONS, ELECTRIC
The Canadian General Electric Co., Ltd., Toronto.
The Canadian Westinghouse Co., Ltd., Hamilton, Ont.
The National Electric Heating Co., Ltd., Toronto.
The Renfrew Electric Products Ltd., Renfrew, Ont.

IRONING BOARDS
Schultz Bros. Mfg. Co., Ltd., Brantford, Ont.
The Stratford Mfg. Co., Stratford, Ont.

IRONING MACHINES, ELECTRIC
The Hurley Machine Co., Limited, Toronto.

IRON FOR STAYBOLTS
London Rolling Mill Co., Ltd., The, London, Ont.

IRONWORK, BUILDERS'
The Dennis Wire & Iron Works, Ltd., London.

JACK PLANES
Stanley Works, New Britain, Conn.

JACK SCREWS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Millers Falls Company, Millers Falls, Mass.

JAPANS
Boston Varnish Co., Everett Stn., Boston, Mass.
The Sherwin-Williams Co., Ltd., Montreal, Que.

JARS, FRUIT
The Dominion Glass Co., Ltd., Montreal, Que.

KETTLES
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Thos. Davidson, Mfg. Co., Ltd., Montreal.
The Wentworth Mfg. Co., Limited, Hamilton, Ont.

KEYHOLE SAWS
E. C. Atkins & Co., Hamilton, Ont.
Bridgeport Hardware Co., Bridgeport, Conn.

KITCHEN WARE
Thos. Davidson Mfg. Co., Ltd., Montreal.
J. H. Hanson Co., Limited, Montreal, Que.
Sheet Metal Products Co., Toronto.

KNIVES, BEET
E. C. Atkins & Co., Hamilton, Ont.

KNIVES, CORN
E. C. Atkins & Co., Hamilton, Ont.

KNIVES, CUTTING
Landers, Frary & Clark, New Britain, Conn.

KNIFE CLEANER
The Vono Co., Dudley Port, Staffs, Eng.

KNIVES, MACHINE
E. C. Atkins & Co., Hamilton, Ont.

KNIVES, POCKET AND TABLE
Geo. Butler & Co., Ltd., Sheffield, Eng.
G. L. Cohoon, Montreal.
Thos. Ellin & Co., Limited, Sheffield, Eng.
Jonathan Crookes & Son, Ltd., Ltd., Sheffield, Eng.
James Hutton & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.
F. W. Lamplough & Co., Montreal, Que.
Whites Limited, Collingwood, Ont.
Wiebusch & Hilger, New York.
Marples & Co., Sheffield, England.
T. E. Rowbotham & Son, Sheffield, England.

KNIVES, SPORTSMEN'S
Marble Arms & Mfg. Co., Gladstone, Mich.

KNIVES, PUTTY
Brideport Mfg. Co., Bridgeport, Conn.

KNOBS, DRAWER
The Brainerd Mfg. Co., East Rochester, N.Y.

KNOCKERS, DOOR
The Toronto Lock Mfg. Co., Toronto.

LADDERS, STEP, EXTENSION, STORE, ETC.
Beatty Bros., Ltd., Fergus, Ont.
N. Slater Co., Ltd., Hamilton, Ont.
The Stratford Mfg. Co., Stratford, Ont.

LAMPS, NITROGEN AND TUNGSTEN
The Canadian Tungsten Lamp Co., Hamilton, Ont.

LAMP BLACK
L. Martin Co., New York, N.Y.
A. Ramsay & Son Co., Montreal.
Wilckes-Martin-Wilckes Co., New York.

LAMP BURNERS
The Ontario Lantern & Lamp Co., Ltd., Hamilton.

LAMP CHIMNEYS
Walter Woods & Co., Hamilton.

LAMP COLORING AND FROSTING
Spielmann Agencies, Ltd., Montreal.

LAMPS AND LANTERNS, GASOLINE
The Coleman Lamp Co., Limited, Toronto.
National Stamping & Electric Wks., Chicago, Ill.

LAMPS, LANTERNS, ELECTRIC, HAND
Northern Electric Co., Ltd., Montreal.
Canadian General Electric Co., Toronto.
Canadian National Carbon Co., Toronto.
Dominion Battery Co., Toronto.
National Stamping & Electric Wks., Chicago, Ill.
The Ontario Lantern & Lamp Co., Hamilton, Ont.
Spielmann Agencies, Ltd., Montreal.

LAMPS, ELECTRIC
Canadian General Electric Co., Ltd., Toronto.
Canadian Westinghouse Co., Limited, Hamilton.
The Ontario Lantern & Lamp Co., Hamilton, Ont.

LAMPS AND LANTERNS, GASOLINE AND KEROSENE
The Coleman Lamp Co., Limited, Toronto.
National Stamping & Electric Works, Chicago.
The Ontario Lantern & Lamp Co., Ltd., Hamilton.

LANTERNS OIL
Thos. Davidson Mfg. Co., Montreal.
The Ontario Lantern & Lamp Co., Ltd., Hamilton.
E. T. Wright & Co., Limited, Hamilton, Ont.

LATCHES
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Gendron Mfg. Co., Ltd., Toronto.
Taylor-Forbes Co., Limited, Guelph, Ont.
The Toronto Lock Mfg. Co., Toronto, Ont.

LATH METAL
Pedlar People, Ltd., Oshawa, Ont.

LATHE DOGS, DROP FORGED
J. H. Williams & Co., St. Catharines, Ont.

LATHE DOGS
The Steel Co. of Canada, Ltd., Hamilton, Ont.
J. H. Williams & Co., St. Catharines, Ont.

LAWN MOWERS
Can. Foundries & Forgings, Ltd., Brockville.
The Eureka Planter Co., Ltd., Woodstock, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.
Whites Limited, Collingwood, Ont.

LAWN SEATS
The Stratford Mfg. Co., Stratford, Ont.

LAWN SPRINKLERS
Can. Foundries & Forgings, Ltd., Brockville, Ont.

LAWN SWINGS
The Stratford Mfg. Co., Stratford, Ont.

LEAD, BLACK
John Oakey & Sons, London, Eng.

LEAD, CALKING AND PIG
The Canada Metal Co., Limited, Toronto, Ont.
Consolidated Mining and Smelting Co. of Canada, Montreal, Que.
The Great Western Smelting & Refining Co., Vancouver, B.C.

LEAD PENCILS
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.

LEAD SHEETS AND PIPE
Canada Metal Co., Toronto.
Consolidated Mining and Smelting Co. of Canada, Montreal, Que.
Hoyt Metal Co., Toronto.
A. C. Leslie & Co., Montreal.

LEAD TRAPS AND BENDS
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.

LEAD IRONS
The A. R. Whittal Can. Co., Ltd., Montreal.

LEAD WASHERS
Canada Metal Co., Ltd., Toronto.

LENS
The Hamilton Mirror Plate Co., Limited, Hamilton, Ont.
The Ontario Plate Glass, Ltd., Hamilton, Ont.

LETTERS AND FIGURES, EMBOSSED
The Niagara Falls Metal Stamp'g Works, Niagara Falls, N.Y.
The Toronto Lock Mfg. Co., Toronto.

LEVELS
Campbell Agencies, Toronto.
Henry Disston & Sons, Limited, Toronto.
Empire Level Mfg. Co., Milwaukee, Wis.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
J. Sand & Sons, Detroit, Mich.
Stanley Rule & Level Co., New Britain, Conn.
L. S. Starrett Co., Athol, Mass.
Whites Limited, Collingwood, Ont.

LEVELS, ALUMINUM
Campbell Agencies, Toronto.
Empire Level Mfg. Co., Milwaukee, Wis.
Goodell Pratt Co., Greenfield, Mass.
J. Sand & Sons, Detroit, Mich.

LEVEL GLASSES
Stanley Rule & Level Co., New Britain, Conn.

LEVELS, MASONS
Henry Disston & Sons, Limited, Toronto.
Empire Level Mfg. Co., Milwaukee, Wis.

LINES, WIRE, CLOTHES
Walter Woods & Co., Hamilton.
Western Wire & Nail Co., London.

LINOLEUM
The Dominion Oilcloth & Linoleum Co., Ltd., Montreal, Que.

LINOLEUM FINISHES
Boston Varnish Co., Everett Stn., Boston, Mass.

LINSEED OIL
Brandram-Henderson, Montreal.
The Canada Paint Co., Limited, Winnipeg, Man.
Dominion Linseed Oil Co., Baden and Toronto.
R. C. Jamieson & Co., Ltd., Montreal.
Ontario Oil & Turpentine Co., Ltd., Toronto.
Prairie City Oil Co., Winnipeg, Man.
A. Ramsay & Son Co., Montreal.
The Sherwin-Williams Co., Ltd., Montreal, Que.

LOCKS
The Canadian Yale & Towne Mfg. Co., St. Catharines, Ont.
The Belleville Hardware & Lock Mfg. Co., Belleville, Ont.
The Hamilton Stove & Heater Co., Hamilton, Ont.
The National Machinery & Supply Co., Limited, Hamilton, Ont.
The Toronto Lock Mfg. Co., Toronto.

LOCK WASHER EQUIPMENT
Sleeper & Hartley, Inc., Worcester, Mass.

LOCKERS
Canada Wire & Iron Goods Co., Hamilton, Ont.
Dennis Wire & Iron Works Co., Ltd., London, Ont

LOCOMOTIVE TOOLS
J. H. Williams & Co., St. Catharines, Ont.

LUMBER TOOLS
Thos. Pink & Co., Pembroke, Ont.
T. F. Shurly Co., Ltd., St. Catharines, Ont.

MACHINES, DOUBLE CUTTING
E. C. Atkins & Co., Hamilton, Ont.

MACHINISTS' TOOLS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
J. H. Williams & Co., St. Catharines, Ont.

MALLEABLE IRON CASTINGS
The Gurney Foundry Co., Ltd., Toronto.
The International Malleable Iron Co., Ltd., Guelph, Ont.

MANTLES
The Barton Netting Co., Ltd., Windsor, Ont.
Thomas Lewis Arnett, Souris, Man.

MANGLES, CLOTHES
Taylor-Forbes Co., Limited, Guelph, Ont.

MANTLES, GAS
R. M. Moore & Co., Ltd., Vancouver, B.C.

MATCHES
E. B. Eddy Co., Hull, Que.

MATS AND MATTING, RUBBER
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Ltd., Toronto, Ont.
The Port Hope Mat & Mfg. Co., Port Hope, Ont.

MAULS
Can. Foundries & Forgings, Ltd., Brockville, Ont.

MEAT CHOPPERS
Landers, Frary & Clark, New Britain, Conn.

MECHANICAL RUBBER PRODUCTS
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

METAL BOXES AND DRAWERS
Cameron & Co., Toronto, Ont.

METAL CUTTING SAWS
Clemson Bros., Inc., Hamilton, Ont.

METAL SAWS, POWER
Clemson Bros., Inc., Hamilton, Ont.

METALS, HEAVY AND SHELF
Henry Rogers, Sons & Co., Ltd., Wolverhampton, Eng.

METAL STAMPINGS
Kales Stamping Co., Ltd., Walkerville, Ont.
The Niagara Falls Metal Stamp'g Works, Niagara Falls, N.Y.

METALS, EXPANDED, INGOT, SHEET, TUBE, ETC.
Canada Metal Co., Toronto, Ont.
Hoyt Metal Co., Toronto, Ont.
A. C. Leslie & Co., Montreal, Que.

METAL SPECIALTIES
Burgess-Norton Mfg. Co., Geneva, Ill.
Hamilton Stamp & Stencil Wks., Hamilton, Ont.
Niagara Falls Metal Stamping Wofks, Niagara Falls, N.Y.
O-Rib-O Mfg. Co., Winnipeg, Man.

METAL STORE AND FRONT CONSTRUCTION
The Consolidated Plate Glass Co. of Canada, Limited, Toronto.

METERS
Canadian General Electric Co., Toronto.

MENDERS, GRANITEWARE, POT AND PAN
Collette Mfg. Co., Collingwood, Ont.
H. Nagle Co., Montreal, Que.

MICA
Mica Co. of Canada, Ltd., Hull, Que.

MICROMETERS
Brown & Sharpe Mfg. Co., Providence, R.I.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

MILK CANS
Thos. Davidson Mfg. Co., Ltd., Montreal.
Sheet Metal Products, Ltd., Toronto.

MILK PAILS
E. B. Eddy Co., Ltd., Hull, Que.

MILLBOARD
E. B. Eddy Co., Ltd., Hull, Que.

MIRRORS
Hobbs Mfg. Co., Montreal, Que.
Ontario Plate Glass, Ltd., Hamilton, Ont.
The Regina Plate Glass Co., Ltd., Regina, Sask.
Saskatchewan Glass & Supply Co., Ltd., Moose Jaw, Saskatchewan.
Toronto Plate Glass Importing Co., Toronto.

MITRE BOXES
E. C. Atkins & Co., Hamilton, Ont.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
Stanley Works, New Britain, Conn.

MITRE BOX SAWS
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto

MOLASSES GATES
Can. Foundries & Forgings, Ltd., Brockville, Ont.

MOPS
Can. Foundries & Forgings, Ltd., Brockville, Ont.

MOTORS
Canadian General Electric Co., Toronto.

MOTOR CARS
Ford Motor Co. of Canada, Ltd., Ford, Ont.

MOTOR GENERATORS
Canadian Electric Company, Toronto.

NAIL MACHINERY
Sleeper & Hartly, Inc., Worcester, Mass.

NAILS, WIRE AND CUT
Canadian Tube Steel Products, Ltd., Montreal.
Caverhill, Learmont & Co., Montreal.
Canada Metal Co., Ltd., Toronto.
The Graham Nail Works, Toronto.
Laidlaw Bale-Tie Co., Ltd., Hamilton.
The Steel Co. of Canada, Limited, Hamilton, Ont.
Western Wire & Nail Co., London, Ont.
Whites Limited, Collingwood, Ont.

NAIL PULLERS
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Millers Falls Company, Millers Falls, Mass.
Smith & Hemenway Co., Inc., Irvington, N.J.

NAILS, HORSE SHOE
The Montreal Rolling Mills Co., Montreal, Que.
Steel Co. of Canada, Ltd., Hamilton.

NAME PLATE TRANSFERS
Canada Decalcomania Co., Ltd., Toronto.
Steel Co. of Canada, Ltd., Hamilton, Ont.
Parmenter & Bulloch, Gananoque, Ont.
Western Wire & Nut Co., London.

NIPPLES
Steel Co. of Canada, Ltd., Hamilton.

NITROGEN LAMPS
The Canadian Tungsten Lamp Co., Ltd., Hamilton.

NEWSPRINT PAPER
E. B. Eddy Co., Ltd., Hull, Que.

NUTS, HOT PRESSED
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

THE BUYERS' GUIDE

NUTS, THUMB
J. H. Williams & Co., Brooklyn, N.Y.

OILCLOTH
The Dominion Oilcloth & Linoleum Co., Ltd., Montreal.

OIL CANS
Cannon Oiler Co., Keithsburg, Ill.

OIL, COAL
Imperial Oil Co., Ltd., Toronto.

OILS, CYLINDER
J. H. Ashdown Co., Ltd., Winnipeg, Man.
Canadian Oil Co., Toronto, Ont.
Imperial Oil Co., Ltd., Toronto.
The North Star Oil & Refining Co., Limited, Winnipeg, Man.
The Prairie City Oil Co., Ltd., Winnipeg, Man.

OIL CAKE AND MEAL
Dominion Linseed Oil Co., Toronto.
Sherwin Williams Co., Winnipeg.

OIL HOLE COVERS
Canadian Winkley Co., Windsor.

OIL, MOTOR, ROAD, HARNESS, NEATSFOOT, SEPARATOR AND GAS ENGINE
The Commercial Oil Co., Ltd., Hamilton, Ont.
Imperial Oil, Ltd., Toronto.
The North Star Oil & Refining Co., Limited, Winnipeg, Man.
Canadian Oil Co., Winnipeg.
The Prairie City Oil Co., Winnipeg.
The Tide Water Oil Co., New York, N.Y.

OIL STONES
The Canadian Hart Products, Ltd., Hamilton, Ont.

OIL STOVES
Thos. Davidson Mfg. Co., Detroit, Mich.
The McClary Mfg. Co., Ltd., London, Ont.
The Perfection Stove Co., Ltd., Sarnia, Ont.
Sheet Metal Products, Ltd., Toronto.

OIL STORAGE AND DISTRIBUTING SYSTEMS
S. F. Bowser Company, Ltd., Toronto, Ont.

OIL TANKS AND PUMPS
S. F. Bowser Company, Ltd., Toronto, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.

OILERS
Cannon Oiler Co., Keithsburg, Ill.
Thos. Davidson Mfg. Co., Ltd., Montreal.

ORNAMENTAL FENCE
Atlas Iron, Wire & General Metal Works, Toronto.
Banwell Hoxie Wire Fence Co., Ltd., Hamilton.

ORNAMENTAL IRON AND WIRE WORK
Canada Wire & Iron Goods Co., Hamilton, Ont.
Dennis Wire and Iron Works, London, Ont.

PACKINGS
Wm. J. Brown, Montreal, Que.
Consumers Cordage Co., Montreal and Halifax.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Ltd., Toronto.
Jenkins Bros., Ltd., Montreal.

PACKING RUBBER
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Co., Ltd., Toronto.

PADS
E. B. Eddy Co., Ltd., Hull, Que.

PADS FOR HORSES
American Pad and Textile Co., Chatham.

PADLOCKS
C. O. Clark & Bro., Montreal, Que.

PAINT, COLD WATER
The Deco-Tint Co., Montreal, Que.

PAINT, READY-MIXED, HOUSE, BARN, ROOF, FLAT WALL, CONCRETE, FLOOR, CEMENT, ALUMINUM, MARINE AND DECK
The Barrett Co., Ltd.
The Brandram-Henderson, Ltd., Montreal.
Canada Paint Co., Montreal.
The Flint Varnish & Color Works of Canada, Limited, Montreal, Que.
The Garland Co., Cleveland, Ohio.
The Glidden Co., Ltd., Toronto.
Imperial Varnish & Color Co., Ltd., Montreal.
S. C. Johnson & Sons, Inc., Brantford, Ont.
Lowe Bros., Ltd., Toronto, Ont.
Martin-Senour Co., Ltd., Montreal.
McArthur-Irwin, Ltd., Montreal.
Benjamin Moore & Co., Toronto.
The Ottawa Paint Works, Ltd., Ottawa, Ont.
A. Ramsay & Son Co., Montreal.
Sherwin-Williams Co., Montreal.
G. F. Stephens & Co., Ltd., Winnipeg.

PAINT BRUSHES
The Boeckh Company, Ltd., Toronto.
Meakins & Sons, Hamilton.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.

PAINT AND VARNISH REMOVER
Brandram-Henderson, Ltd., Montreal, Que.
Canada Paint Co., Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal.
Lowe Bros. Co., Ltd., Toronto, Ont.
Martin-Senour Co., Ltd., Montreal, Que.
Sherwin-Williams Co., Montreal.
A. Ramsay & Son Co., Montreal.

PAINT, OIL, STORAGE AND HANDLING SYSTEMS
S. F. Bowser Company, Ltd., Toronto, Can.

PAPER BALERS
Climax Baler Co., Hamilton
Spielmann Agencies, Montreal.

PARIS GREEN
Canada Paint Co., Montreal
McArthur-Irwin, Ltd., Montreal.
Sherwin-Williams Co., Montreal.

PAPER BAGS
E. B Eddy Co., Ltd., Hull, Que.
Walter Woods & Co., Hamilton.

PAPER NAPKINS
E. B. Eddy Co., Ltd., Hull, Que.

PAILS
E. B. Eddy Co., Ltd., Hull, Que.
Thos. Davidson Mfg. Co., Ltd., Montreal.

PAILS, HOUSEHOLD
E. B. Eddy Co., Ltd., Hull, Que.
Sheet Metal Products, Ltd., Toronto, Ont.

PAILS, WOODEN
Wm. Cane & Sons Co., Ltd., Hull, Que.

PAILS, GALVANIZED AND TIN
Sheet Metal Products, Ltd., Toronto.
The Steel Trough & Machine Co., Ltd., Tweed.

PERCOLATORS, COFFEE
Canadian General Electric Co., Toronto.
Landers, Frary & Clark, New Britain, Conn.

PETROLEUM FAUCETS
Landers, Frary & Clark, New Britain, Conn.

PHOSPHOR TIN AND COPPER
The Hoyt Metal Co., Limited, Toronto.

PICK HANDLES
J. H. Still Mfg. Co., St. Thomas, Ont.

PIGEON NESTS
E. B. Eddy Co., Ltd., Hull, Que.

PIG IRON
A. C. Leslie & Co., Ltd., Montreal.
Nova Scotia Steel Co., New Glasgow, N.S.
Steel Co. of Canada, Ltd., Hamilton.

PINS, ESCUTCHEON
Parmenter & Bulloch, Gananoque.

PIPE, ACID RESISTING
The Hoyt Metal Co., Ltd., Toronto, Ont.

PIPE CUTTERS (STAND)
Trimont Mfg. Co., Roxbury (Boston, Mass).

PIPE CLEANERS
PIPE STOCKS AND DIES
Greenfield Tap & Die Corporation, Galt, Ont.

PIPE, BLACK AND GALVANIZED
American Rolling Mills, Middleton, Ohio.
Canada Metal Co., Toronto.
Canadian Tube & Iron Co., Ltd., Montreal.
Caverhill, Learmont & Co., Montreal.
The Jas. Morrison Brass Mfg. Co., Ltd., Toronto.
Steel Co. of Canada, Ltd., Hamilton.
Thos. Davidson Mfg. Co., Ltd., Montreal.

PIPE FITTINGS
The International Malleable Iron Co., Ltd., Guelph.
Fittings, Limited, Oshawa, Ont.

PIPE, GALVANIZED CONDUCTOR
Thos. Davidson Mfg. Co., Ltd., Montreal.
Wheeler & Bain, Toronto.

PIPE, LEAD
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

PIPE, RAIN WATER CONDUCTOR
Canada Metal Co., Toronto.

PIPE, STOVE AND FURNACE
Collins Mfg. Co., Toronto.

PIPE, WROUGHT, BLACK AND GALVANIZED
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

PISTON PINS
Burgess-Norton Mfg. Co., Geneva, Ill.

PISTON ROD PACKING
Dunlop Tire & Rubber Co., Ltd., Toronto.

PISTON AND VALVE PACKINGS
The Barrett Co., Ltd.

PISTOLS
Colts Patent Fire Arms, Hartford, Conn.
Savage Arms Corpn., Utica, N.Y.

PLANES
Caverhill, Learmont & Co., Montreal.
Stanley Rule & Level Co., New Britain, Conn.
Whites, Limited, Collingwood, Ont.

PLANTERS, CORN
The Eureka Planter Co., Woodstock, Ont.
The Otterville Mfg. Co., Ltd., Otterville, Ont.

PLIERS
A. G. and A. L. Brown & Co., Montreal, Que.
Matthias Klein & Sons, Chicago, Ill.
Kraeutler & Co., Inc., Newark, N.J.
F. W. Lamplough & Co., Montreal, Que.
The Peck, Stow & Wilcox Co., Southington, Conn.

PLIERS, CUTTING
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
F. W. Lamplough & Co., Montreal, Que.

PLIERS, COMBINATION
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Can. Foundries & Forgings, Ltd., Brockville.
Goodell-Pratt Co., Greenfield, Mass.

PLUGS, RUBBER
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
The Chamberlain Desolvo Co., Toronto.

PLUMBERS' SUPPLIES, RUBBER
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

PLUMBERS' TOOLS
The Jas. Morrison Brass Mfg. Co., Ltd., Toronto.
J. H. Williams & Co., Ltd., St. Catharines, Ont.

POLISHES, AUTO AND FURNITURE
Channell Limited, Toronto, Ont.
Home Products, Ltd., Hamilton, Ont.

POLISHING HEADS
Goodell Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.

POLISHES, KNIFE
Jas. Oakey & Sons, Ltd., London, England

POLISHES, METAL
The Deco-Tint Co., Montreal, Que.
Home Products, Ltd., Hamilton, Ont.

POLE LINE MATERIAL
Canadian General Electric Co., Ltd., Toronto
Northern Electric Co., Montreal.
The Steel Co., of Canada, Ltd., Hamilton, Ont.

POSTS, ANGLE IRON
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.

POSTS, FENCE, STEEL
Burlington Steel Co., Ltd., Hamilton, Ont.

POST HOLE DIGGERS
Can. Foundries & Forgings Ltd., Brockville, Ont.
Canada Wire & Iron Goods Co., Hamilton, Ont.

POULTRY EQQUIPMENT
The Collins Mfg. Co., Toronto, Ont.

POULTRY NETTING
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
A. C. Leslie & Co., Ltd., Montreal.

POULTRY LEG BANDS
Rideau Specialty Co., Smiths Falls, Ont.

POWDER, SMOKELESS
E. I. du Pont de Nemours & Co., Wilmington, Del.

PRISMS, SIDEWALK
Hobbs Mfg. Co., Montreal, Que.

PRUNING SHEARS
Adcock & Brewer, Ltd., Montreal.
The Peck, Stow & Wilcox Co., Southington, Conn.

PULLS, DRAWER
Taylor-Forbes Co., Limited, Guelph, Ont.

PUSH AND PULL PLATES
The Toronto Lock Mfg. Co., Toronto.

PULLEYS, CLOTHES
The Katie Foundry Co., Galt, Ont.

PUMPING SYSTEMS, AUTOMATIC
The Westco Pumps Ltd., Toronto.

PUMPS
Beatty Bros., Ltd., Fergus.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
R. McDougall Co., Ltd., Galt.
F. E. Meyers & Bro., Ashland, Ohio.
The Westco Pumps Ltd., Toronto.

PUMP, HAND AND POWER, FOR PAINTS, OILS, OIL AND GASOLINE
S. F. Bowser Company, Ltd., Toronto, Can.

PUMPS, CURB, FOR OIL AND GASOLINE
S. F. Bowser Company, Ltd., Toronto, Can.

PUMPS, SELF-MEASURING
S. F. Bowser Company, Ltd., Toronto, Can.

PUMPS, SEMI-ROTARY
Can. Foundries & Forgings, Ltd., Brockville, Ont.

PUMPS, GASOLINE
S. F. Bowser Company, Ltd., Toronto, Can.

PUMP OILERS
Cannon Oiler Co., Keithsburg, Ill.

PUNCHES, CENTRE DRIVE, ETC.
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Mayhew Steel Products, Inc., New York.
Stanley Works, New Britain, Conn.

PUNCHES, BELT
E. C. Atkins & Co., Hamilton, Ont.

PUNCHES, TICKET
Bridgeport Hdwe. Mfg. Co.,, Bridgeport, Conn.

PUTTY
Brandram-Henderson, Montreal.
R. C. Jamieson & Co., Ltd., Montreal.
Canada Paint Co., Montreal.
Benjamin Moore & Co., Ltd., Toronto.
A. Ramsay & Son Co., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
G. F. Stephens & Co., Ltd., Winnipeg.
Sherwin-Williams Co., Montreal.

PUTTY IRONS
The A. R. Whittal Can. Co., Ltd., Montreal.

PULLEYS
The Aero Mfg. Co., Ltd., Sherbrooke, Que.
Can. Foundries and Forgings, Ltd., Brockville, Ont

QUOITS
Can. Foundries and Forgings, Ltd., Brockville, Ont.

RACKS, HAY
Can. Foundries and Forgings, Ltd., Brockville, Ont.

RADIATORS
The Gurney Foundry Co., Ltd., Toronto.

RADIATORS, AUTO
The North Star Oil & Refining Co., Limited, Winnipeg, Man.

RADIATOR VALVES
Jenkins Bros., Ltd., Montreal.

RAILWAY TIE PLATES
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

RAILROAD SUPPLIES, RUBBER
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.

RAKES
Shurly-Dietrich Co., Ltd., Galt, Ont.

RAZORS
Auto-Strop Safety Razor Co., Toronto, Ont.
Geo. Butler & Co., Ltd., Sheffield, Eng.
Campbell Agencies, Toronto, Ont.
The Canadian Sales Co., Toronto.
Caverhill, Learmont & Co., Montreal.
G. L. Cohoon, Montreal.
Thos. Ellin & Co., Limited, Sheffield, Eng.
Geneva Cutlery Co., Geneva, N.Y.
James Hutton & Co., Montreal.
Gillette Safety Razor Co., Ltd., Montreal.
F. W. Lamplough & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.
The Mab Co., Birmingham and Sheffield, Eng
A. Macfarlane & Co., Limited, Montreal, Que.
Marples & Co., Sheffield, Eng.
Wiebusch & Hilger, New York.

RATCHET DRILLS
Goodell-Pratt Co., Greenfield, Mass.

REAMERS
Millers Falls Company, Millers Falls, Mass.
Butterfield & Co., Rock Island, Que.
Taylor-Forbes Co., Ltd., Guelph, Ont.

RECIPROCATING DRILLS
Goodell Pratt Co., Greenfield, Mass.

REFRIGERATORS
Thos. Davidson Mfg. Co., Ltd., Montreal.
Sanderson-Harold Co., Ltd., Paris, Ont.

REELS, FISHING
Allcock, Laight & Westwood Co., Toronto, Ont.

THE BUYERS' GUIDE

REFRIGERATOR DRIP PANS
E. B. Eddy Co., Ltd., Hull, Que.

REGISTERS, (HOT AIR)
Canada Foundries & Forgings, Brockville.
Jas. Stewart Mfg. Co., Woodstock, Ont.

RIFLES
The Fraser Co., Agents B.S.A., Montreal, Que.
The Remington U.M.C. Co., Windsor, Ont.

RIVETS
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Parmenter-Bulloch Co., Gananoque, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

RIVET BURRS
The Union Iron & Metal Co., Ltd., Toronto.

ROBES, SLEEPING
The Woods Mfg. Co., Ltd., Ottawa, Ont.

ROD ENDS
J. H. Williams & Co., St. Catharines, Ont.

RODS, PISTON AND PUMP
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

RODS, RADIUS FORD
Burgess-Norton Mfg. Co., Geneva, Ill.

RODS, STRAIGHTENED
The Graham Nail Works, Toronto.

ROOFING CEMENT AND PAINT
The Barrett Co., Ltd.
Geo. W. Reed & Co., Ltd., Montreal, Que.

ROOFING, METAL
Pedlar People, Ltd., Oshawa, Ont.

ROOFING, READY
The Barrett Co., Ltd.
The Brantford Roofing Co., Ltd., Brantford, Ont.
Geo. W. Reed & Co., Ltd., Montreal, Que.
Alex. McArthur & Co., Montreal, Que.
The Standard Paint Co., of Canada, Ltd., Montreal, Que.

ROOFING, RUBBER
The Barrett Co., Ltd.
Geo. W. Reed & Co., Ltd., Montreal, Que.

ROPE
Doon Twines, Ltd., Kitchener, Ont.
Plymouth Cordage Co., Welland, Ont., and Plymouth, Mass.
Consumers Cordage Co., Montreal, Que.
Independent Cordage Co., Toronto, Ont.

ROPE, WIRE
Canada Wire & Iron Goods Co., Hamilton, Ont.

ROSIN
Ontario Oil & Turpentine Co., Ltd., Toronto, Ont.

RUBBER SHEET, VULCANIZED
Wm. J Brown, Montreal, Que.

RUBBER PRODUCTS
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Gutta Percha & Rubber, Ltd., Toronto.

RULES
Brown & Sharpe Mfg. Co., Providence, R.I.
Goodell-Pratt Co., Greenfield, Mass.
The Lufkin Rule Co., Windsor, Ont.
The Stanley Rule & Level Co., New Britain, Conn.
L. S. Starrett Co., Athol, Mass.

RULES, STEEL, STRAIGHT AND FOLDING
RULES, FOLDING BOXWOOD
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.
The Stanley Rule & Level Co., New Britain, Conn.

RULES, SPRING JOINT
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

RULES, BOARD AND LOG
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.
The Stanley Rule & Level Co., New Britain, Conn.

SADDLERY HARDWARE
Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.

SAFETY RAZORS
Auto-Strop Safety Razor Co., Toronto, Ont.
The Gillette Safety Razor Co., Limited, Montreal.

SAFES
J. J. Taylor Limited, Toronto.
Goldie & McCulloch Ltd., Galt, Ont.

SASH WEIGHTS
Canadian Die Casting Co., Ltd., Montreal, Que.

SAWS, BUCK
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto.

SAWS, CROSSCUT AND BAND
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto.
T. F. Shurly Co., Ltd., St. Catharines.
Shurly-Dietrich Co., Ltd., Galt, Ont.

SAWSET
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto.
Taylor-Forbes Co., Limited, Guelph, Ont.

SAWS, COMPASS
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto.

SAWS, COPING
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto.
Millers Falls Company, Millers Falls, Mass.

SAWS, BUTCHERS' AND KITCHEN
E. C. Atkins & Co., Hamilton, Ont.
Burgess-Norton Mfg. Co., Geneva, Ill.
Henry Disston & Sons, Limited, Toronto.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
Shurly-Dietrich Co., Ltd., Galt, Ont.

SAWS, HAND AND CIRCULAR
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto.
T. F. Shurly Co., Ltd., St. Catharines, Ont.
Shurley-Dietrich Co., Ltd., Galt, Ont.

SAW BLADES, HACK
E. C. Atkins & Co., Hamilton, Ont.
Clemson Bros., Inc., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto.
Millers Falls Company, Millers Falls, Mass.

SAW FRAMES, HACK
E. C. Atkins & Co., Hamilton, Ont.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.

SAW GUARDS
E. C. Atkins & Co., Hamilton, Ont.

SAWS, HACK
E. C. Atkins & Co., Hamilton, Ont.
Clemson Bros., Inc., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto.
Goodell-Pratt Co., Greenfield, Mass.
The Millers Falls Co., Millers Falls, Mass.

SAW MACHINES, HACK
E. C. Atkins & Co., Hamilton, Ont.
Clemson Bros., Inc., Hamilton, Ont.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.

SAWS, METAL CUTTING
Clemson Bros., Inc., Hamilton, Ont.

SAWS, KEYHOLE
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto.

SCISSORS
The Acme Shear Co., Bridgeport, Conn.
Landers, Frary & Clarke, New Britain, Conn.
Marples & Co., Sheffield, England.
R. S. Mitchell, Sheffield, England.
Wiebusch & Hilger, New York.

SCALES
Braun & Bonnick, Ltd., Toronto, Ont.
Burrow, Stewart & Milne Co., Limited, Hamilton.
Landers, Frary & Clark, New Britain, Conn.

SCALES, MACHINISTS
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

SCREWS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

SCREWS, THUMB
J. H. Williams & Co., Ltd., St. Catharines, Ont.

SCREWS, WOOD
The Steel Co. of Canada, Ltd., Hamilton.

SCREENS
Canada Wire & Iron Goods Co., Hamilton.

SCREEN DOORS
The Kasement Skrene Dore Co., Toronto.
N. Slater Co., Limited, Hamilton, Ont.
J. H. Williams & Co., Ltd., St. Catharines, Ont.
Sanderson-Harold Co., Ltd., Paris, Ont.

SCREEN WINDOWS
The Kasement Skrene Dore Co., Toronto.
Sanderson-Harold Co., Ltd., Paris, Ont.

SCREW DRIVERS
The Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Burgess-Norton Mfg. Co., Geneva, Ill.
Millers Falls Company, Millers Falls, Mass.

SCREW MACHINES
Stratford Brass Co., Ltd., Stratford, Ont.

SCREWS OF ALL KINDS
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

SEALERS
The Dominion Glass Co., Ltd., Montreal, Que.

SEATS
Canadian Veneering Co., Acton Vale, Que.

SEWING MACHINES, ELECTRIC AND MOTORS
Canadian Westinghouse Co., Limited, Hamilton, Ont.

SHADES, ELECTRIC
Canadian General Electric Co., Toronto.

SHARPENERS, KNIFE
The Canadian Hart Products Ltd., Hamilton, Ont.

SHEARS
The Acme Shear Co., Bridgeport, Conn.
R. Heinisch Sons Works, Newark, N.J.
Landers, Frary & Clark, New Britain, Conn.
Wiebusch & Hilger, New York.
J. Wiss & Sons, Inc., Newark, N.J.

SHEARING MACHINES, SHEEP
Flexible Shaft Co., Ltd., Toronto, Ont.

SHEATHING
The Barrett Co., Ltd.

SHEETING
Alex. McArthur & Co., Montreal, Que.

SHEETS, GALVANIZED AND BLACK
American Rolling Mills, Middleton, Ohio.
A. C. Leslie & Co., Montreal, Que.
Dominion Sheet Metal Co., Hamilton.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
M. and L. Samuel Benjamin Co., Ltd., Toronto.
The Western Steel Products Ltd., Winnipeg, Man.

SHEETS, BLACK STEEL
Steel Co., of Canada, Ltd., The, Hamilton, Ont.

SHEET METAL PRODUCTS
Sheet Metal Products Co., Toronto.

SHELVING
Thomas Lewis Arnett, Souris, Man.

SHINGLES, STEEL
Pedlar People Ltd., Oshawa, Ont.

SHOT
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

SHOP BARRELS
The Steel Trough & Machine Co., Ltd., Tweed, Ont.

SHOW CASES
Cameron & Co., Toronto.
Thomas Lewis Arnett, Souris, Man.

SICKLES
Wiebusch & Hilger, Ltd., New York, N.Y.

SIDING, METAL
Pedlar People, Ltd., Oshawa, Ont.

SIFTERS, FLOUR
Fred. J Meyers Mfg. Co., Hamilton, Ohio.

SIGHTS, GUN AND RIFLE
Marble Arms & Mfg. Co., Gladstone, Mich.

SIGNS, STREET
The Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.

SILVERWARE
Caverhill, Learmont & Co., Montreal, Que.
Can. Wm. A. Rogers Co., Ltd., Toronto.
Fenton Bros., Ltd., Sheffield, England.
Oneida Community, Ltd., Niagara Falls, Ont.
Messrs. Wm. Rogers and His Son, Niagara Falls, Ont.

SILVER-PLATED WARE
Oneida Community, Ltd., Niagara Falls, Ont.

SINKS
Can. Foundries & Forgings, Ltd., Brockville, Ont.

SKI
The Northland Ski Mfg. Co., St. Paul, Minn.

SKI ACCESSORIES, BINDINGS, WAX AND POLES
The Northland Ski Mfg. Co., St. Paul, Minn.

SKATES
Canada Cycle & Motor Co., Ltd., Weston, Ont.

SLEDGES, BLACKSMITH, COAL, STONE
Can. Foundries & Forgings, Ltd., Brockville.
Warren Forge & Tool Co., Warren, Ohio.

SNIPS (TINNERS')
A. S. & A. L. Brown Co., Montreal, Que.
Wiebusch & Hilger, New York.
The Peck, Stow & Wilcox Co., Southington, Conn.
J. Wiss & Sons, Inc., Newark, N. J.

SNOW SHOES
The Northland Ski Mfg. Co., St. Paul, Minn.

SNOWSHOE HARNESS
The Northland Ski Mfg. Co., St. Paul, Minn.

SOCKETS, WIRE ROPE
J. H. Williams & Co., Ltd., St. Catharines, Ont.

SOCKETS AND SLEEVES
The Keystone Manufacturing Co., Buffalo, N.Y.

SOLDER
The British Smelting & Refining Co., Montreal.
Canada Metal Co., Toronto.
Great Western Smelting & Refining Co., Ltd., Vancouver, B. C.
Hoyt Metal Co., Toronto.
Geo. W. Reed, Montreal.

SOLDERING PASTE
Canada Metal Co., Toronto.
The Hoyt Metal Co., Toronto.

SOLDERALL
Thos. Davidson Mfg. Co., Ltd., Montreal.

SOLES, HALF
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

SOAP DISHES
Landers, Frary & Clark, New Britain, Conn.

SPARK PLUGS
Canada Cycle & Motor Co., Ltd., Weston, Ont.
The Canadian General Electric Co., Toronto.
The Canadian National Carbon Co., Ltd., Toronto.
Champion Spark Plug Co., Windsor, Ont.
The Eclipse Mfg. Co., Indianapolis, Ind.
Hyslop Bros., Toronto.
T. McAvity & Sons, Ltd., St. John, N.B.

SPANNERS
J. H. Williams & Co., Ltd., St. Catharines, Ont.

SPICE TUBS
E. B. Eddy Co., Ltd., Hull, Que.

SPIDERS
Can. Foundries & Forgings, Ltd., Brockville, Ont.

SPIKES, EAVESTROUGH
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

SPOKE SHAVES
E. C. Atkins & Co., Hamilton, Ont.
Millers Falls Company, Millers Falls, Mass.
Stanley Works, New Britain, Conn.

SPORTSMEN'S SPECIALTIES
The Hingston Smith Arms Co., Winnipeg, Man.
The Marble Arms & Mfg. Co., Gladstone, Mich.

SPRAYERS
Canadian Potato Machinery Co., Ltd., Galt, Ont.
Collins Mfg. Co., Toronto.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Eureka Planter Co., Woodstock.
The New Perfection Sprayer Co., Galt, Ont.
Spramotor Co., London, Ont.

SPRINGS
B. J. Coghlin Co., Ltd., Montreal, Que.
Guelph Spring & Axle Co., Ltd., Guelph, Ont.

SPRING AND WIRE COILING MACHINERY
Sleeper & Hartly, Inc., Worcester, Mass.

SPRINGS, WINDMILL
Burgess-Norton Mfg. Co., Geneva, Ill.

SPRING DIES
Greenfield Tap & Die Corporation, Galt, Ont.

SQUARES
The Peck, Stow & Wilcox Co., Southington, Conn.

STABLE FITTINGS
Beatty Bros., Fergus, Ont.
Can. Foundries & Forgings, Brockville.
Canadaian Potato Machinery Co., Ltd., Galt, Ont

STAINS
The Barrett Co., Ltd.,
Brandram-Henderson, Montreal.
Canada Paint Co., Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal, Que.
The Flint Varnish & Color Works of Canada, Limited, Montreal, Que.
Lowe Bros., Ltd., Toronto.
Martin-Senour Co., Ltd., Montreal.
McArthur-Irwin, Ltd., Montreal.
Benjamin Moore & Co., Ltd., Toronto.
The Ottawa Paint Works, Ltd., Ottawa, Ont.
A. Ramsay & Sons Co., Montreal.
Sanderson Pearcy & Co., Toronto.
Sherwin-Williams Co., Montreal.

THE BUYERS' GUIDE

Spielmann Agencies, Ltd., Montreal.
G. F. Stephens & Co., Winnipeg.
Sturgeons, Ltd., Toronto.

STAINS, STRAW HAT
The Deco-Tint Co., Montreal, Que.

STAMPINGS
Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.

STAPLES
Canada Steel Goods Co., Hamilton.
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Steel Co. of Canada, Ltd., Hamilton.
Western Wire & Nail Co., London.

STAPLES, BED
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

STEAMERS AND BOILERS
Thos. Davidson Mfg. Co., Ltd., Montreal.

STEEL, REINFORCING
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
Canadian Tube & Iron Co., Ltd., Montreal.
London Rolling Mill Co., London, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

STEEL BARS FOR REINFORCEMENT, ALL SHAPES
Burlington Products Limited, Hamilton, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

STEEL STRIP
Dominion Sheet Metal Co.,, Ltd., Hamilton.

STEEL LOCKERS AND SHELVING
Dennis Wire & Iron Works, London, Ont.

STEEL INGOTS, OPEN HEARTH
The Steel Co. of Canada, Ltd., Hamilton, Ont.

STEEL, MILD, SLEIGH SHOE, TIRE
Canadian Rolling Mills Co., Ltd., Montreal.
Canadian Tube & Iron Co., Ltd., Montreal.
London Rolling Mill Co., London, Ont.
Manitoba Steel & Iron Co., Winnipeg, Man.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

STEEL BANDS
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

STEEL, MERCHANT BARS
The Steel Co. of Canada, Ltd., Hamilton, Ont.

STENCILS AND INK
Hamilton Stamp & Stencil Co., Hamilton.

STOOLS
The Steel Trough & Machine Co., Ltd., Tweed, Ont.

STONES, SHARPENING
The Western Hardware Mfg. Co., Milwaukee, Wis.

STORE FIXTURES
Cameron & Co., Toronto.
Thomas Lewis Arnett, Winnipeg.
The Walker Bin & Store Fixture Co., Kitchener, Ont.

STORE FRONT CONSTRUCTION, METAL
Hobbs Mfg. Co., Montreal, Que.

STOVES AND RANGES
Beach Foundry Co., Ltd., Ottawa, Ont.
Burrow, Stewart & Milne Co., Ltd., Hamilton, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Empire Stove & Furnace Co., Ltd., Owen Sound, Ontario.
Findlay Bros. Co., Ltd., Carleton Place, Ont.
The Enterprise Foundry Co., Ltd., Sackville, N.B.
The Galt Stove & Furnace Co., Ltd., Galt, Ont.
The Gurney Foundry Co., Ltd., Toronto.
Hall-Zryd Foundry Co., Ltd., Hespeler, Ont.
The Hamilton Stove & Heater Co., Hamilton, Ont.
The McClary Mfg. Co., Ltd., London, Ont.
Jas. Stewart Mfg. Co., Ltd., Woodstock.

STOVES, ELECTRIC
Canadian General Electric Co., Ltd., Toronto, Ont.
Canadian Westinghouse Co., Limited.
National Electric Heating Co., Ltd., Toronto, Ont.
Renfrew Electric Products, Ltd., Renfrew, Ont.

STOVES, GAS AND COAL
Burrow, Stewart & Milne Co., Ltd., Hamilton.
The Gurney Foundry Co., Ltd., Toronto
The McClary Mfg. Co., Ltd., London, Ont.

STOVES, GASOLINE
National Stamping & Electric Works, Chicago.

STOVE LININGS
Geo. W. Reed, Montreal.

STOVE PIPE
Collins Mfg. Co., Toronto.
O-Rib-O Mfg. Co., Winnipeg, Man.
Thos. Davidson Mfg. Co., Ltd., Montreal.

STRETCHERS, WIRE
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
Burgess-Norton Mfg. Co., Geneva, Ill.

SULPHATE OF AMMONIA
The Steel Co. of Canada, Ltd., Hamilton, Ont.

SWEAT PADS
American Pad & Textile Co., Chatham.

SWITCHES, SWITCHBOARDS
Canadian General Electric Co., Ltd., Toronto.

SWITCH AND RECEPTACLE PLATES (FLUSH TYPE)
Ontario Lantern & Lamp Co., Ltd., Hamilton, Ont.

SWIVELS, HOOK
J. H. Williams & Co., Ltd., St. Catharines, Ont.

TACKS
The Dominion Tack & Nail Co., Ltd., Galt, Ont.

TACKS, SHOE
The Steel Co. of Canada, Ltd., Hamilton, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

TANKS, CISTERN
Beatty Bros., Ltd., Fergus, Ont.

TANKS, GALVANIZED STEEL
Beatty Bros., Ltd., Fergus, Ont.

TANKS FOR PAINT OILS, OIL, GASOLINE, KEROSENE, ETC.
S. F. Bowser Company, Ltd., Toronto, Ont.

TANKS AND PUMPS, LUBRICATING OIL STORAGE
S. F. Bowser Company, Ltd., Toronto, Ont.

TANKS, WOOD
Beatty Bros., Ltd., Fergus, Ont.

TAPS
Butterfield & Co., Rock Island, Que.
Wells Bros. Co. of Canada, Galt, Ont.

TAP HOLDERS
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.

TAPPING ATTACHMENTS
Wells Bros. of Canada, Galt.

TAPE, RUBBER FRICTION
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

TAPES, MEASURING, STEEL AND WOOD
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

TAPES, MEASURING
Brown & Sharpe Mfg. Co., Providence, R. I.
Caverhill, Learmont & Co., Montreal.
L. S. Starrett Co., Athol, Mass.

TAPES, POCKET
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.
L. S. Starrett Co., Athol, Mass.

TARPAULIN
The Woods Mfg. Co., Ltd., Ottawa, Ont.

TEA POTS AND URNS, TEA BALL
Landers, Frary & Clark, New Britain, Conn.

TENTS
The Woods Mfg. Co., Ltd., Ottawa, Ont.

THERMOS BOTTLES
The Thermos Bottle Co., Ltd., Toronto.

THIMBLES, SMOKE PIPE
Can. Foundries & Forgings, Ltd., Brockville, Ont.

TIE PLATES
The Steel Co. of Canada, Ltd., Hamilton, Ont.

TILING, WALLS AND FLOOR
Barton Netting Co., Windsor, Ont.

TILING, RUBBER
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Co., Ltd., Toronto.

TINSMITHS' MACHINERY
Brown-Boggs Co., Hamilton, Ont.

TINWARE
Sheet Metal Products, Ltd., Toronto.

TIN PLATE
O-Rib-O Mfg. Co., Winnipeg, Man.

TIRE CARRIERS, AUTOMOBILE
Kinzinger, Bruce & Co., Niagara Falls, Ont.

TIRES AND TUBES, AUTOMOBILE, MOTOR TRUCK AND BICYCLE
Ames, Holden McCready, Limited, Montreal.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.
Hurtubise, Ltd., Montreal, Que.
Hyslop Bros., Toronto, Ont.
The F. E. Partridge Rubber Co., Ltd., Guelph.

TIES, WALL AND VENEER
The Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.

TIRE COVERS
American Pad & Textile Co., Ltd., Chatham, Ont.

TIRE PATCH
The Air-Tite Mfg. Co., St. Thomas, Ont.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

TIRES AND TUBES, AUTOMOBILE, AEROPLANE, BICYCLE, CARRIAGE, MOTORCYCLE AND MOTOR TRUCKS
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Ames, Holden McCready, Ltd., Montreal, Que.
Goodyear Tire & Rubber Co., Ltd., Toronto, Ont.

TIRE ACCESSORIES
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

TOBOGGANS
J. H. Hanson Co., Limited, Montreal, Que
The Northland Ski Mfg. Co., St. Paul, Minn.

TOBOGGAN CUSHIONS AND ACCESSORIES
The Northland Ski Mfg. Co., St. Paul, Minn.

TOILET PAPER
E. B. Eddy Co., Ltd., Hull, Que.

TORCHES
Clayton & Lambert Mfg. Co., Detroit, Mich.
The Detroit Torch & Mfg. Co., Detroit, Mich.

TOOLS, BLACKSMITHS'
Jardine & Co., Ltd., A. B., Hespeler, Ont.

TOOLS, CEMENT
E. C. Atkins & Co., Hamilton, Ont.

TOOLS
Chicago Flexible Shaft Co., Chicago, Ill.
B. J. Coghlin Co., Ltd., Montreal, Que.
Goodell-Pratt Co., Greenfield, Mass.
Jardine & Co., Ltd., A. B., Hespeler, Ont.
Matthias Klein & Sons, Chicago, Ill.
The Millers Falls Co., Millers Falls, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
A. A. Jones & Shipman, Ltd., Toronto, Ont.
Smith & Hemenway Co., Inc., Irvington, N.J.
Whites Limited, Collingwood, Ont.

TOOLS, HARVEST
Beatty Bros., Ltd., Fergus, Ont.
F. E. Myers & Bro., Ashland, O.

TRANSFER DECALCOMANIA
Canada Decalcomania Co., Ltd., Toronto.

TRANSFER SPECIALTIES
The Union Transit Co., Glasgow, Scotland.

TRAPS, BRASS, IRON, LEAD
Canada Metal Co., Toronto.
The James Morrison Brass Mfg. Co., Ltd., Soronto.

TRAPS, STEAM
The James Morrison Brass Mfg. Co., Ltd., Toronto.

TRAPS, GAME
The Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.
Oneida Community, Ltd., Niagara Falls, Ont.

TOOLS, LOGGING AND LUMBERING
Thos. Pink Co., Ltd., Pembroke, Ont.

TOOL HOLDERS (CUTTERS)
A. A. Jones & Shipman, Limited, Toronto, Ont.
J. H. Williams & Co., Ltd., St. Catharines, Ont.

TOOLS, MACHINISTS'
Brown & Sharpe Mfg. Co., Providence, R.I.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Goodell-Prat Co., Greenfield, Mass.
A. B. Jardine & Co., Limited, Hespeler, Ont.
L. S. Starrett Co., Athol, Mass.

TOOLS, MECHANICS'
C. Drew & Co., Kingston, Mass.

TOOLS, SMALL
The Quality Tool Works, Montreal, Que.
J. H. Williams & Co., Ltd., St. Catharines, Ont.

TOOLS, TROWEL
E. C. Atkins & Co., Hamilton, Ont.

TOYS
Thos. Davidson Mfg. Co., Montreal, Que.
Gendron Mfg. Co., Ltd., Toronto.
J. H. Hanson Co., Limited, Montreal, Que.
S. H. Whyte Co., Ltd., Winnipeg, Man.

TROUGHS
Beatty Bros., Fergus, Ont.

TRAMMEL POINTS
Stanley Works, New Britain, Conn.

TROUGHS, HOG
Beatty Bros., Ltd., Fergus, Ont.

TROWELS
Henry Disston & Sons, Limited, Toronto.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

TRUCKS, MOTOR
The Ford Motor Co. of Canada, Ltd., Ford, Ont.

TRUCKS, WAREHOUSE
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Kribs, Ltd., Wm. A., Hespeler, Ont.

TRY SQUARES
Henry Disston & Sons, Limited, Toronto.
Stanley Works, New Britain, Conn.

TUNGSTEN LAMPS
The Canadian Tungsten Lamp Co., Hamilton, Ont.

TUBS
Wm. Cane & Sons Co., Newmarket, Ont.

TUBS, BUTTER (COVERED)
E. B. Eddy Co., Ltd., Hull, Que.

TUBES, AUTO, TRUCK AND BICYCLE
Gutta Percha & Rubber Ltd., Toronto.

TUBING, BRASS
The James Morrison Brass Mfg. Co., Ltd., Toronto.

TUBING, RUBBER
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Ltd., Toronto, Ont.

TUNGSTEN LAMPS
The Canadian Tungsten Lamp Co., Ltd., Hamilton.

TURPENTINE
Ontario Oil & Turpentine Co., Ltd., Toronto.

TWINES
The Brantford Cordage Co., Ltd., Brantford, Ont.
Consumers' Cordage Co., Montreal and Halifax.
Doon Twines, Ltd., Kitchener, Ont.
The Sterling Twine Co., Ltd., Walkerton, Ont.
Walter Woods & Co., Hamilton.

VACUUM CLEANERS AND SWEEPERS
Bissell Carpet Sweeper Co., of Canada, Ltd., Niagara Falls, N.Y.
Canadian General Electric Co., Ltd., Toronto, Ont.
The Hurley Machine Co., Ltd., Toronto.
Landers, Frary & Clark, New Britain, Conn.

VALVES, ACID RESISTING
Hoyt Metal Co., Toronto, Ont.

VALVES, RADIATOR AND AIR, IRON BODY, COMPOSITION, GLOBE, ANGLE, CHECK
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Jenkins Bros., Ltd., Montreal, Que.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.

VALVES, RUBBER PUMPS
Gutta Percha & Rubber Ltd., Toronto.

VARNISHES, AUTO, COACH, HOUSE, MARINE
Berry Brothers, Walkerville.
Boston Varnish Co., Everett Station, Boston.
Brandram-Henderson, Ltd., Montreal.
Canada Paint Co., Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal.
The Flint Varnish & Color Works of Canada Limited, Montreal, Que.
Glidden Co., Ltd., Toronto, Ont.
Imperial Varnish & Color Co., Ltd., Toronto.
International Varnish Co., Ltd., Montreal.
Lowe Bros., Limited, Toronto.
McArthur Irwin, Montreal, Que.
Martin-Senour Co., Ltd., Montreal.
Benjamin Moore & Co., Ltd., Toronto.
A. Ramsay & Son, Montreal.
Pratt & Lambert, Bridgeport, Ont.
Sherwin-Williams Co., Montreal, Que.
G. F. Stephens & Co., Ltd., Winnipeg.
Wilkinson & Kompass, Hamilton.

VEHICLES, CHILDREN
The Gendron Mfg. Co., Ltd., Toronto, Ont.
The J. H. Hanson Co., Ltd., Montreal, P.Q.
The Woodstock Wagon & Mfg. Co., Ltd., Woodstock.
S. H. Whyte Co., Ltd. Winnipeg, Man.

VENEER SEATS
Canadian Veneering Co., Acton Vale, Que.

VENTILATORS
Wheeler & Bain, Toronto.

THE BUYERS' GUIDE

VISES
A. G. & A. L. Brown & Co., Montreal, Que.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Caverhill, Learmont & Co., Montreal.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
The Rock Island Mfg. Co., Rock Island, Ill.
Stanley Works, New Britain, Conn.

VISES, CHAIN PIPE, CLAMP, MOUNT
J. H. Williams & Co., Ltd., St. Catharines, Ont.

WAGON HARDWARE
Burgess-Norton Mfg. Co., Geneva, Ill.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
The Stanley Works, New Britain, Conn.
The Steel Co. of Caanda, Ltd., Hamilton, Ont.

WALNUT SEATS
Canadian Veneering Co., Acton Vale, Que.

WARMERS, FOOT
Chicago Flexible Shaft Co., Chicago, Ill.

WASHERS
London Rolling Mill Co., Ltd., The, London, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.
The Union Iron & Metal Co., Ltd., Toronto.
Wilkinson & Kompass, Hamilton.
Wrought Washer Mfg. Co., The, Milwaukee, Wis.

WASHERS, RUBBER
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

WASHING MACHINES, ELECTRIC, HAND AND POWER
Appliances Limited, Toronto.
Beatty Bros., Fergus, Ont.
Doswell, Lees & Co., Hamilton.
The Gurney Foundry Co., Ltd., Toronto.
W. A. Kribs Co., Limited, Hespeler, Ont.
The Hurley Machine Co., Limited, Toronto, Ont.
Landers, Frary & Clark, New Britain, Conn.
The Maytag Co., Winnipeg, Man.
Maxwells, Ltd., St. Marys, Ont.
The Slade Mfg. Co., Ltd., Owen Sound, Ont.
1900 Washer Co., Toronto, Ont.
Schultz Bros. Mfg. Co., Ltd., Brantford, Ont.

WASTE, COTTON
Acme Waste Mfg. Co., Toronto, Ont.
Wilkinson & Kompass, Hamilton.

WASH BOARDS
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
E. B. Eddy Co., Ltd., Hull, Que.

WASH TUBS
E. B. Eddy Co., Ltd., Hull, Que.
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.

WATERPROOF CLOTHING
The Tower Canadian Ltd., Toronto, Ont.

WATER SYSTEMS
The Westco Pumps Ltd., Toronto.

WEATHER STRIPPING
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
The Metal Weatherstrip Co., Ottawa, Ont.

WEDGES
Can. Foundries & Forgings, Ltd., Brockville, Ont.

WEEDERS, GARDEN (HAND)
The Eureka Planter Co., Ltd., Woodstock, Ont.
C. S. Norcross & Sons, Bushnell, Ill.

WEIGHTS
Can. Foundries & Forgings, Ltd., Brockville, Ont.

WEIGHTS, HORSE
The Katie Foundry Co., Galt, Ont.

WHEELS, GRINDING
E. C. Atkins & Co., Hamilton, Ont.

WHEELS, WELL
Can. Foundries & Forgings, Ltd., Brockville, Ont.

WHITEWASH OUTFITS
Collins Mfg. Co., Toronto.

WHIFFLETREE HOOKS
The International Malleable Iron Co., Ltd., Guelph, Ont.

WHOLESALE HARDWARE
J. H. Ashdown Hardware Co., Ltd., Winnipeg.
Caverhill, Learmont & Co., Montreal.
The Hobbs Hardware Co. Ltd., London, Ont.
H. S. Howland Sons & Co., Toronto.
Rice Lewis & Sons, Ltd., Toronto.
Whites Limited, Collingwood, Ont.
Jas. Morrison Brass Mfg. Co., Toronto.

WHITE LEAD
Brandram-Henderson, Montreal, Que.
Canada Paint Co., Ltd., Montreal.
Carter White Lead Co., Montreal.
Steel Co. of Canada, Ltd., Montreal.
McArthur Irwin, Montreal.

WIND SHIELD GLASS
Hobbs Mfg. Co., Montreal, Que.
The Ontario Plate Glass, Ltd., Hamilton, Ont.

WINDOW WEIGHTS
The Katie Foundry Co., Galt, Ont.

WINDOW FITTINGS
Stanley Davies, Weston, Ont.

WINDOW GUARDS, WIRE
Canada Wire & Iron Goods Co., Hamilton, Ont.

WIPERS
Scythes & Co., Toronto.

WIRE
Canadian Tube & Iron Co., Ltd., Montreal.
Canada Wire & Iron Goods Co., Hamilton, Ont.
Caverhill, Learmont & Co., Montreal, Que.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
B. Greening Wire Co., Ltd., Hamilton, Ont.
Laidlaw Bale-Tie Co., Ltd., Hamilton, Ont.
Kasement Skrene Dore Co., Toronto.
The Steel Co. of Canada, Ltd., Hamilton, Ont.
Weston Wire & Nail Co., London.

WIRE, ANNEALED
Banwell-Hoxie Fide Fence Co., Ltd., Hamilton.
The Frost Steel & Wire Co., Ltd., Hamilton.
The Graham Nail Works, Toronto.

WIRE, BRIGHT
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
The Graham Nail Works, Toronto.

WIRE BASKETS, HEAVY
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.

WIRE CLOTH
Canada Wire & Iron Goods Co., Hamilton, Ont.
Kasement Skrene Dore Co., Toronto.

WIRE, COPPERED
The Graham Nail Works, Toronto.

WIRE CUTTERS
Bridgeport Hardware Co., Bridgeport, Conn.

WIRE, HAY
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
The Graham Nail Works, Toronto.

WIRE HOOPS
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Steel Co. of Canada, Ltd., Hamilton.

WIRE DOOR MATS
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.

WIRE, OILED AND ANNEALED
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
The Graham Nail Works, Toronto, Ont.

WIRE RODS
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

WIRE, TINNED
The Graham Nail Works, Toronto.

WIREWORK OF ALL KINDS
Canada Wire & Iron Goods Co., Hamilton, Ont.
Dennis Wire & Iron Works Co., Ltd., London, Ont.
The McDonald Wire Goods Co., Drummondville, Que.

WIRE WHEELS
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

WIREWORKING MACHINERY
Sleeper & Hartly, Inc., Worcester, Mass.

WIRE WINDOW SCREENS
Atlas Iron, Wire & General Metal Works, Toronto.

WOODENWARE
The Brett Mfg. Co., Winnipeg, Man.
Schultz Bros. Mfg. Co., Ltd., Brantford.

WRAPPING PAPER
E. B. Eddy Co., Ltd., Hull, Que.
Alex. McArthur & Co., Montreal, Que.
Walter Woods & Co., Hamilton, Ont.

WRENCHES AND ACCESSORIES
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Caverhill, Learmont & Co., Montreal.
Edgar C. Guthard Co., Chicago, Ill.
Goodell-Pratt Co., Greenfield, N.Y.
Keystone Mfg. Co., Buffalo, N.Y.
Will B. Lane, Chicago, Ill.
The Peck, Stow & Wilcox Co., Southington, Conn.
The Star Mfg. Co., Carpentersville, Ill.
Trimont Mfg. Co., Roxbury, Mass.

WRENCHES, ADJUSTABLE "S"
The Keystone Manufacturing Co., Buffalo, N.Y.

WRENCHES, ALLIGATOR
Bridgeport Hardware Co., Bridgeport, Conn.

WRENCHES, RATCHET
Brown & Sharpe Mfg. Co., Providence, R. I.
L. S. Starrett Co., Athol, Mass.
J. H. Williams & Co., Brooklyn, N.Y.

WRENCHES, PIPE
The Keystone Manufacturing Co., Buffalo, N.Y.

WRINGERS
Beatty Bros., Ltd., Fergus, Ont.

WRINGERS, ELECTRIC POWER
Appliances Limited, Toronto.

WROUGHT NIPPLES
Jas. Morrison Brass Mfg. Co., Toronto.
J. H. Williams & Co., Ltd., St. Catharines, Ont.
The Union Iron & Metal Co., Ltd., Toronto.

WROUGHT WASHERS
J. H. Williams & Co., Ltd., St. Catharines, Ont.
The Wrought Washer Mfg. Co., Milwaukee, Wis.

WRINGERS, HAND AND POWER
J. H. Connor & Son, Limited, Ottawa, Ont.
Spielmann Agencies, Montreal.

WROUGHT COUPLINGS
Canadian Tube & Steel Products, Ltd., Montreal, Que.
Wrought Washer Mfg. Co., The, Milwaukee, Wis.

YOKE ENDS
J. H. Williams & Co., St. Catharines, Ont.

ZINC, BAR
Canada Metal Co., Ltd., Toronto.
The Hoyt Metal Co., Toronto.

Gaining New or Greater Distribution

is a well-recognized and familiar use of properly-directed, continuous advertising.

For either marketing on a national scale or by "Zone Methods" continuous, properly-directed advertising blazes the trail, carries your name, reputation and a knowledge of the product to the trade. It paves the way for the salesmen, lubricates your whole distribution system and creates friendly territory waiting to welcome your product and your travellers as your production expands.

A weekly message to the whole hardware trade of Canada through HARDWARE AND METAL—their recognized source of business information—will increase your distribution.

WANT ADS

If you want a buyer, clerk, salesman, traveler, position, you can reach the best men in the trade through these columns.

If you wish to buy or sell a business, or dispose of overstocks, you can reach a larger number of hardware men through this page than in any other way.

Rates (payable in advance) 2 cents per word. An additional charge of 10 cents for each insertion is made when Box Number is required. Each figure counts as one word. When panels are desired a charge of $1.50 is made for a panel 1 inch deep by 2⅛ inches wide.

Address all advertisements for this section to HARDWARE AND METAL, 143-153 University Ave., Toronto, Can.

HELP WANTED

WANTED SALESMAN WHO ABSOLUTELY knows how to sell paint. Must have at least 3 years' exclusive retail paint experience. A big thing for the right man. Mills Hardware Co., Hamilton.

WANTED—A RETAIL HARDWARE SALESman who can write show cards and dress show windows exclusively, but must prove to us that he is almost semi-professional. Big opportunity for the right man. Mills Hardware Co., Hamilton.

HARDWARE TRAVELLER WANTED FOR Northern Ontario to call on mining, lumbering and retail trade. Must be live wire. Box 17, Hardware and Metal.

WANTED—TRAVELLER CALLING ON HARDware trade to take ranges and heaters as a side line on commission. Territory, Toronto east to Brockville. Box 122, Hardware and Metal.

WANTED—HARDWAREMAN NOT OVER 40 years of age, who has had 10 or more years' experience in retail or wholesale hardware business; must be a man of good appearance, well educated and a good business correspondent. Position offers splendid future for a man of good judgment. Do not apply unless ready to give complete details regarding qualifications in first letter. Also state salary. Position is with a large company at Toronto, Can. Box 108, Hardware and Metal.

WANTED — A PRACTICAL FURNACE MAN with knowledge of selling. A good opportunity for the right party. Box 15, Hardware and Metal.

WANTED—BY MANUFACTURER, CORRESpondence with traveller in North country calling on hardware trade to solicit orders for handles and similar lines. References required. Address Box 91, Hardware and Metal.

SITUATIONS WANTED

HARDWARE MAN, THOROUGHLY EXPERIenced in all branches of the trade, wishes to make a change. Has held positions as manager and buyer, and is fully competent to take full charge. Good references. Full particulars gladly furnished. Write Box 36, Hardware and Metal.

WANTED — POSITION AS SALESMAN, 20 years old, four years' hardware experience. Open for engagement. Box 10, Hardware and Metal.

FIRST-CLASS HARDWARE SALESMAN, 23 years old, single, nine years' thorough experience, seeks position with progressive Western or Ontario firm. Box 44, Hardware and Metal.

A TRAVELLING SALESMAN WITH TEN years' experience as a safe salesman and eight years as a calendar salesman, with a first class record, is open for engagement with some reliable manufacturer or wholesaler, either east or west. Box, 101, Hardware and Metal.

WANTED — POSITION AS HARDWARE salesman and bookkeeper, preferably in Manitoba or Saskatchewan. Well educated, single and steady. Seven years with one firm. Good reference. Box 91, Hardware and Metal.

HARDWARE CLERK, 10 YEARS' CITY EXperience, desires position at $20 a week. Box 17, Hardware and Metal.

THOROUGHLY EXPERIENCED HARDWARE man seeks position as store manager. Married Thirty-five. Good references. Apply Box 19, Hardware and Metal.

EXPERIENCED HARDWARE SALESMAN IS desirous of obtaining a position, either on the road or in a retail store, 15 years' experience, best of reference. Apply Box 143, Hardware and Metal.

WANTED — POSITION DESIRED AS STOCK keeper by middle aged man. Experienced. Box 94, Hardware and Metal.

FOR SALE

FOR SALE — SET OF TINSMITHS' TOOLS. John L. Wilson, Enterprise, Ont.

FIRESIDE FURNISHINGS—JOBBERS WANTed to handle low price, high-class English-made fireside furnishings. Send for designs and prices. W. Howdle, 137 Wright Street, St. John, N.B.

FOR SALE — SET OF SECOND-HAND TINsmithing machines cheap. Herb Privat, Chatsworth, Ont.

FOR SALE—STOVE REPAIRS, FIRE BRICKS, iron linings, water fronts, for Garlands, Pen Esthers, Acmes, Sunlights, Welcomes, Supremes, Souvenirs, Crown Hurons, New Empress, Sterlings, Marvels, Climax, Arklaus, Colonials, Peninsulars and all kinds of ranges. Write for list and prices. Grundy Bros., Strathroy.

WANTED

WANTED — TINSMITH'S LIGHT 8-FOOT brake. Phone June. 1045.

Opportunities are offered every week on this page.

Are you making use of them?

Hardware and Metal's unique circulation as proven by the A.B.C. audit is due to 33 years of honest effort to give the retail trade the best possible service.

Decalcomania Transfer
NAME PLATES
Made in Canada by
Canada Decalcomania Co., Limited
364-370 Richmond St. W., Toronto, Can.

ARNETTIZE YOUR STORE

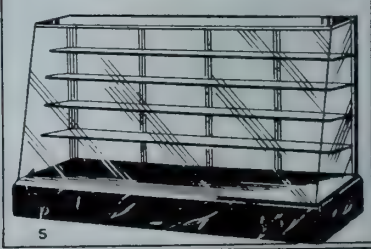
IT IS A FACT

that stores we have Arnettized are showing greatly increased sales and growing popularity.

Arnett Service arranges your store to make the most sales with the least trouble. The Silent Salesman has time for all your customers.

Write for illustrated catalog and details of Arnett Expert Service.

Thomas Lewis Arnett
Souris, Man.



If interested tear out this page and place with letters to be answered.



TRADE MARKS

Any trade-mark shown on this page, when stamped on an article of hardware, is the manufacturer's personal "O.K.," guaranteeing the quality of the product.

Metal Stamping and Press Work to Order

Also name plates, embossed trade checks, time checks, badges, steel stamps and stencils or anything in steel or brass lettered or embossed to order.

The Hamilton Stamp and Stencil Works, Limited, Hamilton, Ont.

Sankey's Pyruma Putty Fire Cement

Easy to handle. Ready for use.
For Stoves, Ranges, Furnaces, Kilns, etc., Superior to other Plastic Fire Cements. Sets Hard without heat. Fusing Temperature 3,000°F.

Quotations from
MANNING, HINTON & BRISSENDEN
Post Office Box 37 Halifax, N.S.

DOON TWINES, LIMITED

KITCHENER, ONT.

Manufacturers of all kinds of Twines and Cordage, Plow Lines, Clothes Lines, Ropes etc. Write for samples and prices.

MILLS AT DOON, and KITCHENER, ONT.

Look for the full name
RUSSELL JENNINGS
stamped on the round of our
AUGER BITS
The original double twist auger bit, Patented by Mr. Russell Jennings in 1855.
RUSSELL JENNINGS MFG. CO.
Chester, Conn., U.S.A.

STERLING

Hack Saw Blades and Machines

Manufactured by

Diamond Saw & Stamping Works
BUFFALO, N.Y.

"Monarch" & "Safe-Lock" Fencing

We make Farm, Lawn and Poultry Fencing, Gates, etc., and *sell exclusively to the Hardware Trade.* Write for Agency.

Owen Sound Wire Fence Co. Ltd.
OWEN SOUND, ONT.

Sash Weights Wall Washers

All Kinds of
Plain Duplicate Gray Iron Castings
CANADIAN DIE CASTING CO., LIMITED
Drummond Building, Montreal





DOES ADVERTISING PAY?

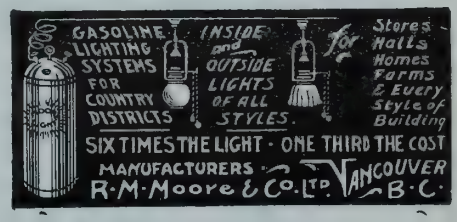
USE THIS SPACE AND SEE

COLLECTIONS

Our ability to collect accounts has been highly praised by merchants all over Canada. We collect anywhere in Canada and the United States on a strictly commission basis. You are under no obligation to us if we do not collect. We guarantee you a thoroughly honest service. Prompt remittances. Give us a trial. We collect where others fail. Established 1909.

Nagle Mercantile Agency
Laprairie (Montreal) Que.

EVERYWHERE
NO COLLECTION
NO CHARGE
EFFICIENT
RELIABLE





"Chief Ruff-Stuff"

Stands for WAUSAU Sandpaper; it's so good that everybody's asking for the sandpaper with the Indian head on it. Get our new circulars.

Wausau Abrasives Company
114 So. Clinton St. - Chicago

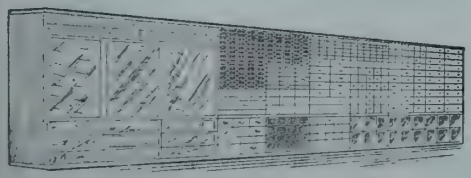
PORTABLE COAL BASKETS
DOME DAMPERS
ASH DUMPS · BELL TRAPS
BREATHER CAPS
SOOT DOORS
GRATES and COVERS
VENTILATING AIR BRICK CASTINGS

Toronto Foundry Co.
884 Davenport Road TORONTO, CAN.

Practically all big buyers of hardware in Canada are readers of HARDWARE AND METAL.

Your Wants

are many here below. Use the Want Ad. page and get rid of a few of them.



Cameron Store Equipment

Our Specialty

Cameron & Company
74 Logan Ave. Toronto

If interested tear out this page and place with letters to be answered.

INDEX TO ADVERTISERS

Acme Waste Mfg. Co., Ltd. ... 28
Allcock, Laight & Westwood.. 22
Ashdown Hardware Co., J. H. . 75
Arnett, Thos. Lewis 86

Barrett Co., Ltd. 65
Barnett Co., Ltd., G. & H. ... 71
Berry Bros., Inc. 61
Brett Co., The 69

Brown, Wm. J. 26
Bowser & Co., Ltd., S. F. 16
Cameron & Co. 87
Can. Decalcomania Co., Ltd.... 86
Canada Metal Co. 25, 29, 63
Canada Cycle & Motor Co., Ltd. 18
Canada Dry Cells, Limited 77
Canada Steel Goods Co., The .. 3
Can. Wire & Iron Goods Co.. 26
Canada Die Casting Co. 87
Can. Tube & Steel Products .. 20
Can. Westinghouse Co., Ltd. . 7
Caverhill, Learmont & Co. ... 8
Can. Foundries & Forg. Co., Ltd. 11
Channell Chemical Co. .....
Inside front cover
Clayton & Lambert Mfg. Co. . 29
Cleveland Stone Co., Ltd. 22
Clemson Bros., Inc. 20
Coghlin Co., Ltd., B. J. 29
Consolidated Plate Glass Co., Ltd. 30
Crookes & Sons, John 26

Davidson Mfg. Co., Ltd., The.. 18
Diamond Saw & Stamp Wks... 87
Dom. Sheet Metal Corp. 69
Dominion Tack and Nail Co. . 29
Doon Twines, Ltd. 87

Eddy Co., E. B. 15

Fittings, Limited 28
Flexible Shaft Co., Ltd. 10
Frost Steel & Wire Co., Ltd. . 12

Garland, The, Company 63
Gutta Percha & Rubber, Ltd. 6
Gendron Mfg. Co. 23
Glidden Co., The 57
Graham Nail Works 67

Hamilton Stamp & Stencil Works, Ltd. 87
Hamilton Stove & Heater Co.. 74
Hoyt Metal Co., Limited 28
Hobbs Mfg. Co. 71
Howland, Sons & Co., H. S. . 1
Hutton & Co., James 28

Imperial Oil, Ltd. 4

Jardine, A. B. & Co., Ltd. ... 23
Jennings Mfg. Co., Russell ... 87
Johnson, Edward E. 27

Laidlaw Bale & Tie Co. 22
Lamplough & Co., F. W. 22
London Gas Power Co. 28
London Bolt & Hinge Co. ... 26
London Rolling Mill Co. 27
Lufkin Rule Co. of Can., Ltd. . 88

McArthur, Alex. & Co. 26
McDougall Co., R. 22

Manning, Hinton & Brissenden 87
Martin & Co., L. 67
Manitoba Steel & Iron Co. ... 77
Maxwells Limited 63
Mica Co. of Canada, Ltd. 28
Miller Bros., Ltd. 69
Moore & Co., R. M. 87
Morrison Brass Co., James ... 17
Myers & Bro., F. E. 27

National Stamp. & Elec. Wks. 29
Nagle & Co., H. 23
Nagle Mercantile Agency 87
Nicholson File Co. 19
North Bros. Mfg. Co. 19
Niagara Metal Stamp. Corp... 20
Nova Scotia Steel & Coal Co.. 21

Oakey & Sons, John 28
O-Rib-O Mfg. Co. 63
Owen Sound Wire Fence 87
Ottawa Paint Works 61

Parmenter, Bulloch & Co. 26
Pink Co., Thos. 23
Plymouth Cordage Co. 2
Progressive Mfg. Co. 29

Renfrew Electric Prod., Ltd. .. 32
Reed & Co., Geo. W. 69
Russell Jennings Mfg. Co. .. 87
Rideau Specialty Co. 87
Rock Island Mfg. Co. 24

Sanderson Pearcy & Co. 59
Shurly Co., T. F. 24
Simms & Co., T. S. 30
Sleeper & Hartley, Inc. 67
Specialty Mfg. Co. 63
Stanley Works, The 13
Starrett Co., L. S. ..Front cover, 5
Stephens & Co., G. F. 73
Steel Trough & Machine Co. .. 27
Stevens, J, Arms Co., Ltd... 9
Still Mfg. Co., J. H. 25
Sterling Twine Co. 29
Sturgeons, Limited 30

Taylor-Forbes Co., Ltd. 14
Toronto Lock Mfg. Co. 20
Toronto Plate Glass & Importing Co. 71
Toronto Foundry Co., Ltd. ... 87
Trees & Co., Samuel 17
Trimont Mfg. Co., Ltd. 25

Union Iron & Metal Co. 25

Vol-Peek Mfg. Co. 23

Want Ad. Page 86
Warren Tool & Forge Co., Ltd. 28
Wentworth Mfg. Co., Ltd. ... 21
Westco Pumps, Limited 21
Western Wire & Nail Co. 63
Wausau Abrasive Company .. 87
Woods Mfg. Co. 16
Woods & Co., Walter 24
Wrought Washer Mfg. Co. ... 21
Wilckes-Martin-Wilckes Co. .. 87
Wiebusch & Hilger, Ltd. ....
Inside back cover
Wilkinson & Kompass 29

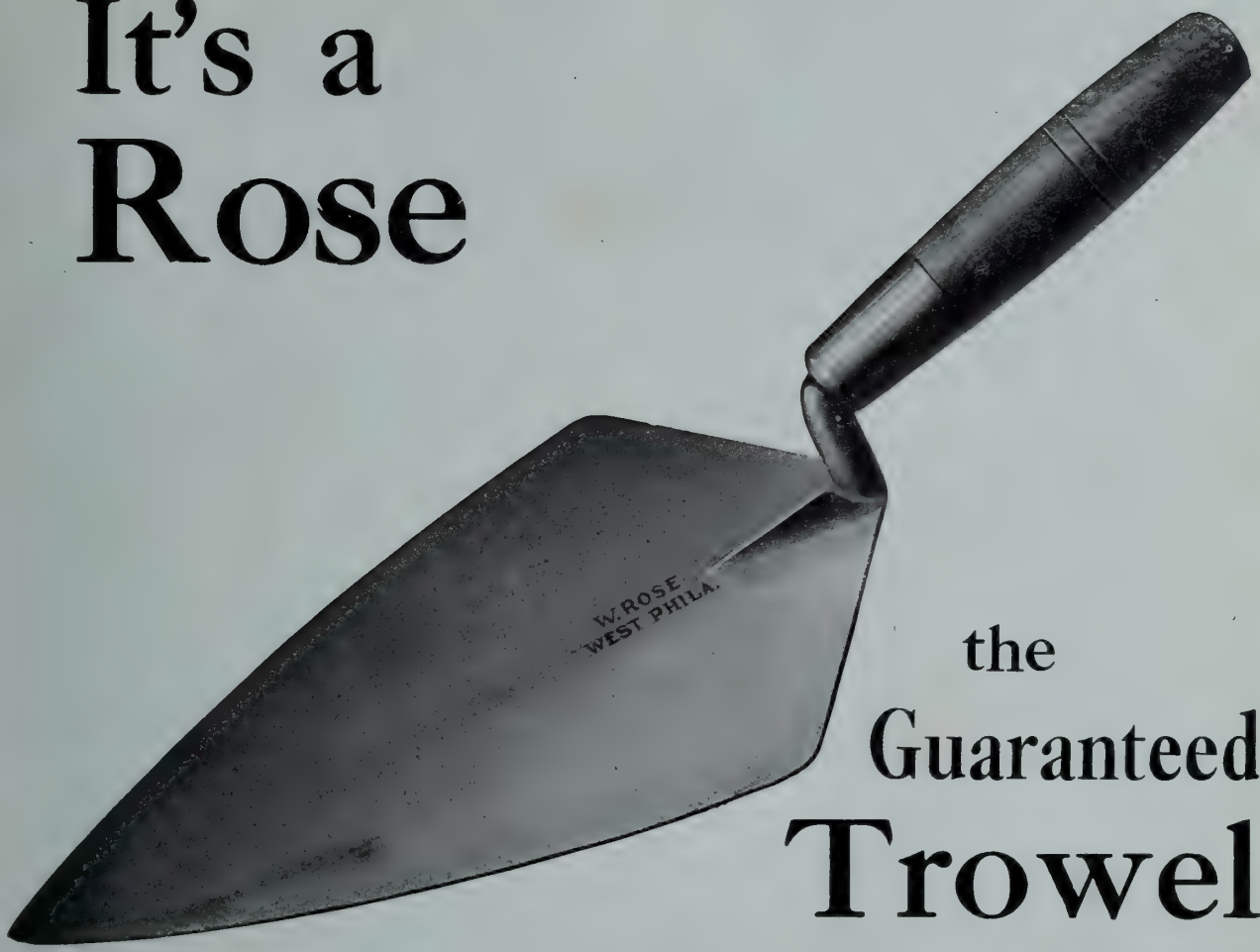
LUFKIN — ACCURACY

Instantly Associated,
In the minds of those who measure,
Everywhere.

THE LUFKIN RULE CO. OF CANADA, LTD.
WINDSOR, ONT.

TAPES *and* RULES

It's a Rose



the Guaranteed Trowel

We're back of every trowel that bears that name.

They have the hang the worker likes, and stand up under the rough usage met with in the building trades. Blades are forged from special crucible steel, tempered, ground, smithed and polished.

Send for full description of line and terms of guarantee.

Wiebusch & Hilger, Ltd.

Sales Representatives

106-110 Lafayette Street, New York

Canadian Selling Agent:

Jas. Gerard Kerr, 411 St. Nicholas Building, Montreal


PURE WITH A GOOD BODY
CROWN DIAMOND WHITE LEAD
Manufactured by
McARTHUR IRWIN, LIMITED
ESTABLISHED 1842 MONTREAL
"Save the surface and you save all"

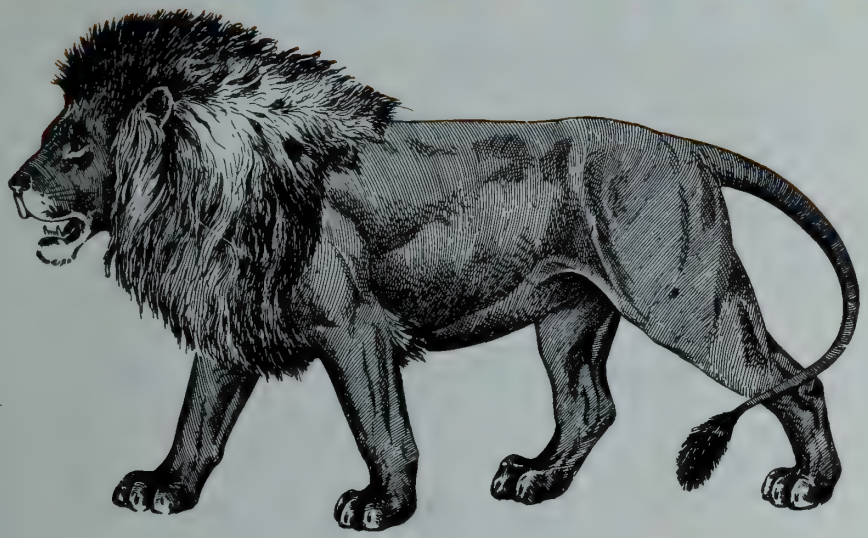
PUBLISHED EVERY SATURDAY SINCE 1888

Hardware and Metal

Vol. XXXIII No. 14 THE MACLEAN PUBLISHING COMPANY, LIMITED PUBLICATION OFFICE: TORONTO, CANADA APRIL 2, 1921

"Lion Brand" Cordage

The Traditional



Trade Mark

Used for Every and All Purposes

"Coast to Coast Service"

Consumers Cordage Company, Limited
Montreal and Halifax

Branches and Stocks: Toronto, Ont. and St. John, N. B.

Agents and Stocks:

Tees & Persse Limited - Winnipeg, Regina, Saskatoon, Moose Jaw, Calgary, Edmonton and Fort William. Jas. Bisset & Co., Quebec, Que.
Macgowan & Co., Vancouver, B. C.





Where Quality Counts

Furniture Polish is used on some of the most prized possessions of the housewife: her Piano, her Phonograph, her Buffet, her Mahogany Picture Frames. The Dealer, therefore, assumes a certain responsibility in selling furniture polish. That is why so many merchants—having investigated O-Cedar and found it all we claim—refuse to recommend any polish in which they cannot place that same reliance.

O-CEDAR POLISH has never been known to shirk the responsibility placed on it by either dealer or public. It never fails to live up to the expectations of the housewife.

Extensive Advertising is creating a bigger demand than ever.

O-Cedar Products—Mop and Polish—constantly make new friends; never lose old ones.

CHANNELL LIMITED

Manufacturers of O-Cedar Products
Distributors for Aladdin Dye Soap

TORONTO

RICE LEWIS' NEWS

Spring Calls for a Renewal of Building—this Means Roofing Sales

"BEAVER BOARD" SHINGLES

"LINABESTOS" *Flame-Proof* BUILDING BOARD

ASBESTOS FIBRE CEMENT (*Liquid*)

READY ROOFINGS
"CROWN"
"JEWEL"
"EXCELLO"

WITH the opening of Spring comes a renewal of new building and repairing. No building, however leaky or in need of repair, can be left untenanted with the present demand for houses so insistent. We carry a most complete range of roofing and roofing materials, chief among which are the following:

"Beaver Board" Shingles

Made in two styles—the self-spacing shingle and the hexagon slab, both in blue or red with granite-coated surface. These are absolutely fire and weather proof. Guaranteed for 15 years. They are easily applied without experience.

"Linabestos" Building Board

is a wall board that has the combined advantages of the two greatest fireproofing materials known to modern science—asbestos and Portland cement. It is the only "absolutely fireproof" cheap building board which can be used as a finished surface with battens or to take a thin skin coat of plaster if a perfectly smooth surface is required for tinting, painting or papering.

Asbestos Fibre Cement

—a rubberlike, adhesive and tough preparation, made from finest asbestos fibre, creosote and durable oils. Makes any roof, no matter in what condition, absolutely proof against all climatic conditions. Easily applied over any kind of roof—metal, gravel, paper, wood or composition.

This preparation comes in a liquid form ready for immediate use.

Ready Roofings

"Crown"

—the lowest-priced grade for semi-permanent use, good value. Made in three weights, 1, 2, and 3-ply.

"Jewel"

—a better quality roofing made in 1, 2 and 3-ply, guaranteed for 3, 5 and 8 years, according to the weight.

"Excello"

This is our own high-grade prepared roofing. It is saturated with asphalt and has a rubber surface, guaranteed for 5, 10 and 15 years, according to the weight. Made in 1, 2 and 3-ply.

NOTE—We have a full line of plain and tarred sheathings and tarred roofing felts, also asbestos sheathing for use under shingles, etc.

Ask the "Rice Lewis" Man.

RICE LEWIS & SON, LIMITED

VICTORIA STREET TORONTO

If interested tear out this page and place with letters to be answered.



"Bagging" Your Trade—

With Klein bags is a profitable year-round business! Selling at firmly established retail prices, they assure a generous margin of profit.

Made by the same house whose reputation since 1857 has been built on the production of quality tools and accessories for linemen and electrical mechanics—Klein bags are naturally just a bit better—and *your trade knows it!*

The canvas bag pictured is made of *one piece* of heavy duck, reinforced at the bottom with the best heavy weight of bag leather. All seams are lock-stitched and welted—the bag's mouth is formed by a strong steel frame, the canvas being clinched between this frame and an inside secondary frame. The bottom of the bag is studded with strong steel studs, and the handles and straps are of the best harness leather.

Every Klein made product is stamped with the Klein trademark. It is your guarantee of quality and profit.

This is number one of a series of advertisements explaining the advantages of the Klein line to your trade.

There's more dope from where this came if you need it.

Write us for the name of your nearest jobber.

Eastern Canada Agent:
Rose & O'Hearn, 293 King St. West, Toronto, Ontario, Canada.

Western Canada Agent:
Mr. L. T. Walls, 702 Confederation Life Bldg., Winnipeg, Manitoba, Canada.

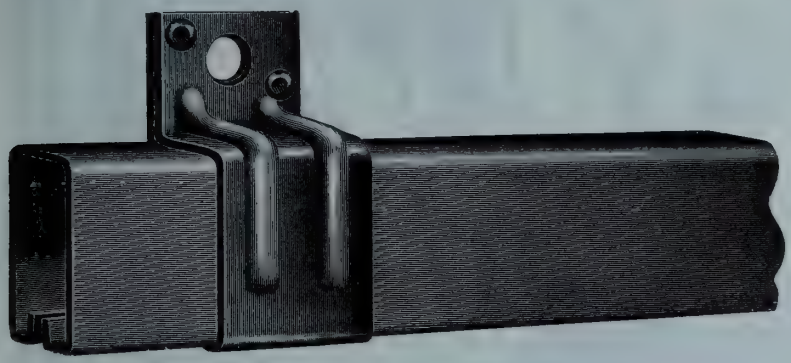
KLEIN TOOLS
EST. 1857
TRADE MARK REG.

Pliers
Splicing Clamps
Sleeve Twisters
Climbers
Tool Belts
Safety Straps
Lag Screw Wrenches
Wire Grips
Tree Trimmers
Tool Bags
Soldering Furnaces

Mathias KLEIN & Sons

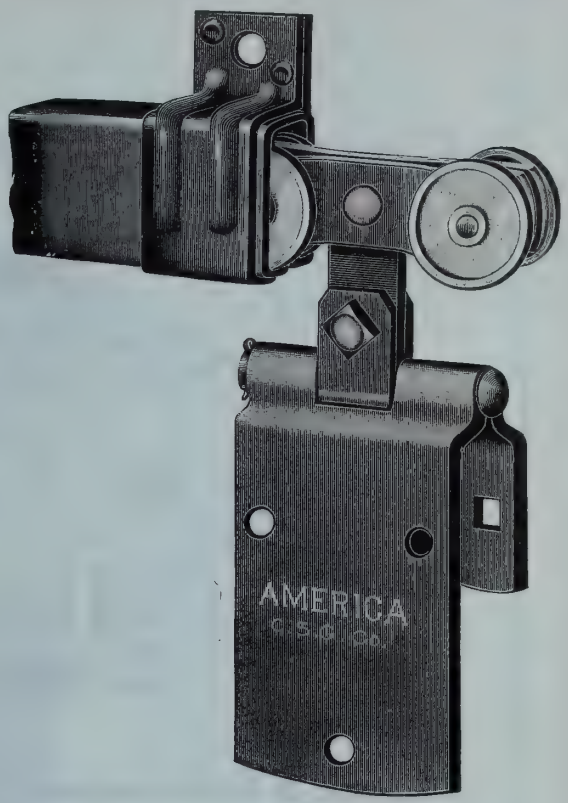
Established 1857 — Chicago, Ill. U.S.A.

"America"
Trolley Hangers
The Dealers' Friend



Steel Trolley Track

The "America" operates in the Hatch Trolley track—the only track supported by the famous corrugated track brackets. These brackets are, naturally, much stronger and better than ordinary, plain track brackets.



The Largest Sales of Any Trolley Hanger in the Dominion

If you are not now sharing in the sales of this "best seller" and others of the popular Canada Steel Goods Line, you are overlooking an opportunity for constant, profitable sales.

"America" is for warehouse, factory, garage and barn doors. It has tandem trucks, hardened roller bearings and an apron 6 in. long, 3¼ in. wide. This hanger appeals to customers because of the simple adjustments, anti-friction forged steel yokes and ability to stand hard usage.

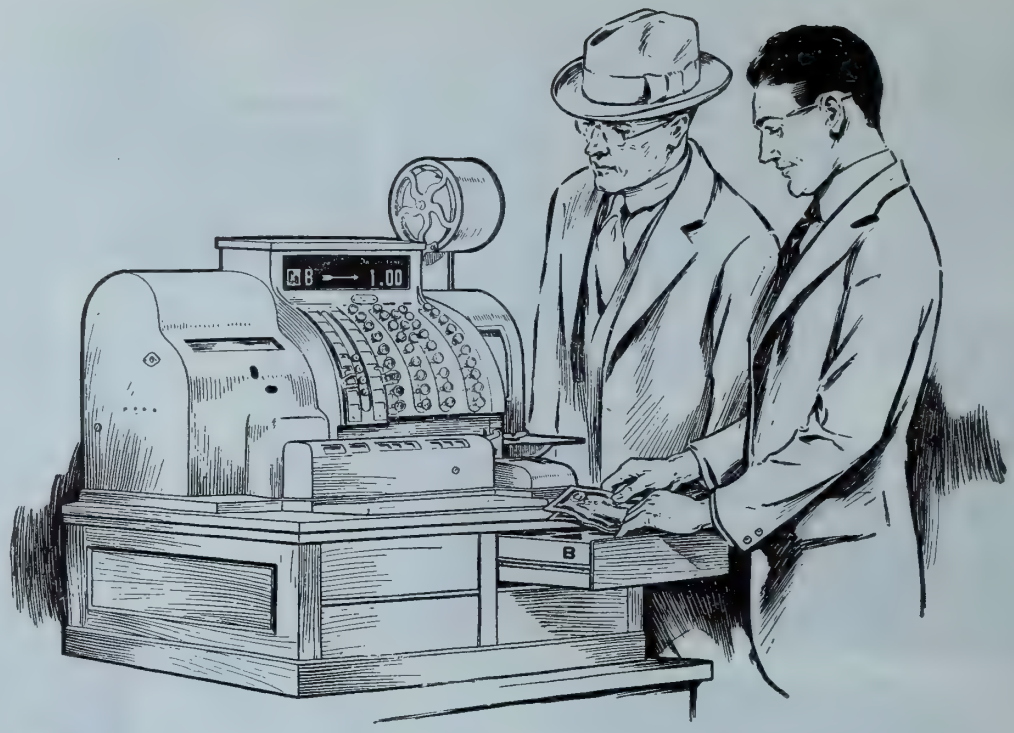
Its popularity with consumers and its great demand are well founded—on merit.

With each pair of Hangers are included two End Caps, Bolts for Hangers and Lag Screws for Brackets. Packed one pair in a box complete with Screws and Bolts. Weight per dozen pairs, without Brackets, 95 pounds.

It Pays You to Handle the C. S. G. Co. Line---Ask Us About It

Canada Steel Goods Co., Limited
Hamilton, Canada

If interested tear out this page and place with letters to be answered.



Clerk B has made a cash sale for $1.00

The indication at the top of an up-to-date National Cash Register gives publicity to every transaction. The merchant, the clerk, and the customer see this record.

This prevents mistakes in price and in making change. It removes temptation.

The record shown in the indication is printed on a strip of paper which is locked up inside the register. This record also is printed on a receipt for the customer.

The amounts indicated and printed are added into totals which show, at a glance, (1) the total business handled by each clerk, and (2) the total of each kind of transaction.

This assures the merchant that every sale is handled accurately. It also assures him of accurate records which give him control of his business.



This is the indication. "Ca" shows it was a cash sale. "B" is the clerk's initial. "1.00" is the price.

Charge sales are indicated by "Ch," received on account by "Rc," and paid out transactions by "Pd."

The same indication shows on both front and back of the register.

We make cash registers for every line of business

NATIONAL CASH REGISTER CO.

OF CANADA LIMITED

If interested tear out this page and place with letters to be answered.



Handles and Hasps

No. 1205, Chest Handle

Made of best quality deep drawing steel, with heavy, easy grip handle, japanned. Also supplied in galvanized or plated finish at additional cost. Packed ¼ dozen pairs in box with screws.



No. 1215, Trap Door Ring

Size 3½" Wrought Steel Flush Trap Door Rings, Baked Japan Finish. Packed ½ dozen in carton with japanned screws. Supplied also in galvanized or plated finish at additional cost.

N. Slater Company, Limited

Successors to

Slater & Barnard, Limited

Hamilton, Ont.

No. 815, Wrought Steel Safety Hasp

Finished in Bright, Japan or Galvanized, made of wrought steel with hinged joints and concealed screw holes, which make it safe. Made in sizes 3-ins., 4½-ins. and 6-ins. Packed one dozen in carton.



Representatives:

H. E. O. Bull, Montreal, Que.
N. J. Dinnen, Winnipeg, Man.
T. Mortimer & Co., Toronto, Ont.
A. T. Chambers, Vancouver, B.C.

If interested tear out this page and place with letters to be answered.

Linoleum and Floor Oilcloth Rugs

A Profitable, Fast Selling Line

AN active demand has sprung up throughout the Country for Linoleum and Floor Oilcloth Rugs—due first to the way they have filled a long-felt want for an inexpensive, durable and sanitary floor covering, and secondly, to our extensive Canada-wide Advertising Campaign.

Hardware Stores are now finding them most profitable to handle. They do not take up much space and they are in continuous demand. They are so attractive that your general display effect is enhanced where they are opened out and shown.

Linoleum and Floor Oilcloth Rugs, suitable for Kitchen and other rooms, and attractive stove mats, are made in the following sizes:

Floor Oilcloth, Mats and Rugs
3 feet x 3 feet
3 feet x 4½ feet
4½ feet x 6 feet
4½ feet x 7½ feet
6 feet x 9 feet
7½ feet x 9 feet
7½ feet x 10½ feet

Linoleum Rugs
6 feet x 9 feet
7½ feet x 9 feet
9 feet x 9 feet
9 feet x 10½ feet
9 feet x 12 feet
10½ feet x 12 feet
12 feet x 12 feet

Large rugs, 6 by 9 feet and over, are packed individually in cartons. Smaller sizes in rolls containing six—all of the same pattern.

IMPORTANT: These floor coverings are made in Canada to withstand Canadian climatic conditions by Canadian workmen. When you buy and sell these floor coverings you are buying the best, and, in addition, helping provide uninterrupted employment for these workmen.

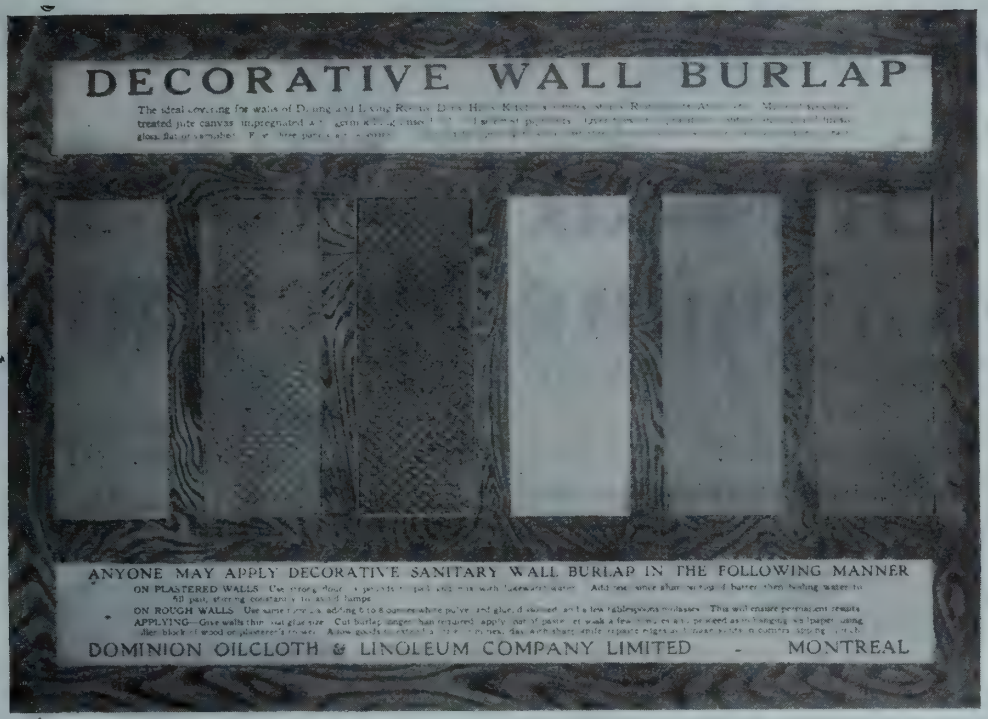
Note.—Our Pattern Booklet, in Color, descriptive of nearly 150 patterns, will be forwarded no request.

SPECIFY OUR MADE-IN-CANADA GOODS DISTRIBUTED BY THE WHOLESALE JOBBING TRADE.

Dominion Oilcloth & Linoleum Co., Limited

Montreal, Canada

If interested tear out this page and place with letters to be answered.



What do you think of the Burlap Sales Booster?

HUNDREDS of Hardware Merchants will already have received their copy. Place it where it will work for you—on the counter as the silent salesman, and keep your stock well assorted to meet the growing demand.

Hardware Merchants throughout Canada will sell this year more Burlap than they ever thought possible. 1921 promises to be a banner year for construction, and, consequently, the banner year for sales of Burlap.

We shall also be glad to send you samples of Decorative Wall Burlaps in the three Oil-Coated shades—white, drab and green. You will be able then to show your customer the product—as he will receive it from you ready for applying to the wall just like wall paper, and for painting any desired shade.

Make up a starting order to-day. A small outlay will enable you to carry an ample stock of Decorative Wall Burlaps. Send for your Sales Booster.

Dominion Oilcloth & Linoleum Co., Limited

Montreal Canada

If interested tear out this page and place with letters to be answered.

Every Horse and Cow Owner is a Prospect

Stewart No. 1 Clipping Machine

Made in Canada

THERE is good business and good money in selling these desirable machines for horse and cow clipping.

A clipped horse is less liable to colds, coughs, pneumonia and heaves. He dries quickly, rests well, and does more work.

A sick horse, idle for one day, may cost your customer more than a Stewart Horse Clipping Machine.

Display them Well and Get the Early Business

Order now—your jobber has Stewart Machines. Attractive display cards for the asking.



Stewart No. 1 Clipping Machine

For Horses, Mules and Cows.

Retail Price:

Eastern Canada, $14.

Western Canada, $14.50.

Flexible Shaft Company

Limited

349 Carlaw Ave.

Toronto, Canada

If interested tear out this page and place with letters to be ***answered.***



A Tremendous number of BlueBirds will be sold this year

The women of Canada understand: the drudgery of old-time wash-day must go!
The profit to be made by the sale of BlueBirds challenges your interest.
Lay your plans.
Secure your BlueBird selling license from your Hardware Jobber—or write to us direct.
We will tell you in detail the advantages and possibilities for profit in your holding the Agency for

THE COLONIAL-MAID

BlueBird

Electric Clothes Washer and Wringer

We have perfected our distributing arrangements—you will receive your orders promptly.

Time Payments

You can sell the BlueBird on deferred payment plan. Small cash payment, balance in small weekly or monthly instalments. Let us give you the details of our time payment sales. By this plan all your customers are "prospects."
The BlueBird is all Canadian made. It is the strongest, handsomest, most efficient clothes washer made in any country. It gives a lifetime of service and carries our guarantee.
The BlueBird is a satisfactory and profitable article to sell. It builds custom and goodwill.



APPLIANCES LIMITED.

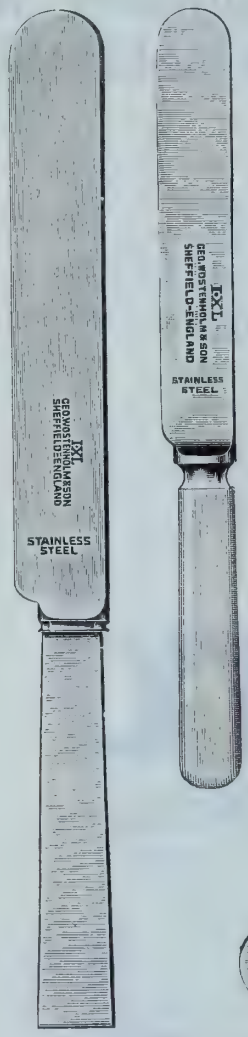
General Sales Agents for Blue Bird Corporation.

Aladdin Bldg., 208 King St. West, TORONTO
304 Montreal Trust Bldg., WINNIPEG, MAN.

If interested tear out this page and place with letters to be answered.

I-XL

Stainless Steel Knives



have now become so popular that no up-to-date merchant can afford to be without them.

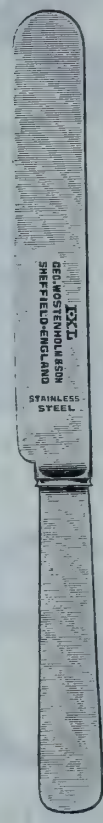
We are now making substantial shipments to all the leading jobbers throughout the Dominion and would urge every retailer to see that his clerks have them to offer when required.

Stainless steel is a boon to the housewife as it absolutely does away with the knife board or cleaning machine, yet is always clean and bright for the table.

After extensive experiments we have finally overcome the many technical difficulties in tempering and are now combining all the virtues of stainless steel with a wonderful cutting edge.

Look for I-XL on the Blade.

GEO. WOSTENHOLM & SON
Limited









GEO. WOSTENHOLM & SON, Limited

SHEFFIELD, ENGLAND

A. MACFARLANE & COMPANY, Limited

MONTREAL, QUEBEC

SOLE AGENTS FOR CANADA

If interested tear out this page and place with letters to be answered.

The Eveready Line with the Ever-Steady Turnover—



Hitch Your Wagon to a *Star*

EVEREADY is the star-performer on the flashlight and battery circuit. It is kept busy responding to sales-encores, to the merry accompaniment of the well-known cash register bell.

Proof? Just you lay in a stock of Eveready Flashlights and Batteries. Display them where your customers can get their hands on them. The "Eveready" name itself is all the salesmanship required.

Eveready dealers, on an average, "turn" their stock of cases 4 times, and batteries 8 times a year. On cases alone, profits run exceptionally high on a small investment.

The Eveready jobbers in your district have an assortment that has proved a self-starter and a repeater. Get one of them to show you the line. If you don't know who the nearest jobber is, we'll tell you, if you'll just drop us a postcard.

Do that today and watch your sales-curve bend skyward.

CANADIAN NATIONAL CARBON COMPANY, LIMITED
Toronto and Winnipeg

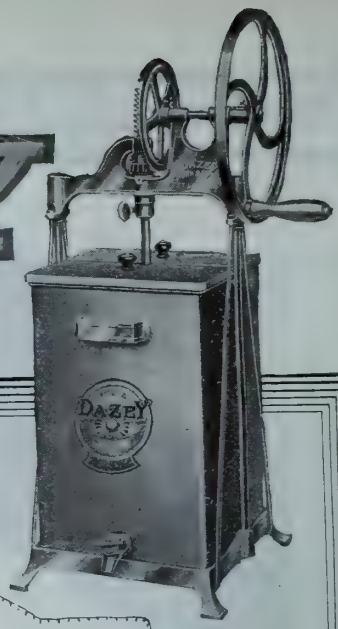
EVEREADY
FLASHLIGHTS AND BATTERIES

AC-28-T

If interested tear out this page and place with letters to be answered.



DAZEY CHURNS



—*Universal Preference* shown for the Dazey System of making better butter has resulted in an ever-increasing demand for Dazey Churns.

DISTRIBUTORS:

J. H. Ashdown Hdwe. Co., Ltd., Calgary.
J. H. Ashdown Hdwe. Co., Ltd., Saskatoon.
J. H. Ashdown Hdwe. Co., Ltd., Winnipeg.
Frothingham & Workman, Ltd., Montreal.
D. H. Howden & Co., Ltd., London.
H. S. Howland, Sons & Co., Ltd., Toronto.
Kennedy Hdwe. Co., Ltd., Toronto.
Lynch, Parker & Plews, Regina.
Lewis Bros., Ltd., Montreal.
Marshall-Wells Alberta Co., Ltd., Edmonton
Marshall-Wells Co., Ltd., Winnipeg.
Merchants Hdwe. Specialties, Ltd., Calgary.
Merrick, Anderson Co., Ltd., Winnipeg.
Miller-Morse Hdwe. Co., Ltd., Winnipeg.
McLennan, McFeely & Co., Ltd., Vancouver.
A. Prud'Homme & Fils, Ltd., Montreal.
Revillon Wholesale, Ltd., Edmonton.
Wood, Alexander & James, Hamilton.
Wood, Vallance & Adams, Ltd., Calgary.
Wood, Vallance Hdwe. Co., Ltd., Nelson.
Wood, Vallance & Leggat, Ltd., Vancouver.
Wood, Vallance, Ltd., Winnipeg.

DAZEY CHURN & MFG. CO., ST. LOUIS, MO.



If interested tear out this page and place with letters to be answered.



Get Closer to that Customer —The Millwright

HOW many times have you tried to sell threading tools to the P. A. and neglected the Millwright? You'll find him a profitable source of new business.

He has—maybe—a helter-skelter collection of taps and dies. Some are there, others lacking — probably just the ones he will need for an emergency job.

Is the millwright planning to buy a complete set of assorted sizes sometime? Yes!

Will he buy it now if you urge him to? Well, try him!

Remember that a millwright, or his firm, should be a customer for the following:

A No. 5 *Little Giant* Screw Plate for making new bolts and threading rods, pulleys, couplings, machine bases, etc.

A No. 210A "*Trio*" Die Stock for threading pipe for carrying water, air, steam, or lubricants. (3 dies in one stock.)

GTD Pipe Wrenches for setting up and turning pipe of all sorts.

A No. 471 set of GTD Hexagon Rethreading Dies for dressing-over crossed and rusted threads.

There are few hardware dealers who cannot find in their neighborhood a millwright customer for the above tools—the aggregate sale of which ought to net them a handsome profit—and lead to other sales in addition.

A suggestion: Send us the names of a few millwrights or factory purchasing agents near you and we will help you circularize them for your benefit.

GREENFIELD TAP AND DIE CORPORATION
OF CANADA, LIMITED GALT, ONTARIO

Successors to Wells Bros. Co. of Canada, Limited, Galt, Ontario

London Office: 139 Queen Victoria Street, E. C. 4
Havana Office: 301 Abreu Edificio

GTD Screw Plates, Taps, Dies, Reamers, Gages, Pipe Wrenches

GTD

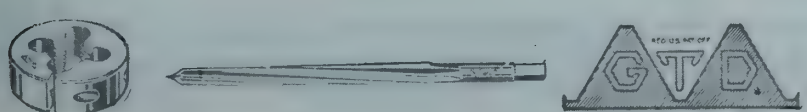
Corporation of Canada, Ltd., Galt, Ontario.

Here is that list to whom we should like you to mail descriptive matter about the GTD items you mention. Or send it along to us and it will be used and used right.

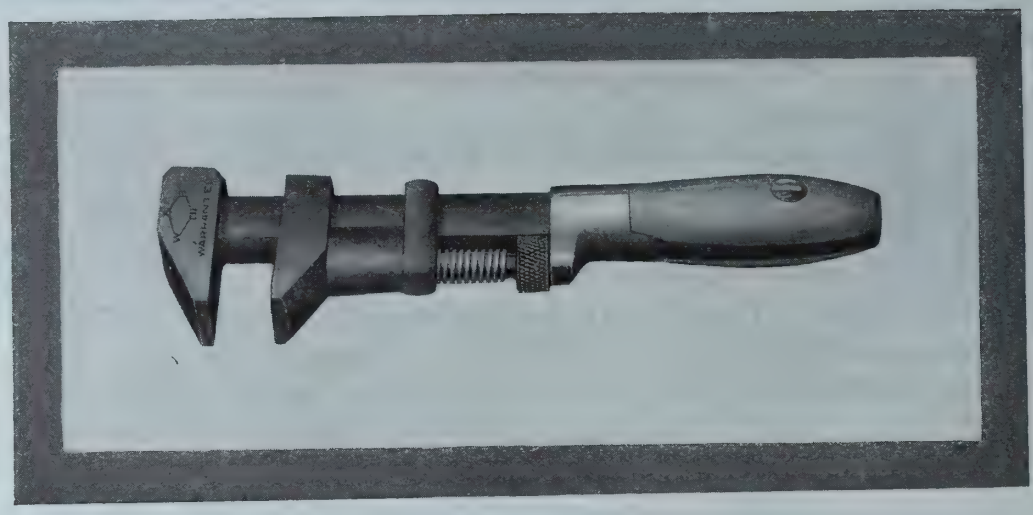
Name _____ Position _____

Firm _____

Address _____ H.&M. 107



If interested tear out this page and place with letters to be answered.



"W & B" Screw Wrenches are dependable *tools* for the heaviest duty because into each of their *parts* is put the skill and experience—the "know how"—gained during nearly half a century of wrench manufacture.

They contain no weak member. With head and bar drop-forged in one piece from specially selected steel, extra heavy jaw thoroughly case-hardened and an accurately made, solid steel screw, each part contributes its individual share toward the assured, dependable strength of the complete tool.

Two models—"Railroad Special," with iron handle, and Machinists' Knife Handle, "Made in Canada" and illustrated above, are the strongest and best heavy duty screw wrenches made. Seven sizes—6 to 21 inches.

A third model—"Agricultural"—is "Made in Canada" and is supplied at a lower price where the maximum of strength and service is not necessary. Five sizes—6 to 15 inches.

Ask for Screw Wrench Book

J. H. WILLIAMS & CO.

LIMITED

"The Wrench People"

Formerly Canadian Division of
The Whitman & Barnes Mfg. Co.

30 Thorold Road **ST. CATHARINES** **Ontario**

DROP-FORGINGS
often cheaper than castings
—always far superior

If interested tear out this page and place with letters to be answered.



Story for Week Dated April 2, 1921 Being No. 51 in the Series



Delivering E. B. Eddy Company Products To The Retailer

Above is a photograph of the railway siding at the E. B. Eddy Company's plant in Hull with box cars waiting to be loaded with Eddy Company products. Speed in production is one characteristic of E. B. Eddy service. Speed in delivery is another. From this siding via Hull electric service to the main lines from ten to fourteen carloads of Eddy Company mixed products are despatched every day. The Eddy Company shipping staff employs at least thirty men constantly engaged in shipping Eddy Goods. Six auto trucks are used to convey smaller shipments to the various freight depots which are very conveniently situated for the maintenance of Eddy Company service. One of the fastest feats in delivering Eddy Company products was achieved in July last year when on the 10th a wire was received ordering one and a half tons of paper, fibre and manila. The same day the shipment left the plant, and a day later it was in Montreal. This was a large shipment but equally swift or even swifter service is often rendered by the Eddy Company with smaller shipments to the retail trade.





Eddy's

"Onliwon"

Towel and Toilet Paper Fixtures

Towels



Toilet Papers



If interested tear out this page and place with letters to be answered.

The Price Policy of PYREX

OTHER kitchen utensils have advanced in price as much as 100 per cent.

Since 1915 the maximum advance of PYREX has been only 20 per cent. On some of the numbers only 10 per cent.

This price policy has been made possible by the enormous increases in the demand for PYREX, which we now know will be even greater this year.

There is not only safety and surety in a complete stock of PYREX, but the quick, constant turnover insures a regular and dependable influx of profit.

Genuine PYREX is business insurance, undisturbed in price by violent fluctuations, undiminished in demand by public retrenchment.

The price policy of PYREX will be maintained—100 per cent. on the dollar, making it the safest and surest investment in housewares.

PYREX

TRANSPARENT OVEN DISHES

Pyrex Sales Division

CORNING GLASS WORKS

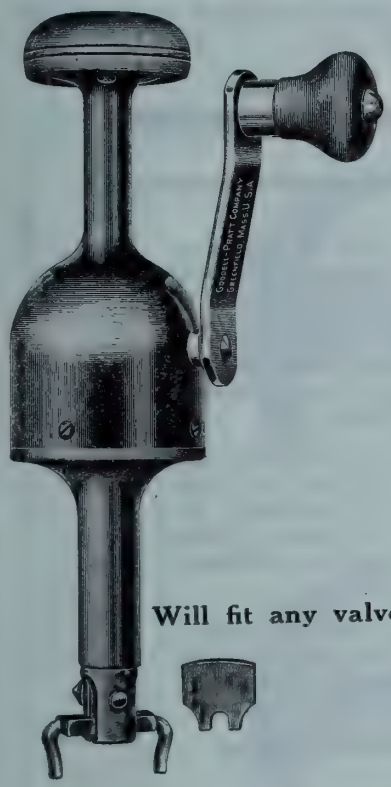
707 TIOGA AVENUE CORNING, N.Y.



If interested tear out this page and place with letters to be answered.

GOODELL-PRATT
1500 GOOD TOOLS

Tools for the Motorist



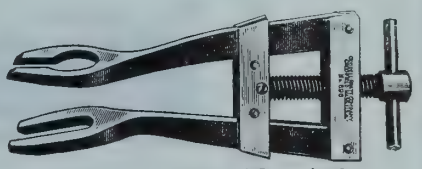
Will fit any valve.

Valve Grinder No. 288

Every One a Necessity

Goodell-Pratt Automobile Tools were designed by practical automotive mechanics to fill some real need, and our advertising is creating a brisk demand for them.

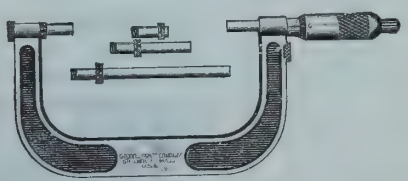
There are over 2,000 Sizes and Kinds of Goodell-Pratt Tools for Motorists, Toolmakers, Carpenters and Householders.



Valve Lifter No. 596



Bearing Scraper No. 382



2 to 6-inch Micrometer No. 622



Chauffeurs' Wrench No. 595



Carbon Scrapers No. 568

Are You Prepared?

Your customers will soon be calling for just such tools as are shown on this page. Is your stock up to normal so that you may render them the service they expect?

GOODELL-PRATT COMPANY *Toolsmiths* **Greenfield, Mass., U. S. A.**

If interested tear out this page and place with letters to be answered.

THE SIGNIFICANCE TO *YOU* OF THE MEMBERSHIP OF

HARDWARE & METAL

IN THE ASSOCIATED BUSINESS PAPERS, INC.

YOU depend upon Hardware and Metal for an unbiased and accurate report of all news affecting your business interests.

Probably, too, you give heed to its editorial counsel in many matters of considerable consequence. You have a right, therefore, to know about the policies and principles back of the important service rendered by Hardware and Metal.

The membership of this publication in The Associated Business Papers, Inc., means that it has achieved an exceptionally high publishing standard, and has subscribed unreservedly to these—

STANDARDS OF PRACTICE

The publisher of a business paper should dedicate his best efforts to the cause of Business and Social Service, and to this end should pledge himself—

1. To consider, first, the interests of the subscriber.
2. To subscribe to and work for truth and honesty in all departments.
3. To eliminate, in so far as possible, his personal opinions from his news columns, but to be a leader of thought in his editorial columns, and to make his criticisms constructive.
4. To refuse to publish "puffs," free reading notices or paid "write-ups"; to keep his reading columns independent of advertising considerations, and to measure all news by this standard: "Is it real news?"
5. To decline any advertisement which has a tendency to mislead or which does not conform to business integrity.
6. To solicit subscriptions and advertising solely upon the merits of the publication.
7. To supply advertisers with full information regarding character and extent of circulation, including detailed circulation statements, subject to proper and authentic verification.
8. To co-operate with all organizations and individuals engaged in creative advertising work.
9. To avoid unfair competition.
10. To determine what is the highest and largest function of the field which he serves, and then to strive in every legitimate way to promote that function.

If you have read the foregoing standards, there is not much left to be said, except to tell you that these principles are *present day realities* and not merely beautiful ideals for future attainment.

THE ASSOCIATED BUSINESS PAPERS, INC.

The International Association of Trade, Technical and Class Publications

220 WEST 42nd STREET NEW YORK CITY

If interested tear out this page and place with letters to be answered.

CANADA
FOUNDRIES & FORGINGS
LIMITED

We Can't Sell All the Hammers





So We Only Sell the Best

JAMES SMART PLANT

BROCKVILLE - CANADA

If interested tear out this page and place with letters to be answered.

There Will Be a Rush of Spring Business Soon

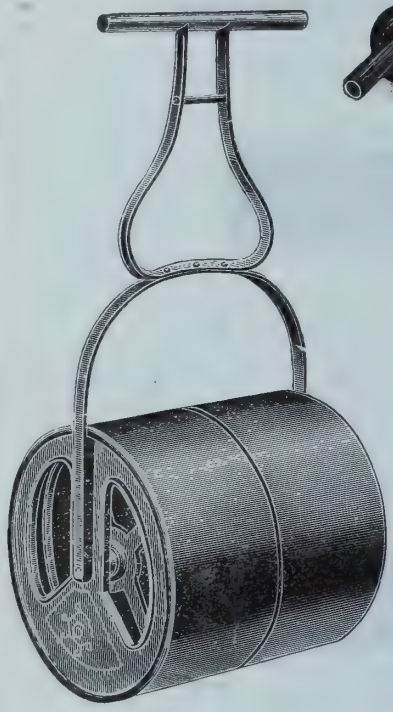
Your customers will want Lawn Rollers—"Pennsylvania," "Great America," "Woodyatt," "Daisy" Lawn Mowers—Grass Shears—Hose—Sprinklers—Nozzles —Garden Forks—and many other garden tools, and they'll want them at once.

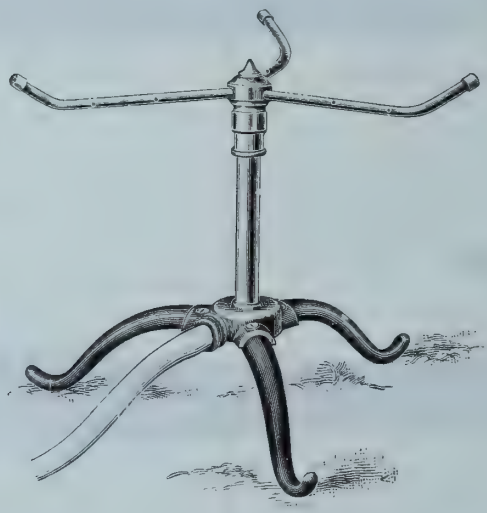
Sort you stocks up early, and be sure you have ample to fill all orders.

We can make immediate deliveries.

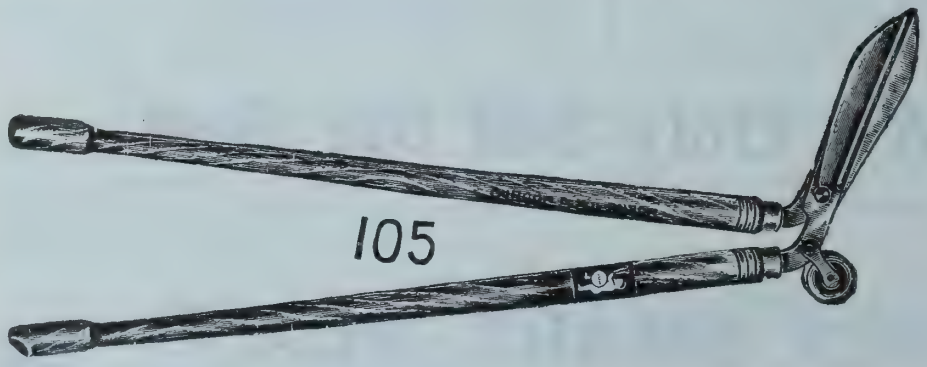
Watch for our Traveller













CAVERHILL, LEARMONT & CO.

MONTREAL, QUE.

If interested tear out this page and place with letters to be answered.



Made in Canada

Hart Mower Files

These superior Mower Files are the outcome of 34 years' experience in the manufacture of abrasives; of 34 years' constant vigilance to discover and adopt every improvement that modern progress and science can discover.

A user of Mower Files has but to see and feel the Hart to appreciate its efficiency, its practical design, and to understand the advantage of its application to his own problems.

For these reasons this exceptional Mower File sells quickly and makes particularly "pulling" displays.

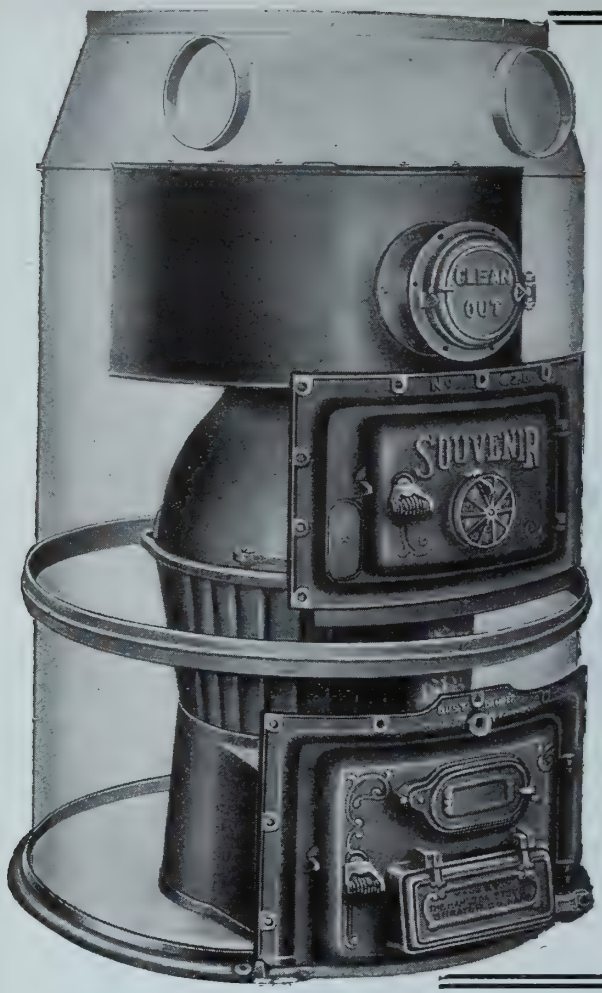
Your jobber has them, and it will pay you to display them well.

Canadian Hart Products, Limited
Hamilton, Canada



Every Farmer a Prospect

If interested tear out this page and place with letters to be answered.



"SOUVENIR" WARM AIR FURNACE

The small sizes of this furnace make it very suitable for workingmen's homes and for farm homes, which usually have low cellars.

Write us at once for exclusive agency in your town—big profits assured.

We also have an attractive proposition to offer dealers for the handling of our Pipeless Furnace.

The Hamilton Stove & Heater Co., Ltd.

Successors to

Gurney, Tilden & Company, Limited

HAMILTON, ONTARIO

Vancouver Winnipeg Montreal

Seventy-five years of successful manufacturing.

Montreal Representative—Mr. Charles Nicholl, 614 Aylmer Street, Montreal.
Vancouver—1073 Hamilton Street, Vancouver, B.C.
Winnipeg—134½ Higgins Avenue, Winnipeg, Man.



"Premier Leader" STEEL RANGES

When talking Stoves and Ranges to your customers always remember that the name "Davidson" is an absolute guarantee of satisfaction. This "Premier Leader" Range has a body of heavy polished steel, protected by asbestos and hand riveted with cone-headed rivets, cast iron tops, centres and covers ribbed.

A contact reservoir can be supplied to attach to either left or right end. Steel Persian closet at top is an extra convenience.

A very moderately priced range of thoroughly reliable quality.

The Thos Davidson Mfg Co Limited

Head Office: Montreal
Branches: Toronto and Winnipeg
Steel Foundry Division: Lachine Canal, Turcot

DAVIDSON

If interested tear out this page and place with letters to be answered.



POST HOLE AUGERS

—JAPANNED, 4-INCH TO 10-INCH BORE—PACKED ¼-DOZEN LOTS—BEST QUALITY MATERIAL, WELL FINISHED.

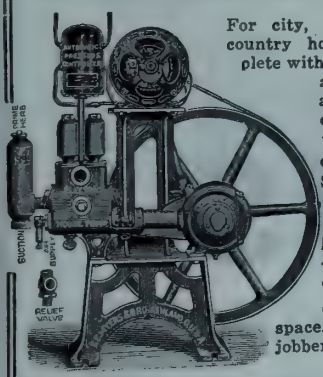
—SHIPMENT MADE PROMPTLY.

—WRITE TO-DAY FOR PRICES.

TAYLOR-FORBES COMPANY LIMITED
Head Office & Works
GUELPH

WINNIPEG REGINA CALGARY — TORONTO MONTREAL VANCOUVER Hamilton, London, Windsor, Ottawa — QUEBEC ST. JOHN HALIFAX

MYERS—Electric House Pumps



For city, suburban or country homes. Complete with tank or separate. Operation by any current. Automatically controlled. Self-oiling. Capacity 180 gallons per hour. Strong, compact, easy to install, occupies small space. Ask your jobber or write us.

F. E. MYERS & BRO., ASHLAND, Ohio

NOVA SCOTIA STEEL & COAL CO., Limited
NEW GLASGOW, N.S.
Manufacturers of
FERRONA PIG IRON
and SIEMENS-MARTIN
OPEN HEARTH STEEL

KEEP CANADA PROSPEROUS

If the Canadian people will demand goods made in Canada, there can be only one result: A PROSPEROUS CANADA.

LONDON BAR IRON

Made in Canada for the last eighteen years, has earned a reputation

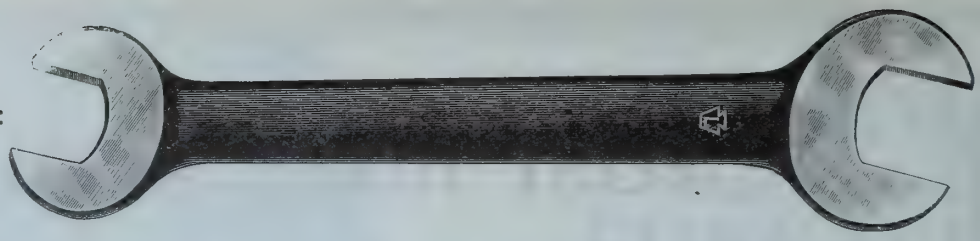
FOR QUALITY THAT SATISFIES

Send In Your Order Now

London Rolling Mills Co.
LIMITED
LONDON, CANADA

Sales Agents: Manitoba, Bissett & Webb, Ltd., Winnipeg; British Columbia, McPherson & Teetzell, Vancouver.

If interested tear out this page and place with letters to be answered.



Lakeside Wrenches
stand the grief

Lakeside Wrenches are selected when a concern puts different makes through long tests before deciding. (Send for details of some of these tests).

You can sell a Lakeside with every confidence that its jaws will not spread nor ends break under hard usage.

Write for full details of line and terms.

Wiebusch & Hilger, Ltd.
Sales Representatives
106-110 Lafayette Street, New York

Canadian Selling Agent:
Jas. Gerard Kerr, 411 St. Nicholas Bldg., Montreal

ATKINS
STERLING QUALITY SAWS



Profit by selling Atkins Sterling Quality Saws and Tools.

The two-way taper of our hand saws, the segment grinding of our cross-cut saws, coupled with the quality of our Sterling Quality Steel and our expert workmanship, make Atkins Sterling Quality Saws

"The Finest on Earth"

The expert mechanics to-day are demanding Atkins Saws and Tools. Can you supply them?

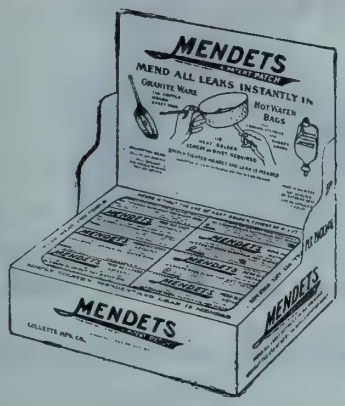
Made in Canada

E. C. ATKINS & CO.
Established 1857
"The Sterling Quality Saw People"

Factory: Hamilton, Ontario **Branch: Vancouver, B.C.**

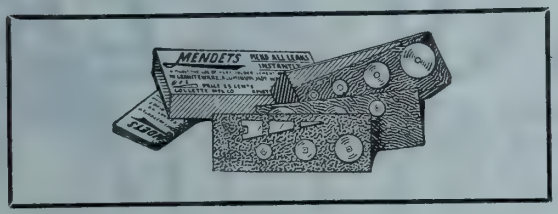
If interested tear out this page and place with letters to be answered.

MENDETS
A PATENT PATCH



Display Them

To display them is to sell them. To sell them is to sell a service that satisfies. Satisfied customers are always regular patrons. Regular customers build profitable, permanent business.



No Heat, No Cement, No Rivets

Mendets save the housewife money and bring increased business for the dealer. Mendets are very popular with housewives, their ability to repair all leaks instantly in hot water bags and other rubber goods, graniteware, pots and pans, has firmly established them in the household.

Collette Mfg. Company

Collingwood, Ontario

Your Jobber has them



Old-Time Drudgery

or

New-Day Efficiency

with a

Bissell's Carpet Sweeper

MEANS no more dust clouds. No more tired arms and back. No more wear and tear on rugs and carpets. Light, easy-running, thorough—a Bissell's makes the daily sweeping a quick, pleasant task. Means a cleaner, brighter, healthier home. Bissell's Carpet Sweeper, with famous "Cyco" Ball Bearings, for the price of four or five brooms.

BISSELL'S

For the more general cleaning—**Bissell's Vacuum Sweeper.** More suction than *any other non-electric and more than some electrics*, at a quarter of their cost.

Every home needs both.

Let your dealer show you a Bissell's. Or send for price list and booklet—"Sweeping Facts and Fallacies."

BISSELL CARPET SWEEPER CO.
OF CANADA, Limited
Niagara Falls, Ont. (Factory), and
242 Erie St., Grand Rapids, Mich.
Oldest and Largest Sweeper Makers

BISSELL ADVERTISING

in the Leading National Periodicals has been continuous for over thirty years.

Write for a copy of Bissell's Spring Offer Announcement

BISSELL CARPET SWEEPER CO.
of CANADA, Limited

Niagara Falls, Ont. (Factory),
and Grand Rapids, Mich.

Oldest and Largest Sweeper Makers

If interested tear out this page and place with letters to be answered.

FILES THAT SELL

Kearney & Foot
Great Western
American
Arcade
Globe

FILES

Sales of these five brands are made easy—

By their reputation for fifty years as the standard in files—

By our constant advertising to the consumer.

We carry large reserves so that re-stocking at short notice is easy.

Made in Canada by

Nicholson File Company
Port Hope - Ontario

"WELLWORTH"



Aluminum Tea Kettle with Inset

Number, 705.
Capacities, 5 and 2 quarts.
Uses:
1. Tea Kettle
2. Rice Boiler
3. Saucepan.

Inset is equipped with the famous "Wellworth" handle, the only one of its kind in Canada. Look for the "Wellworth" Trademark to make sure you are getting strong 99% pure aluminum.

Wentworth Mfg. Co.
Hamilton, Canada

VOL-PEEK

MENDS HOLES IN POTS AND PANS



Stop that Leak

Vol-Peek will do it. Mends pots, pans, tinware, graniteware, copper, aluminum, etc. A necessity in the kitchen. Costs only half a cent a mend. Guaranteed to give satisfaction. Send $3.50 for our bright-colored display stand of 24 packages. 70% profit for the dealer. Well advertised all over Canada.

At your jobber's, or

H. NAGLE & CO., Box 2024, MONTREAL
(Owning and Operating Vol-Peek Mfg. Company)

If interested tear out this page and place with letters to be answered.

HORSE BLANKETS

—*New Patterns*—

The new patterns our travellers are showing in Jute, Duck and Kersey Blankets please the eye and will make them quick sellers. Display them prominently.

—*Superior Lining*—

The lining this year is of soft, woolly felt, which adds greatly to the wearing qualities of the blanket and to the comfort of the horse.

Imperial Brand Blankets Sell Readily

WRITE FOR TERMS

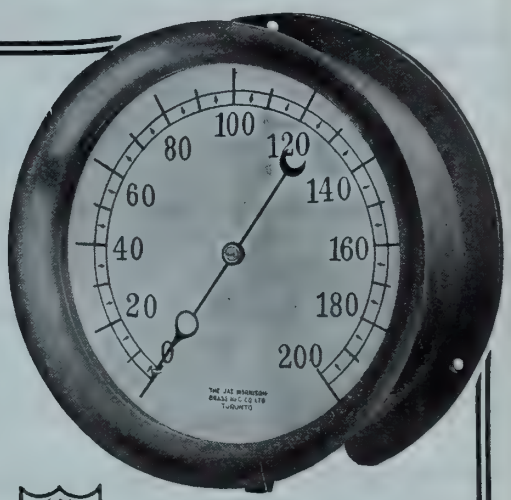
Samuel Trees & Company, Limited

Manufacturers of Harness, Saddlery and Horse Blankets

42 Wellington St. East, Toronto

Sales Built on Confidence

Morrison Gauges



include gauges for every conceivable purpose — for indicating or recording:—pressure, temperature, altitude, revolutions, etc.

These well-known, reliable gauges sell well because they are regarded by mechanical men as standard.

There is hardly a requirement for gauges that you cannot supply with Morrison Gauges. With the Morrison line you can make a sale out of inquiries.

James Morrison Brass Mfg. Co., Ltd.

93-97 Adelaide Street West, Toronto

Write to-day for catalogue of the reliable Morrison products. It will pay you to stock and sell the famous Morrison line.

If interested tear out this page and place with letters to be answered.



Write for our interesting Catalogue No. 25.

Putting the Snap in the Harness Business

Farmers, teamsters, etc., are all good prospects for Premax Snaps and Hame Chains. Advocate the sale of six or a dozen at the time and reap the extra benefit.

Zenith—Hame Chains. Stronger and in every way superior to any leather hame strap.

Dodson—Can be hitched and unhitched in much less time than a leather hame strap.

Premax—Work easily, never yield, slip or break. Always reliable.

Niagara Metal Stamping Corporation

Division M. Niagara Falls, N.Y.

Western Canadian Sales Agent: D. A. McDonald, 141 Bannatyne Ave., Winnipeg, Canada.

104

TRADE-MARK
The Sign of Quality



TRADE-MARK
The Sign of Quality

Stag and Beaver Brands of

Fishing Tackle

For one hundred years the fishing tackle distinguished by the brands of this firm has stood unrivalled for quality and service among sportsmen.

Our goods cost no more, but make more customers.

Rods built to order are promptly repaired at our Toronto factory.

Allcock, Laight & Westwood Co. Limited

Established 1800

70 King Street West TORONTO

Red Devil Tools

REG. U.S. PAT. OFF.

Mechanics — Electricians — Motorists



Bolt Cutter No. 4155

Length, 12 inches. A compound lever cutter with malleable iron handle and crucible steel jaws. A powerful tool for bolts or rivets.



Octagon Cold Chisel No. 160

Seven sizes: Diameters from ¼ to 1 inch; lengths from 5 to 8 inches. Hand forged from high-grade tool steel. Has a carefully tempered and hardened edge.



Glass Cutter No. 024

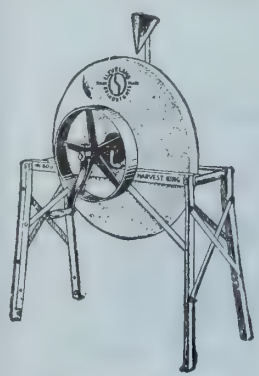
The biggest seller in the world. No secret—hand-made, hand-honed cutting wheel explains its value.

Catalog on request

Smith & Hemenway Co., Inc.

89 Coit St., Irvington, N.J.

Pliers, Hack Saw Blades and Frames, Auger Bits, Chain Drills, Chisels, Punches, Connectors, Wrenches, Lock Washers with Six Point Contacts, etc. 2148



Harvest King

Let the Engine Turn the Grindstone

CLEVELAND TRADE MARK GRINDSTONES

Sell power grindstones and let the engine do the work. It only needs the starting of the engine and in a short time all tools are ready for work.

Don't sell cheap grindstones—talk quality and grit—mounted in a well-built frame so it will do the work properly and stand up for maximum instead of minimum amount of work.

Our HARVEST KING POWER GRINDSTONE gives extra good service.

THE CLEVELAND STONE CO. - CLEVELAND, OHIO

If interested tear out this page and place with letters to be answered.

Look for the Green Box

Hack Saw users look for the green box when they buy hack saws, to be sure they get the Star.

And so must you if you would have satisfied customers.

Insist on the genuine.

Star Hack Saws are now sold by Clemson Bros., who have made them since the beginning.

CLEMSON BROS., Inc.
Middletown, N.Y.



STAR HACK SAWS

Now Sold by
CLEMSON BROS. Inc.
MIDDLETOWN, N.Y.
Makers Since 1885

Butler's FAMOUS SHEFFIELD CUTLERY

"CAVENDISH" CUTLERY & PLATE

"KEEN" RAZORS



GOLD MEDALS. GRAND PRIX.

JAMES BUTLER, Head of the Butler Firm 100 years ago.

Regd A.D 1681 | "BUTLER" 1768 | ART 1861

GEO. BUTLER & CO., LTD., Sheffield, England
London Showroom, 62 Holborn Viaduct, E.C.
Address correspondence to TRINITY WORKS, SHEFFIELD



Again in Demand

The wooden tub is back—the high cost of the metal is largely responsible, but a wooden tub has other advantages.

There is no galvanizing or plating to fall off. No rust to spoil clothes, and hot water retains its heat longer.

Cane's wash tubs will be favored. They last a lifetime and are built with the workmanship that has made Cane's Woodenware popular for over thirty-five years.

Order a supply of Cane's Tubs from your dealer for a source of Good Revenue

The Wm. Cane & Sons Company, Ltd.
Manufacturers NEWMARKET, ONTARIO

"Hercules" Sash Cord

The reputation of this brand has been thoroughly established in the Canadian market for the last eighteen years. It compares in quality with the best imported brands, but is sold at a considerably lower price and can be safely recommended for any job.

All wholesale hardware dealers carry "Hercules" Sash Cord and can fill orders promptly

Manufactured in Canaaa

If interested tear out this page and place with letters to be answered.

"The Premier"

The Chicago "Premier" Spring Pivot Hinge is high-class—in a class by itself.

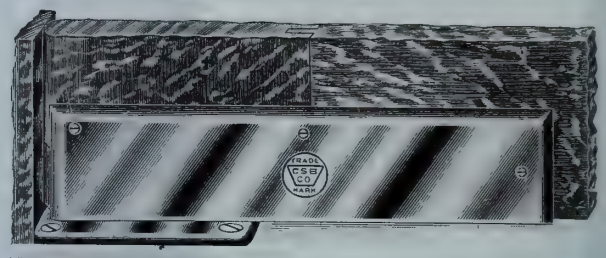
The weight of the door is carried on ball bearings, the eccentric has roller bearings and the spring is made of best tempered steel flat wire.

It also has a tension adjustment and an aligning feature.

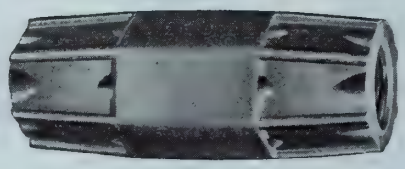
It is recognized as the "PREMIER."

Chicago Spring Butt Company.
CHICAGO NEW YORK
Send for Catalogue M36

TRADE CHICAGO MARK
TRADE CSB CO MARK
SPRING HINGES



Demon Grip



Pump Rod Couplings

The new "Demon Grip" Welded Steel Pump Rod Coupling has many superior features, features that assure the consumer faithful service, and the dealer easily closed sales.

Made of Steel—same as the rod.
Hot Forged—perfect hex.
Welded—makes solid job.
Strongest—over three times as strong as a malleable.
Packing—twenty-five in a box to go on your shelf.
Novel—the above advantages make a novelty of a very staple article. The DEMON GRIP cannot help attracting attention.

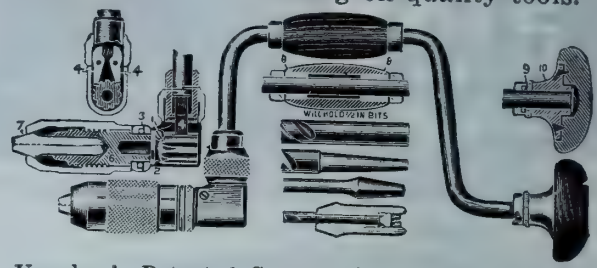
Manufactured by

Edward E. Johnson, Inc.
2304 Long Ave. St. Paul, Minn.

VAUGHAN'S SUPERSTEEL BRACE (MADE OF VANADIUM)

V&B

Many dealers are undoubtedly carrying more brands of tools than they would ordinarily. Present conditions indicate the wisdom of concentrating on quality tools.

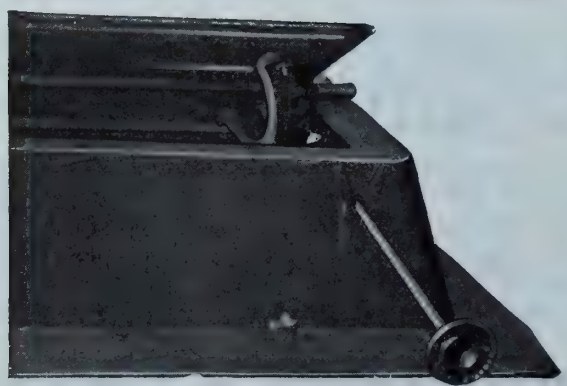


Vaughan's Patented Supersteel Brace No. 222—10′ Sweep.

These Braces have a strong quality appeal. The patented key socket construction obviates troubles inseparable from end screw construction. This improvement can be had in no other than V & B Braces. Four numbers; 8″ to 14″ sweeps.

Vaughan & Bushnell Mfg. Co.
For Over 50 Years Makers of Fine Tools
2114-2138 Carroll Ave., Chicago

Eastern Canada Representative:
Mr. Alex. Gibb, 3 St. Nicholas St., Montrea
Western Agents:
L. T. Wall Sales, Ltd., 702 Confederation Life Bldg., Winnipeg
IT PAYS TO SELL GOOD TOOLS



QUALITY *SERVICE*

THE BON LIMITED CHANDELIER CO. OUR LIGHTS SHINE EVERYWHERE MANTELS - GRATES & TILES

Barton-Netting Co.
LIMITED
9-11-13 East Pitt St. Windsor, Ont.

Lighting Fixtures and Electric Appliances
Mantles, Coal, Gas and Electric Grates
Floor and Wall Tile for Bathrooms, etc

OUR DOME DAMPER HAS ALL OTHERS BEATEN EVERY WAY

If interested tear out this page and place with letters to be answered.

An Axe is as Strong as its Handle

STILL'S

—will give you a stronger working tool, for **STILL'S HANDLES** are made from the best of Canadian Woods.

The sale of

STILL'S HANDLES

far exceeds all other makes.

There's a reason.

Axe, Pick, Sledge and Hammer Handles, Cant Hook and Peavie Handles.

It pays to sell **STILL'S.**

J. H. Still Mfg. Company
ST. THOMAS -:- ONTARIO

WHY EXPERIMENT ?
WE DID IT FOR YOU YEARS AGO



IMPERIAL GENUINE

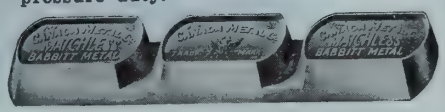


For Heavy Engines and Extraordinary Hard Work

HARRIS HEAVY PRESSURE

THE COPPER COATED CAKE

For Donkey Engines, Saw Carriages, Small Motors, Transmission Line Shafting and all steady heavy pressure duty.



Matchless

Suitable For Slow-Moving Bearings

Write For Prices

THE CANADA METAL CO., LIMITED
TORONTO HAMILTON MONTREAL
WINNIPEG VANCOUVER

MADE IN CANADA

Blacksmiths' Boiler Makers' Machinists'
AND
Pipe Fitters' Tools

Write for Catalogue

A. B. Jardine & Co.
LIMITED
HESPELER, ONT.



Fig. 117

"McDougall" Well Pumps

A Standard in Every Community

This represents one of our best features in Well Pumps. The cog gear head is a distinct advantage over pump heads where links and friction guides are a necessity.

A minimum amount of labour for producing maximum results is a distinct selling advantage.

Manufactured by

The R. McDougall Co., Ltd.
Galt, Canada

If interested tear out this page and place with letters to be answered.



Sales Possibilities

For any hardware business, genuine Rainbow Sheet Packing represents a splendid source of profitable business because all steam engineers appreciate its worth. They know the better service it gives in keeping joints tight and in eliminating frequent shutdowns to re-gasket steam lines.

You do well to let every steam plant in your district —large or small — know that you sell genuine Rainbow Sheet Packing, and that you can supply their needs without loss of time.

But be sure you see the Diamond Rainbow Trademark on every yard. Your customers have learned to look for it. Genuine Rainbow is made in Canada. Get in touch with your jobber or write direct for interesting proposition to hardware dealers.

CANADIAN CONSOLIDATED RUBBER CO. LIMITED
DOMINION RUBBER SYSTEM
AND ASSOCIATED COMPANIES

Dominion Rubber System

Rainbow Rubber Products Dept.

201 Inspector Street - - Montreal

If interested tear out this page and place with letters to be answered.

The Only Weekly Hardware Paper in Canada

Member Audit Bureau of Circulations *Member Associated Business Papers*

Hardware and Metal

CANADA'S NATIONAL HARDWARE WEEKLY

Vol. XXXII. TORONTO, APRIL 2, 1921 No. 14

The Turnover Tax is Favored 35
Finance Minister Appeals to Business Men 36
Staging Spring "Gun Opening" 37
Improving Hardware Display Facilities 39
Ad. Suggestions for April 40
Window Display Suggestions for April 41
Editorial Comment 42
News of Western Canada 43
Events in the Trade 44-45
Letters to the Editor—Catalogs and Booklets—Hardware Letter Box 46
Brass Goods Manufacture Again Active—Twenty Years Ago 47
New Hardware Goods 48
Weekly Market Reports—Montreal, Toronto, London, Winnipeg, Pittsburg 49
Handing Paint Customer $5 Worth of Knowledge With $1 Can of Paint 54
Selling Brushes for Housecleaning 56
Weekly Paint Markets 58-60

The MacLean Publishing Company, Limited

JOHN BAYNE MACLEAN, President. **H. T. HUNTER, Vice-President.**
H. V. TYRRELL, General Manager.

Publishers of Hardware and Metal, The Financial Post, MacLean's Magazine, Farmers' Magazine, Canadian Grocer, Dry Goods Review, Men's Wear Review, Printer and Publisher, Bookseller and Stationer, Canadian Machinery and Manufacturing News, Power House, Sanitary Engineer, Canadian Foundryman, Marine Engineering of Canada, Canadian Motor, Tractor and Implement Trade Journal, Druggists' Weekly.

Cable Address, Macpubco, Toronto; Atabek, London, Eng.

ESTABLISHED 1887.

HARDWARE AND METAL

GEO. D. DAVIS, Manager.

CHIEF OFFICES:

CANADA—Montreal, Southam Bldg., 128 Bleury St., Phone Plateau 946. Toronto, 143-153 University Ave., Telephone Adel. 5740; Winnipeg, 1103 Union Trust Building, Telephone Main 3449. Vancouver, 314 Carter-Cotton Building, 198 Hastings St. West.

GREAT BRITAIN—London, The MacLean Company of Great Britain, Limited, 88 Fleet Street, E.C., E. J. Dodd, Director, Telephone Central 12960. Cable Address: Atabek, London, England.

UNITED STATES—New York, A. R. Lowe, Room 1606, St. James Building, 1133 Broadway (corner 26th St.), Telephone Watkins 5869; Boston, C. L. Morton, Room 734, Old South Building, Telephone Main 1024; Chicago, H. A. Maguire, 405-6 Transportation Bldg., 608 So. Dearborn St., Telephone Wabash 9430.

SUBSCRIPTION PRICE—Canada, $4 a year; Great Britain, South Africa and West Indies, 16s. 6d. a year; United States, $4.50 a year; other countries, $5 a year. Invariably in advance.

Tin Plates
Terne Plates
Canada Plates

Welsh or American

Sheet Zinc
Sheet Copper, Etc.

Submit Inquiries for Lowest Prices.

A. C. LESLIE & CO., Limited
MONTREAL

Galvanized and Black Sheets

Attractive Prices for Prompt Spring Delivery

John Lysaght, Limited
A. C. Leslie & Co., Limited, Montreal
Managers Canadian Branch

A New Catalogue is Ready



Hammers
Sledges
Hoes
Wedges
Picks
Mattocks
Crow Bars
Blacksmith Vises
Blacksmith Tools
Woodchoppers' Mauls
Railroad Track Tools

If you buy tools you'll want a copy

The Warren Tool & Forge Co., 234 Griswold St., Warren, O.

If interested tear out this page and place with letters to be answered.

Canada's National Hardware Weekly

Hardware and Metal

Published Every Saturday Since 1888

Vol. XXXIII. TORONTO, APRIL 2, 1921 No. 14

The Turnover Tax is Favored

Wholesaler Submits Figures Showing Turnover Tax of 1% Would Provide Sufficient to Abolish Excess Profits and Other Taxes—Credit Men and Retailers Agree if Tax Equitably Applied to All Branches of Trade—"Government Not Above Criticism," Says J. A. Banfield

MANY phases of the application of present and proposed forms of taxation were dealt with at the conference of retailers, wholesalers and manufacturers in Toronto on Wednesday and Thursday of this week. The conference was arranged with a view to giving the Minister of Finance some definite suggestions on which to frame the new form of taxation to raise needed revenue. The conference was conducted under the chairmanship of J. A. Banfield, president of the Dominion Board R.M.A., and with J. T. Stirrett, of the Canadian Manufacturers Association, acting as secretary.

After an inaugural address by J. S. McKinnon, president of the C. M. A., in which he emphasized the need for co-operation among business men, discussion commenced as to the proper definition of the terms "manufacturer," "wholesaler" and "retailer," but as this discussion tended to be prolonged and doubt was expressed as to the relative importance of the matter, further discussion on that point was deferred until after a discussion of suggested forms of taxation to be applied.

There were several minor altercations concerning this point, and some suggestions of a tendency on the part of certain bodies to "get from under," and, despite the efforts of Vice-President Watters, of the R. M. A., to secure the definitions, a motion proposed by M. C. Ellis and seconded by W. H. Lamont, H. S. Howland Sons & Co., Toronto, the purport of which was to postpone the defining of the various terms until after the discussion on taxation, was adopted.

Speaking to this motion, Geo. Douglas, Hamilton, Ont., a member of the C.M.A. committee on taxation, pointed out that defining the status of certain parties under the legislation was a matter of administration which the government would attend to after the method of taxation had been decided upon. T. W. Learie, representing the Canadian Credit Men's Association, agreed that what credit men wished to discuss was taxation.

In seconding the motion, Mr. Lamont stated that taxation was the fundamental and that it should be kept in mind what the various forms of taxation had provided the Government in revenue.

Message from the West.

Horace Chevrier, Winnipeg, representing the opinion of western retailers on the issue, pointed out that at the last meeting of western merchants it was decided that the tax should be collected at the source of manufacture or importation. In presenting this statement, Mr. Chevrier continued:

"Whatever affects the retailer is bound to be felt by the wholesaler, and vice versa. Any break that is put upon distribution goes back through the gradations of wholesaler and manufacturer, and has its effect upon them, their staff and their capital. If a sales tax were placed on the turnover of the retailer, it would be just as bad as the luxury tax placed on part of the turnover, and we know that the retailer had to absorb the tax in many cases. It was illegal to absorb it, but it was done because it was necessary to liquidate accounts and allow wholesalers and manufacturers to carry on.

"The retailers are closest to the public, and they have to distribute your goods. If they have to sell a sales tax as well, it is more than they can do. The least interference with sales means much loss. Put the brakes on trade by having a sales tax collected by retailers, and it will result in unemployment, unrest, waves of crime, and a continuation of the period of stagnation.

"We say the tax is absorbed, but remember business is not managed by angels or saints. We are wrestling to get our bread and butter, and if you make a tax to be absorbed you are encouraging the merchant to put the brakes on his selling energy. With a definite sum of taxation staring him in the face, the merchant will ease off if he is not pushed forward by the fear of debt, and he will be dulled by the fear that he will be fined for keeping up his turnover.

"We need to have the retailer recover his courage so he will be able to resist this continuously falling market and put him in a position to say, 'I will not continue to give away goods.'

"If the sales tax is put on the retailer, you will put a crimp in that determination. Some retailers will add the amount of the tax more than once to be sure they collect it, and this will bring further protests from the consumers.

"The retailer is the distributing plant for the manufacturers, and it is great folly to encourage any legislation that will hamper him. It is just as absurd as it would be for the retailer to hobble his delivery team and expect his delivery equipment to cover the ground."

What the Taxes Produce

W. H. Lamont gave some definite statistics bearing out a plan to adopt a turnover tax. He pointed out that the present taxation yielded a revenue of $110,000,000. The income and business profits taxes cost 2½% to operate, while the sales tax costs 1¼% to operate.

"We want to pay the tax in the simplest manner possible," said Mr. Lamont. "Our internal turnover, allowing for exports, agricultural and other products distributed without reaching a retail store, amounts to four billion dollars at the source. A fair average turnover, considering the stages these products pass through, is three times, thus giv-

TAX RECOMMENDATIONS

The joint conference on taxation of the manufacturers, wholesalers and retailers in Toronto resolved as follows:

1. That the Business Profits Tax be not re-enacted.

2. That the Income Tax on corporations be repealed.

3. That the present Sales Tax be adjusted so as to provide the additional revenue needed by the Dominion Government.

ing twelve billion dollars. An average profit of 15% each time brings in a profit of six billion dollars and an internal trade of eighteen billion dollars. That will produce $180,000,000 in taxation at 1%, which is about $70,000,000 more than the Government is getting now. We must impress upon the Government the need for economy and simplicity in taxation.

"Is it not reasonable, therefore, to ask the Government to repeal all three laws now in force and substitute a turnover tax? We do not want a sales tax shown in the invoice. The turnover tax operates more smoothly."

Speaking of the income tax, Mr. Lamont pointed out the big expense involved in furnishing the required information to the Government. He pointed to the fact that in England the income tax had been in force for years, and there were still many who were not paying it.

A representative of the C.M.A. committee on taxation outlined the stand taken by that body, namely, suggesting that the business profits tax be not reenacted, that the income war tax as affecting corporations be repealed, and that the sales tax be extended.

J. A. Banfield hereupon presented the resolution adopted by the R.M.A. to the effect that the tax be collected at the source of manufacture or importation.

"Is it fair," asked Mr. Banfield, "that the retailer must absorb the sales tax while the manufacturer and wholesaler do not have to absorb it? Put the tax at the source, we do not care what per cent. it is, and we will pay our share. We do not wish to evade the tax, but we want some form of tax by which everyone pays his share.

"We need $525,000,000. Is it going to be cheaper to collect it from the wholesaler and manufacturer than from the retailer?"

Mr. Banfield drew attention to the fact that in dealing with the Bankruptcy Act the necessity was seen of every retailer keeping books, and suggested the same plan would have to be followed in enforcing the taxes.

Indicating that present taxes were not being borne in equal share by all, Mr. Banfield quoted figures showing that Ontario farmers paid income tax totalling $67,974 last year, while Alberta farmers paid $361,218, and Saskatchewan farmers paid $340,900. He suggested that the Government was not collecting the present tax as it should.

Where Does Government Stand?

Stating that the Government was not beyond criticism in its handling of the country's business, Mr. Banfield mentioned that while the Minister of Finance was pointing out the necessity of curtailing imports, 67 ships were employed, or to be shortly employed, by the merchant marine, to carry on trade with other countries, and part of their function would be to bring imported goods to this country. He also referred to his recent trip to Jamaica on the "Canadian Fisher," which, through lack of foresight, had not been equipped to handle the products of the countries with which it was intended to trade.

"They can tell us what we should do, but as business people they should look into their own affairs. The retailers, wholesalers and manufacturers should be fairly dealt with, and we do not want the Government to send out propaganda telling us what we should do."

Mr. Douglas, member of the C.M.A. committee on taxation, stated that the present taxes were an outgrowth of the war, and the restrictions on business should now be removed. As a remedy he suggested that a 1% tax should be levied on every commercial transaction from the primary sale, this tax to be paid by the seller.

"The sales tax should be paid by the man who makes the sale, and it should not be passed on, except in the price he charges, and it should not be put on the invoice," said Mr. Douglas, who pointed out that a tax at the source would be pyramided and finally result in a tax of 5 to 10%.

"The retailer should pay 1% on his sales; he will get the same profits, and there will be no injustice. The most stable basis for taxation is upon the consumption of the country."

Mr. Banfield asked where the retailer would get the 1%, and Mr. Douglas drew attention to the previous statements of retailers that they were willing to share the burden. In regard to goods on which prices were fixed and on which the tax could therefore not be included, Mr. Douglas mentioned that in many cases to-day a 2% tax was being absorbed on such lines and that the proposed tax of 1% would lighten the burden.

Credit Man Speaks.

T. W. Learie, Canadian Credit Men's Association, emphasized the fact that we must make investments in our own country and that these investments must be made to pay. He pointed out that in some respects the sales tax was not favorably regarded, and stated that his association had concluded that the best method was the one which would place the burden equitably over the entire business of the country. He thought this could better be done by a percentage tax than by the accumulation of a large tax placed at the source. He stated that, though it might be difficult to collect the sales tax, if the penalties were made sufficiently severe there would be little attempt to evade it. He suggested that the sales tax could be paid every thirty days, and that in the outlying districts postmasters could collect it. He pointed out that a lump tax at the source was a menace to retailers, stating that a 5% tax on a stock of $100,000 would represent $5,000 of the merchant's money tied up in stock while it was on the store shelves. He concluded with the statement that his association favored a turnover tax equitably applied.

Finance Minister Appeals to Business Men

Sir Henry Drayton Meets Eastern Ontario R.M.A.—All Interests Must Pay in Taxes All They Can Afford

ALMOST two hundred Canadian business men and a score of local business women listened to an address by the Hon. Sir Henry Drayton, Minister of Finance, delivered at a luncheon in the Chateau Laurier, Ottawa, this week, under the auspices of the Eastern Ontario branch of the Retail Merchants' Association of Canada. Sir Henry's reception was most enthusiastic and the merchants probably never had the financial situation of Canada more comprehensively placed before them.

Sir Henry, in his speech, said: "You all know me, or of me. Some of you may not have been altogether favorably impressed in the past with the memories that my name evoked. In spite of this we have all got along pretty well together. I am sure, however, that the retail merchants realize the importance and necessity of stopping extravagance and luxurious buying and of stopping the apparently ever advancing high cost of living, even if it means standing some loss. I know you realize it because you did stop it to a great extent and I thank you.

"No thanks are due for the removal of any tax any more than there is any blame for the putting of it on. It is only put on when necessary and, like a plaster over a sore, should be taken off as soon as possible.

Will Consult Business Men

"I do not know your ideas as to how things should be run, but the best thing that he who is responsible for raising money should do is to meet his fellow Canadians like this before adopting any fixed programme. We have been trying to find out what is the best way to produce the largest revenue with the least inconvenience. The inescapable demands on the public purse are very great for the discharge of our obligations, obligations which every honest Canadian desires to see met. There is no room for selfish issues here or there. It is not a question of how much can I escape pay-

Continued on page 43

Staging A Successful Spring "Gun Opening"

Under Heading "Gun Men in Town" Advertisement by W. H. Thorne & Co., St. John, N.B., Outlines Visit of Representatives of Two Manufacturers of Guns and Ammunition—Large Numbers of Sporting Goods Prospects Gathered Into the Store—Help Store Salesmen

W. H. THORNE & Co., Ltd., St. John, N.B., have been putting a little "pep" into the rifle and shotgun business, and have given their large sporting goods department some valuable publicity. It happened that A. A. Dwight, representing the Remington Arms Co., of New York, and F. E. Fraser, representing the Birmingham Small Arms Co., of Birmingham, England, were in St. John at the same time, and had with them a full line of the latest models in rifles and shotguns. Mr. Fraser also had a splendid line of sportsmen's accessories, gun implements, etc. A bright idea struck J. W. Andrews, Thorne's sporting goods sales manager, and W. O. Bagnell, the department manager. The dry goods houses have spring openings, so why should not the hardware houses follow suit and have a spring opening? It was decided that Thornes would have a "great gun opening." Under the somewhat startling headlines, "GUN MEN" in town, Messrs. Thornes announced the date of March 24 as their gun opening, and that Mr. Dwight and Mr. Fraser would be at the service of the public on that day.

Send Out Invitations

A display stand was erected for the use of "the gun men," the rifle and gun show cases were cleaned up and well stocked with guns and rifles. One hundred and fifty invitations were mailed out to the well-known sporting men of the town, including schools, boys' clubs, trapshooting association, cadets, etc. Almost before Mr. Fraser and Mr. Dwight arrived on the scene in the morning some of the sportsmen were on the job, and by ten o'clock there was a good crowd in attendance. In fact during the whole day there would be no less than a dozen or eighteen customers there all the time. Business men would leave their offices for a few minutes, run into the Thorne store and examine the guns and rifles on view and then return to work. It is estimated that about one hundred sportsmen called, and they one and all expressed their delight with the goods shown. A great deal of interest was shown in one type of air rifle. Mr. Fraser ably demonstrated the working of this rifle and it appeared to be the centre of attraction. Another rifle that created a good amount of interest was the 303 sporting model.

Displaying Other Equipment

Mr. Fraser's display of gun implements caused quite a sensation, and many sportsmen saw for the first time



The sporting goods department of W. H. Thorne & Co., St. John, N.B., where the novel device to create interest in guns and ammunition, as outlined in this article, was carried out. Guns and ammunition are shown at the rear, guns arranged in a glass case and ammunition on the shelves alongside. Bicycles are shown in a prominent location now that the bicycling season is again at hand. Other seasonable sporting goods lines are also on display.

equipment that was of the greatest aid to keeping the gun or rifle in good condition. The Remington man, Mr. Dwight, put in some hard work showing his pump guns, rifles and ammunition. One of his special features was the exhibition of some Remington shot shells that had been under water several days and were still able to be used and would work in the pump gun. This fact was hard to be believed by the visiting sportsmen, but seeing convinced them. Mr. Dwight also had on view a showcard showing the records of Remington ammunition and guns, also an announcement was published stating that the guns and rifles on view could be seen in action at the gun club. Mr. Dwight was able to give the visitors to the store much valuable information.

GUNMEN IN TOWN.

A. A. Dwight, representing the Remington Arms Company of New York, and Mr. Fraser, representing the Birmingham Small Arms Company of Birmingham, England, are in town.

Both these gentlemen carry most up-to-date Fire Arms and will be at the service of the public all day Thursday in the Sporting Department of W. H. Thorne & Co., Ltd.

Mr. Fraser has samples of some very high grade Guns and an exceptionally fine line of Gun Cleaning Implements. Mr. Dwight has with him the last thing in High Power Rifles and 20 Ga. Repeating Shot Guns.

Anyone interested in looking over these lines will do well to visit Thorne's Sporting Goods Department on Thursday.

This is the wording of an ad which appeared in St. John, N.B., papers outlining the event which was to take place at the W. H. Thorne & Co. store. It carries a heading particularly striking in view of the frequency of hold-ups taking place in many parts of the country. Needless to say it was anxiously read by many of the citizens.

An Interested Visitor

O. J. Killam, the high man for Canada, who broke 296 birds out of a possible 300, was an interested visitor, and did some good shooting with the B.S.A. air rifle. Mr. Fraser reported to Hardware and Metal that he was having a very successful tour, and so far as he had been had received orders at every town, showing that the gun and rifle business was picking up again.

"Gun Opening" for All Merchants

This "gun opening" has caused considerable interest in St. John, and could be carried out by merchants all through Canada with good results. One of the pleasing features in connection with this demonstration was the fact that several country residents made it a point to drop in and look over the lines on view. These men had seen the announcements in the local papers, and, as many farmers are keen sportsmen, they naturally made the most of the opportunity. In conversation with Mr. Andrews, he said, "This demonstration is going to give our gun and rifle business the biggest boost that it has ever had, and we are going to get some good sales. We are not pressing the visitors to buy, but just getting them interested, their own desires will prompt them to purchase. We want them to feel that we are at their service, and are in a position to give them just what they want."

Stimulate Store Salesmen

These demonstrations have a stimulating effect on the salesmen, and they learn many pointers from the men who are experts in the gun and rifle business. In the case of the Thorne demonstration, the sporting goods salesmen showed a keen interest in the whole affair, and kept Mr. Dwight and Mr. Fraser busy answering questions. These salesmen proved themselves to be quick in picking up the special points of the guns and rifles on view, and were demonstrating with almost the same ease as the factory representatives.

W. H. Thorne & Co., Ltd., are proving themselves to be "live" merchants, and have carried out several undertakings which have given them much good advertising. They are firm believers in up-to-date merchandising methods.

During the Christmas season they put out a pamphlet entitled "Thorne's Christmas Herald." This was illustrated and priced and brought in a large amount of business. During the world series baseball games between Brooklyn and Cleveland last year they erected a huge score board on the outside of their Prince William Street store. This was watched daily by hundreds of citizens. In connection with the Thorne phonograph department, the leading moving picture house has been hired on several occasions, and tone tests have been carried out in which the artiste sang in comparison with the instrument. The lights would be turned out and the guests would be left to judge whether it was the phonograph or the artiste they were listening to. Although the firm of W. H. Thorne & Co., Ltd., is more than half a century old, and the founder is still at the head, the business methods are of 1921 variety.

Two Definite Tax Proposals Submitted

Conference in Toronto Divided on Merits of Straight Turnover Tax and Sales Tax at Increased Rates—Manufacturer Warns Against Tax Being Collected Till Goods Are Sold.

CONTINUING the tax discussion at the Thursday conference of retailers, wholesalers and manufacturers in Toronto two definite proposals were submitted to the resolutions committee with instructions for that body to draw up a suggestion that would likely satisfy a majority of the manufacturers and merchants gathered.

The alternative merits of a straight 1 per cent. turnover tax and the sales tax at increased rates collected solely from the manufacturers and on importations by customs divided the conference into two groups.

A. C. Pyke, secretary of the Wholesale Grocers' Association, submitted the proposals of that body which were in substance identical with those presented by the Canadian Manufacturers' Association and as outlined elsewhere in this issue.

The third proposal is "That the sales tax at an increased rate be collected solely from manufacturers and on importations by the customs, which tax would be included directly in the manufacturers' costs. Or as an alternative, if this third suggestion is not possible, then we recommend that the sales tax now in effect should be increased, and if necessary extended to other lines now exempt, sufficiently to provide necessary revenue and that the provisions and regulations regarding the collection of this tax as at present in operation be continued."

Consumer Foots the Bill

G. Douglas, Hamilton manufacturer, characterized the scheme of the manufacturers and the grocers as a proposal that would inevitably make the consumer foot the whole bill. He stated that the proposal was unsound because it would be pyramided and the tax, which began with 5 per cent. on all imported raw material and which would amount to at least another 5 per cent. on the manufacturer, would when it reached the consumer amount to at least 10 per cent., not counting intervening profits.

"Make no mistake, the manufacturer will pass on that 5 per cent. tax to the retailer, who will pass it on to the consumer," said Mr. Douglas.

F. N. Stewart warned against letting the Government take $200,000,000 out of the business of the country by collecting the tax on the article as it was being manufactured. "The least tax possible should be imposed on any article while it is in either the manufacturing or distribution stage. Such money is withdrawn from business circulation. Let us keep those millions until we step up to the counter and buy our goods."

Continued on page 56

Improving Hardware Store Display Facilities

New Premises Occupied by Adams & Vandusen, Hardware Merchants, Picton, Ont., Designed to Concentrate Certain Stocks and Allow More Effective Display.

THE hardware business of Adams & Vandusen, Picton, Ont., recently outgrew its former premises, making necessary the construction of the fine new store shown herewith. This store is 30 feet in width and 80 feet in depth, giving considerably more floor space than was previously occupied and allowing of much improved display facilities. The members of the firm are strong believers in the necessity of having modern equipment and good display facilities to develop hardware business along the right lines.



The new hardware store of Adams and Vandusen, Picton, Ont., which provides much more floor space than was formerly occupied and allows of better display facilities than was the case with the former store, located right alongside the new premises. Further extensions are being planned to this store during the coming summer.

The basement of the store is full size, with concrete floor and a 7½-foot ceiling, allowing plenty of room for the plumbing shop and department devoted to heavy tinwork such as repairing cheese vats, etc., of which this firm gets considerable trade. At the rear of the store on the main floor is located the tinshop where tinsmithing of a lighter character is carried on.

Separate Department for Stoves, etc.

The floor above the store is used as a sales department for stoves, washers, refrigerators and other such articles, and here is also kept the reserve stock. Here plenty of natural light is provided and the stock, well polished and neatly arranged, is kept in best order. It has also been found advantageous to centralize these lines by themselves in a department located away from the main store because of the fact that they are articles which are sold only after much consideration and much examination on the part of the customer. It has been found that the privacy of this department and the elimination of interest detracting influences has helped the salesmen in dealing with customers.

This firm in 1908 bought out the business formerly carried on by I. N. Waite. Up until this spring the stock consisted of tinware, stoves, furnaces, paints and oils, etc., but now a stock of general hardware has been added, the new premises making such development possible and advisable. The senior member of the firm formerly travelled in Western Ontario for Lewis Bros., Montreal.

In addition to the building shown herewith, an iron-covered shed is also used for storage purposes, and owing to the fact that space is still limited, the firm is already planning an addition to the new store, to be built this summer.

Value of Display

It will be noted that the display windows are used to best advantage. This has been an important point in the selling activities of this firm. A seasonable display of paint is shown in one window with some rolls of building paper, garden tools, etc., placed in front of the store and in the other window is a display of washers, tubs, butter churns, stock foods, etc., all seasonable lines in the district in which the store is located.

Special effort is applied to the sale of such lines as are displayed throughout every phase of the store's activities, whether it be the advertising, personal effort or use of circulars or letters. In this way all effort is concentrated on certain seasonable lines and maximum results are secured.

Successful Demonstration Of Electric Ranges

A most successful demonstration of electric ranges was held by Ingram and Davey, of St. Thomas. The firm followed its usual method of advertising the demonstration in advance and then backing this up by very attractive store and window displays. A number of sizes and styles of ranges were shown and were arranged most attractively. That a very live interest is being taken in cooking electrically by housewives was shown by the large number of women who attended the demonstration. A big point emphasized in connection with cooking by electrical ranges, in addition to the freedom from having to bother watching a fire, is the big saving in whatever is being cooked. This is especially noticeable in cooking meats and when pointed out to women is a big talking point. The obvious convenience of the stoves, merely pressing a button to start or stop the heat, the regulating devices, the fine appearance the stoves make in a home, and the long service they render were all emphasized.

The firm sees a big future coming in the electrical stove trade now that retrictions regarding power have been lifted. With the extension of the hydro lines into rural districts splendid opportunities for sales will be developed. Already a number of the stoves have been sold and like any other article that gives continuous service and satisfaction each is in itself a splendid advertisement that brings other sales.

Industrial Activity in Oshawa

According to an Oshawa man, conditions in the automobile plants in that town are constantly improving, and the McLaughlin, Chevrolet and Oldsmobile shops are all running. The rate of production, of course, is not up to normal, but it is increasing. "I have no definite figures," said our informant, "but I should say that around 60 per cent. at least would be their present rate of operation."

"Another thing that we can judge by," he said, "is the unemployment, which has practically ceased. Some of the men who were skilled in certain lines of work in the auto shops who were let out some months ago have been brought back to work, and some time ago all the married men had been given their places back. Fittings Limited is also working on a fairly good basis, and they must have about 80 per cent. of their normal staff at work now.

Advertising and Window Display





A GREAT many hardware lines lend themselves admirably to effective publicity during the spring and early summer months. At the change of the season people are generally in a mood for anything which suggests an early return of summer weather and well planned advertising at this time of the year can be made to produce big returns.

Herewith are some samples of advertising being done on seasonable lines by some hardware firms. Screen doors and windows will soon be in vogue. A few days of mild weather soon start the flies on their annual pilgrimage and during the month of April there will be a call for this means of protection. A number of screen doors and windows are illustrated in the ad by Stanley Mills Co., Hamilton, Ont. Specifications are outlined in detail showing the height and width when closed and opened, and prices.

There are also many requirements for the lawn which will be in demand during April. These include lawn mowers, hose, hose nozzles, ring sprays, hose menders, hedge shears, watering cans, hose reels, etc. This list might also be extended to lawn rollers, garden rakes, trowels, and other such tools which are generally required in the fixing up of the lawn in the spring. Each line is well illustrated, briefly described and price marked.

Wheel Goods

As the streets are cleared of ice and snow various lines of wheel goods again come forward. There are certain lines such as baby carriages, etc., which are necessary where there is a young family, and then there are the amusement lines of wheel goods, such as scooters, wheelbarrows, automobiles, tricycles, jiggers, etc., which are in demand as soon as the weather becomes warm enough for the children to play outdoors. There is a wide range of such goods as shown in the ad by Ingram & Davey, Ltd., St. Thomas, Ont., and this line offers a good chance for some effective advertising.

For the Changeable Weather

McKelvey & Birch, Ltd., Kingston, Ont., are advertising oil heaters as an article of comfort during the changeable weather of spring. Recent cold spells in various parts of the country, following upon a brief spell of exceptionally mild weather, provide a good argument for such advertising. When the furnace is let out for the summer there will be many chilly days and evenings before the warm weather becomes settled and an oil heater in the house may be very acceptable at that time. The heater is easily carried from room to room and it can be regulated so as to provide just sufficient heat to keep each room comfortable as it is occupied.

Grouping Spring Needs

An ad grouping a number of spring needs for housecleaning and other requirements is a good suggestion at this time of the year, providing the ad. is well laid out and illustrated. A recent ad by a Toronto hardware firm groups the following items: Step ladders, wash boards, electric lamps, house brooms, garden tools, clothes lines, roofing, building papers, paint brushes, paints, mops, steel wool, wall tints, floor and furniture polish, floor wax, waxing brushes, wall scrapers, wall paper cleaner, etc. There are some other seasonable lines which can be added but it is not wise to attempt to group too many articles in such an ad. It is better to group articles of a class such as housecleaning requirements, garden and lawn tools, paints, varnishes and specialties, etc.

Suggestions for Month of April



Spring housecleaning is on in full force and as it is difficult to make an attractive arrangement of lines suitable for such a display, this suggestion will be of help. Here is found a wide assortment, each individually prominent and price marked.



The spring fishing season will soon be commencing—it has already commenced in some of the more temperate parts of the country. Here is an effective suggestion for a spring display of fishing, camping and other such requirements. It shows a natural setting designed to remind the angler of his favorite fishing haunts.

Hardware and Metal

Canada's National Hardware Weekly

Member Audit Bureau of Circulations Member Associated Business Papers

The Only Weekly Hardware Paper in Canada

PUBLISHED EVERY SATURDAY SINCE 1888 BY

The MacLean Publishing Company, Limited

Montreal TORONTO, CANADA Winnipeg

SATURDAY, APRIL 2, 1921

IT is interesting to note that increased operation in the automobile industry is creating some betterment in the steel situation. There has however, been a tendency to overrate the effect on the steel industry of resumption of automobile manufacture in view of the fact that all motor vehicles built in 1920 consumed only 5 per cent. of the year's steel output.

A Broader Outlook

IN dealing with industrial conditions and the outlook for the manufacture of brass goods in Canada, a manufacturer whose views are expressed elsewhere in this issue, points to the increasing export demand for Canadian brass goods as an important factor which indicates not only a wide field of potential demand for such products, but a means of assisting Canadian manufacturers to maintain production during the dull periods in domestic trade. The export market for Canadian brass goods is at present limited to South America and South Africa, but so favorable an impression have our products made in those markets that extension to other export markets is likely to follow rapidly. An interesting feature of this development is that formerly English manufacturers of brass goods practically controlled these foreign markets and it is only recently that Canadian manufacturers have secured a foothold.

The export market undoubtedly provides a valuable opportunity for Canadian manufacturers to widen their field of trade and the result will be to improve Canadian credit abroad as well as to develop this country industrially. In this connection it is interesting to note that Canada's Merchant Marine, by which the development of export trade is facilitated, showed a profit of over three-quarters of a million dollars during 1920. Forty-seven vessels were kept busy throughout the year plying the waters between Canada and foreign countries, while the ocean going cargo carriers of some other countries which formerly were prominent in export trade were rusting at their docks.

The experience of the brass goods manufacturer, as outlined, is being duplicated by Canadian manufacturers of other lines as well and the tendency to look upon the markets of the world as a logical outlet for Canadian products instead of confining attentions to developments only within our own borders will help to smooth out the problems of the readjustment period and place Canada in a foremost position industrially.

Not Beyond Criticism

AT the conference of retailers, wholesalers and manufacturers in Toronto the discussion along lines of proposed taxation was departed from in some cases to give voice to the opinions which certain bodies hold regarding the administration at Ottawa. The appeal of the Minister of Finance for Canadians to restrict importations, especially of luxuries, such as foreign fruits, etc., was thought to have little foundation in view of the fact that importations are evidently looked for by the Government to keep the 67 odd vessels of the Canadian Government Merchant Marine in profitable operation. J. A. Banfield, president of the Dominion R.M.A., was recently on a trip to Jamaica on one of these vessels, and criticized the methods of the Government in failing to provide the vessels on that service with the facilities necessary to successfully carry the products of the countries with which it was desired to trade and in other ways.

Mr. Banfield at another stage in the proceedings rebuked the Government for its alleged failure to collect the present income taxes. He quoted figures showing that the farmers of Ontario were paying income tax of only about twenty per cent. of what the farmers of Saskatchewan or Alberta are paying.

These statements were no doubt made to show that the Government was not beyond criticism and that in view of these facts the administration at Ottawa was not justified in charging retailers with being a party to any plan which would damage the country's industrial fabric.

Optimism Based on Facts

MANY optimistic reports have in the past been forthcoming concerning the developments of the automobile industry in the immediate future. Some of these reports have tended to discount the seriousness of the situation which really existed among automobile manufacturers during the recent "quiet" period of business. In this connection it is interesting to note there is a feeling among certain branches of the trade to-day that there has been a good deal of "camouflage" or false propaganda spread by those whose interests would best be served by having the trade believe that conditions were better than they really were. While this may have been the case in the earlier stages of the period referred to, there has recently been more of a tendency for everyone to be honest with themselves to put forth the true facts. Credence is therefore given the reports at present forthcoming from the various centers of automobile manufacture pointing to a resumption of activity on a fairly broad scale and this is looked upon as a hopeful sign for the continued development of the industry during the year.

Canada, has, in the manufacture and sale of automobiles, parts and accessories, an industry of remarkable proportions and an industry in which future development will be of great importance to the hardware trade. Canada now has nearly half a million motor vehicles registered, and the early resumption of manufacture should result in greatly exceeding this number during the present year. The large number of cars now in use in Canada will guarantee a large trade in accessories and the continuation of automobile manufacture on the scale achieved in recent years will provide a rich field of accessory business for the future.

News of Western Canada

Conditional Sales in Alberta

Amendment Passed by Alberta Legislature of Vital Interest to Retail Merchants

THE Alberta Legislature at its last session passed an amendment to the Bills of Sale Ordinance requiring that all conditional sales of goods must be registered in order to protect the vendor of the goods in the case of the purchaser being adjudged a bankrupt; otherwise the goods become the property of the trustee for the general benefit of the creditors.

The amendment, assented to April 10, 1920, is as follows:

Chapter 4, paragraph 35, of the Bills of Sale Ordinance, being chapter 45 of the Consolidated Ordinances of the Northwest Territories, 1898, is amended as follows:

1. By adding thereto the following section as 9 (b):

"9. (b) The delivery of any goods or chattels by any person into the possession of a retail merchant for sale by such retail merchant on account of the owner thereof, shall, in the event of such retail merchant making an assignment for the benefit of creditors or being adjudged a bankrupt, render such goods and chattels as are unsold at the time of the assignment or bankruptcy, available for the payment of the creditor or creditors of such retail merchant, unless a copy of the contract by virtue of which the title or ownership of such goods or chattels is retained in the seller or vendor, is filed, pursuant to the provisions of this ordinance:

"Provided always that in the event of such contract not containing a description of such goods or chattels sufficient to satisfy the provisions of section 12 hereof, such description verified by affidavit may be endorsed on such contract or attached thereto, and shall for the purpose of this section be deemed to be a part of said contract."

Another Woolworth Store

Woolworth's Stores will build what is said to be "one of Canada's largest stores" in Winnipeg, commencing operations in May, R. A. Connable, executive official of the company, announces. He refuses to reveal the site of the proposed mammoth structure because the purchase has not yet been completed. It will be a "temple of commerce," like the parent structure in New York, he declares.

Senior Counsellor of Alberta Travellers

Calgary, March 28.—H. Goodland was elected senior counsellor of the United Commercial Travellers of Alberta, Calgary Council No. 304, at the annual meeting of the council held recently. F. V. Truesdale is past senior counsellor. Other officers appointed were: Junior counsellor, J. Maxie; secretary-treasurer, M. F. Ramage; conductor, Mr. Dingle; page, Mr. Kelly; sentinel, Mr. Cameron; chaplain, Mr. Martin.

Executive committee, Paul Naftel and George O'Neil (two-year term), Thos. Loney and Mr. McIntyre (one-year term); representatives to grand council, M. F. Ramage and F. V. Truesdale; auditors, G. Hunter, Mr. Keith and Mr. McIntyre.

Leroy J. Chown was initiated as a new member. A vote of thanks was passed to J. Maxie for his able and untiring efforts in connection with approaching the Alberta legislature with regard to obtaining better hotel and eating house accommodation for commercial travellers. His mission was successfully carried out and immediate action promised by the Government in the matter.

Amend Bankruptcy Act

An amendment to the Bankruptcy Act provides that the interim receiver may, under the direction of the court, summarily dispose of any perishable goods and carry on the business of the debtor for all conservatory purposes. It also provides that "any insolvent debtor whose liabilities to creditors provable as debts under this Act exceed $500 may, at any time prior to the making of a receiving order against him, make to an authorized trustee appointed pursuant to section fourteen with authority in the locality of the debtor, and, in cases occurring in the province of Quebec, residing in the judicial district wherein is situated the locality of the said debtor, if there is one, and if there is none to any authorized trustee, an assignment of all his property for the general benefit of his creditors. An assignment so made is in this Act referred to as an 'authorized assignment' and every assignment of his property other than an authorized assignment made by an insolvent debtor for the general benefit of his creditors shall be null and void."

Western Notes

Winnipeg. — Stephenson-Russell, Ltd., have moved from 356 Main Street to more commodious premises at 57 Victoria Street, where they have ample warehouse space and every facility, including trackage, to handle their stock of household hardware.

FINANCE MINISTER APPEALS TO BUSINESS MEN

Continued from page 36

ing, but of how much can I afford to pay and still make a profit on my business?

"I do not suggest that any of you should carry on your business at a loss. I hope you will approach the entire question with a desire of doing as much for Canada as you can and not with the hope of escaping with the least effort possible.

"After all I realize business is business whether you are in a small or large establishment. The business of a country resembles that of a corporation. It is not the volume of business which means success or failure, but the result of that volume of business after you have closed your books. Some of my political friends claim that the larger the volume of business done the better is the country progressing. No national growth is successful unless made possible by foreign trade. It is of course the great desideratum. But with nations as with individuals the mere size denotes little. Sometimes mere size means liabilities—loss. But are conditions what you would like to see them? While we have less employment relatively, we have it. Less social unrest, still we have some.

"If the weight of figures is the whole question then we never were so prosperous as today. We never before had so many facilities for ease and comfort. Never have we had so many commodities and luxuries coming into the country. During the eleven months ending Feb. 1 our trading increased enormously in spite of the drop in prices and the state of the economic and industrial world. During the year ending Feb. 1, 1920, our total trade amounted to $2,110,000,000. In the eleven months ending Feb. 1, this year, our trade amounted to $2,288,000,000, an increase of $178,000,000. Does this make you think? Has a lot of money come into the country, or a lot more gone out?"

Events in the Trade

Fire Loss

Capreol, Ont. — The Reid Hardware suffered loss by fire in a conflagration which swept the business section of the town. The firemen were endangered by gasoline tanks and cartridges which exploded.

* * *

Moncton, N.B. — The warehouse and machine shops of the Record Foundry & Machine Co. have been destroyed by fire.

Moves to New Premises

Toronto.—Max Silverman, hardware, is now located at 33 Queen Street East.

Personal

W. P. Walsh, Halifax; E. J. Cookson, Toronto; and R. Bernier, Quebec, outside representatives of the Martin-Senour Co., Ltd., are visiting the head office in Montreal.

G. L. Cohoon, manufacturers' agent, is now visiting his principals in the Old Country, and expects to be away from his Montreal office until the latter end of April.

McClary's Hamilton Address

In the March 19 issue of Hardware and Metal a report appeared that the McClary Mfg. Co. had opened a branch store at 177 Sherman Street, Hamilton. This report was confused with some other details. The McClary Mfg. Co. have no connection with the retail store conducted by N. Fisher at the above address. The company's branch warehouse in Hamilton has been at the corner of York and Bay Streets for some years.

Making Steel Sash

London, Ont.—Operations were commenced last week by Steel Sash, Limited, makers of window sashes. This organization secured the Canadian patent rights from the American firm operating at Paterson, N.J. It is stated that total business in Canada for these products amounts to $2,000,000 annually. Three other plants make a similar line of products in Canada.

Axe and Spring Factory Resumes

St. John, N. B.—The axe and spring factory of Messrs. Campbell & Fowler, Ltd., has resumed operations, and is now working full time. The men have agreed to adopt the company's terms, and have practically all returned to work. The strike lasted over six weeks, and was caused by the employees refusing to accept a ten per cent. reduction in their wages. This reduction was made in order to meet competition. Mr. Campbell reports that they are filled up with orders for automobile springs. This is one of their big lines.

Western Ontario News

Petitions are in circulation at Stratford, Ont., by the clerks asking for Wednesday afternoon half holidays from May to September.

* * *

L. W. O'Connor has been appointed manager of a new firm at Galt, Ont., Hi Speed Tools, Ltd., which will manufacture tools, gauges and other lines.

* * *

Lenden & Cook, the Leamington Hardware and the Greenhill Hardware, all of Leamington, Ont., have decided to close every Friday afternoon from April 1 to October.

* * *

Tyrrell H. Duncombe, formerly of St. Thomas, Ont., has organized the Duncombe Overrunning Clutch Co., of Detroit, which will manufacture a coaster for automobiles, which it is claimed will result in a very important saving in gasoline.

* * *

Fire, which broke out about midnight on Sunday in the general store of A. C. Martin, at Coatsworth, Ont., completely destroyed the block, causing a loss of $20,000. Mr. Martin will reopen for business as soon as possible.

* * *

London, Ont.—On a charge of breaking into the hardware store of W. H. Cuddy at Strathroy recently William Benjamin was sentenced to two and a half years in Kingston penitentiary and his comrade, Albert Ashton, to two years and five months. The youths were given six months for shopbreaking in Toronto last October and four days after they were released robbed Mr. Cuddy's store.

* * *

Another young man who has been giving merchants all through Western Ontario trouble was put where he will not do any more harm for some time when Magistrate Graydon sent Mervin Wickett to Kingston for three years. Just how many merchants this youth fleeced by tendering worthless cheques is not known, but in London alone he was found guilty on six counts.

Building Outlook Good in London

London, Ont. — Present indications point to one of the best building seasons for some time, not only in this city but in the country also. A large number of new homes will be erected in the city. In the country there will be new houses, extensive improvements to present dwellings and a number of splendid new farm buildings and stock barns. Inquiries for roofing and for other materials have been coming in steadily and in increasing volume as weather conditions permitted owners to see their way clear to proceed.

In London at the present time there is not a house to be had for rent. There is not an apartment of any kind to let and hotel accommodation is at a premium. Work is proceeding on the demolition of buildings on the site on which the new million dollar hotel is to be built. In addition W. J. Lashbrook is getting out plans for a 100-room addition to the Hotel Belvedere.

Official word was received this week from Wabash, Indiana, that work will commence on June 1 on the new Canadian plant here of the Service Motor Truck Co. Three factory buildings and a large power house costing in all $300,000 will be started and the firm plans to add other buildings later. About 1,000 men will be employed before the end of the year. Paul W. Moore has been appointed manager.

The Ruggles Motor Truck Co. is also planning to erect another large addition to its plant. Orders have been coming in in large numbers for export business.

Work on the new warehouse to be erected here for the Crane Company to handle hardware and plumbing supplies will, it is stated, be started in a few weeks.

With this work, a $750,000 collegiate, two new public schools, and a large new factory for the W. T. Rawleigh Co., there will be a big demand for builders' hardware and materials.

Doings in Ottawa and District

Contractors and Building Trades Council Lock Horns

Ottawa.—A life-sized scrap is on in Ottawa between the contractors and the Building Trades Council, with "collective bargaining" as the principal bone of contention. Another dispute which has a prominent place on the stage is that concerning the right of the workers to demand a closed shop on all jobs, and sandwiched in between the two is a resolute determination on the part of some of the crafts to secure increased wages, in spite of the marked reduction in the cost of living.

All is not peaceful in the ranks of the building trades and the next few days will decide whether or not there is to be a serious split in those ranks.

Successful Automobile Week

Ottawa has just drawn the curtains on a most successful automobile week. Ex-Alderman J. G. McGuire, who is one of the leading dealers both in cars and parts, told the local representative of Hardware and Metal that sales had been easily 100% better than expected.

The experience of most dealers has been that there has been an unusually heavy demand for the moderate-priced car. There is not the call this year that there was last for the pleasure and touring cars. The big call is for cars for transportation purposes only. Ottawa is growing rapidly and the outlying districts are receiving their fair quota of population. It is mostly these people who are buying the cars to take them to and from their places of business in the city.

In addition to the increased demand for low-priced cars there has been active trading in parts, particularly during the last couple of weeks, and while some dealers are complaining that business is dull, the majority are well pleased with the business they are doing now.

It had been planned to have a big parade in connection with automobile week, but owing to the uncertainty of the weather this was postponed indefinitely.

Winchester Sales For 1920 Over $18,000,000

The election of officers of the Winchester Company and subsidiary organizations held recently in New Haven resulted as follows:

Winchester Company—John E. Otterson, president; Daniel W. Weeks, vice-president; R. E. Anderson, secretary-treasurer; John P. Hager, assistant secretary; Richard R. Williams, Jr., A. E. Hodgson, asssistant treasurers. Board of directors—Thomas G. Bennett, chairman; John E. Otterson, C. S. Sargeant, Jr., R. E. Anderson, O. A. Schreiber, Louis K. Liggett, John P. Hager.

Winchester Repeating Arms Company—John E. Otterson, president; Henry Brewer, vice-president and secretary; Frank G. Drew, vice-president; R. Earle Anderson, treasurer; John P. Hager, assistant secretary; A. E. Hodgson, assistant treasurer. Directors—Thomas G. Bennett, chairman; A. W. Hooper, Geo. E. Hodson, Henry Stoddard, Winchester Bennett, Victor M. Tyler, James T. Moran, John E. Otterson, C. S. Sargeant, Jr., Louis K. Liggett.

Barney and Berry, Inc.—R. E. Anderson, president and treasurer; H. M. Wilcox, vice-president; D. B. Hoar, clerk. Directors—R. E. Anderson, H. M. Wilcox, Henry Brewer, W. E. Maxson, F. A. Maycumber.

Mack Axe Company—W. E. Maxson, president; Edwin Pugsley, vice-president; R. D. Jack, vice-president; R. E. Anderson, secretary-treasurer; H. F. Holton, assistant secretary. Directors—E. D. Bell, A. P. Weitzel, W. E. Maxson, R. E. Anderson, Edwin Pugsley, R. D. Jack.

The annual report of the Winchester Company and subsidiaries showed that the sales in 1920 amounted to $18,042,247.04 and that the net consolidated earnings were $1,048,683.04. In his report as president, Mr. Otterson pointed out that the commercial sales of 1920 exceeded any previous year and he painted a bright future for the company in the

Flint Varnish & Color Works Moves to Toronto

Montreal.—On April 15, the sales department of the Flint Varnish & Color Works of Canada, Ltd., will be moved to 63 Bay Street, Toronto. J. J. Riley, the present director of sales, will remain in charge.

The reason given for this change is to speed up the work of handling orders between the sales department and the factory, and in harmony with present conditions, to reduce the cost of operation. No change of selling policy is involved.

AMONG KINGSTON HARDWARE DEALERS

Expect Active Accessory Business

Kingston dealers interviewed stated that they are looking forward to an exceptionally good year in the sale of automobile accessories. And judging by the number of motor licenses issued there is no sign of a slump in business. D. H. Wightman, the local issuer of licenses, has already issued about 1,000 passenger car licenses, 80 commercial truck licenses and also 10 motorcycle licenses. The real rush, however, is not expected until the middle of April as there are hundreds of car owners who have not yet taken them out of winter storage.

On account of the war tax being removed it is expected that the sale of cars will be much larger than usual.

Kingston Notes

Kingston.—It is an ill wind that blows no person good, according to an old saying, and the fitting out of vessels at this port means much to the local hardware men, for there is much hardware needed on these vessels. It is estimated that the sum of $30,000 is being expended in the fitting out of vessels here this season.

William Mitchell, who for many years kept a hardware store on Princess Street, and who closed up his business to go overseas, is now with McKelvey & Birch, one of the oldest established hardware houses in Kingston, and has taken full charge of the hardware department.

Charles Simmons, hardware merchant, has been elected a member of the executive committee of the Retail Merchants' Association. The association is a live organization and is doing much to help the retail trade here.

Percy B. Chown, hardware merchant, was honored by being elected as chair man of the fire and light committee of the city council for a second term, and is one of the most progressive men around the council board. He has served on the council several years, and prior to entering the city council served for a number of years on the board of education. He is also chairman of the membership committee of the board of trade, and a hard worker in the city's interests. As in his own business, Mr. Chown believes in getting first-hand information, and is present at nearly every fire that occurs in the city, in order that he might see how the blaze is handled and study the needs of the department. Percy is not content to be a spectator, however, but dons a rubber coat and gets into the thick of it with Chief Armstrong and his men. And as a result when he advises his colleagues on the fire and light committee he knows what he is talking about.

Kingston Hardware Merchant Honored

Kingston.—A well-earned honor has been bestowed on Allan Lemmon, tinsmith and hardware merchant here, in his election as chairman of the board of education. Mr. Lemmon has been a member of the board for seven years, and has given much of his time to the question of education. He served as chairman of the property and management committee as well as many special committees and has rendered able service to the board.

Mr. Lemmon is married, with a family, and one of the city's young business men who, in spite of the fact that his own business takes much of his time, finds time to serve the city.

Hardware Letter Box

Information on trade topics will be gladly supplied to subscribers through this department.

SPRING ASSORTMENT

The Sumner Company, Limited, Moncton, N.B.—Could you tell us who puts up automobile spring assortments under the name Stevens?

(Answer.)—The company putting up this line is Stevens & Company, 375 Broadway, New York City.

* * *

AUTOMOBILE WASHING BRUSH

The Sumner Company, Moncton, N.B.—Can you give us the name of a company making an automobile washing brush which is attached to a hose nozzle?

(Answer.)—We understand this is made by the Osborne Mfg. Company, Cleveland, Ohio.

* * *

ACME FOOD CHOPPER

The George Taylor Hardware Co., Ltd., Timmins, Ont.—Will you kindly advise us who manufacture the Acme food chopper?

(Answer.)—Landers, Frary & Clark, New Britain, Conn., represented in Canada by A. Macfarlane & Co., Montreal, Que.

* * *

"WEAR EVER" ALUMINUM WARE

B. Caplan & Son, 220 Queen St. E., Toronto, Ont.—Kindly give us the address of makers of the Wear Ever Aluminum ware.

(Answer.)—The Northern Aluminum Mfg. Co., 158 Sterling Road, Toronto, Ont.

* * *

VERANDAH CURTAINS

R. C. Cowan, Drumbo, Ont.—Please inform us where we can get verandah curtains on spring rollers, made of awning duck.

(Answer.)—J. J. Turner & Sons, Peterborough, Ont.; the Woods Mfg. Co., Ltd., Ottawa, Ont.; the Central Tent and Awning Works, Port Arthur, Ont.; Guelph Tent and Awning Co., Guelph, Ont.; Montreal Tent, Awning and Tarpaulin Co., Montreal, Que.; Robert Soper, Hamilton, Ont.; Windsor Tent and Awning Co., Windsor, Ont.

* * *

STAIR TREADS

W. Utting & Son, Niagara Falls, Ont.—Kindly advise us where we can get steel stair treads or step treads.

(Answer.)—Dennis Wire and Iron Goods Co., Toronto and London, Ont.; Darling Bros., Ltd., 120 Prince Street, Montreal, Que.

* * *

FLOOR WAXING AND POLISHING

Iroquois Falls Merchandising Co., Ltd., Iroquois Falls, Ont.—Where can we get a machine for waxing and polishing floors.

(Answer.)—The Supreme Mfg. & Sales Co., 2672 Dundas St. W., Toronto, Ont., manufacture a floor waxer and polisher.

Catalogs and Booklets

A review of new catalogs, etc., as published by manufacturers, wholesalers and others in the trade for the information of hardware dealers.

IDEAL "POWER" LAWN MOWERS

The Ideal Power Lawn Mower Co., of Lansing, Mich., issue a handsome and attractive booklet illustrating their power lawn mower. The upkeep of public parks and large grounds has always been a big, expensive job, but with the power mower it is now possible to mow and roll lawns in an easier and more economical manner. It also eliminates the hoof-printed sod and the disfigured shrubbery that are inevitable with horse-drawn mowers. The booklet shows upwards of forty illustrations from actual photographs of Ideal power mowers at work in different public parks, institution grounds and private estates. A large publicity advertising campaign is being carried out by the manufacturers in magazines and newspapers that have been selected with the idea of reaching the largest number of prospective buyers. The standard Ideal power mower has a cutting width of 30 inches, and is stated to average three-quarters of an acre per hour at a speed of 2¾ miles per hour. The Ideal Junior is built on the same lines as the model 30, but is of lighter weight and has a 22-inch cut. For large areas, golf courses, etc., there is the Ideal Tractor-Triplex mower with a cutting width of 84 inches, and a 4 cylinder, 15 horsepower engine operating at a speed of 5 to 7 miles per hour. The Aikenhead Hardware Co., Ltd., Temperance St., Toronto, Ont., are the Canadian agents and distributors for Ideal power mowers.

* * *

H. S. HOWLAND SONS & CO.

The special spring, 1921, issue of Howland's Bulletin, issued by H. S. Howland Sons & Co., Toronto, is the finest and most complete catalog of seasonable hardware lines which has been issued by that firm. There are 192 pages of splendidly illustrated descriptions of various lines of hardware for spring trade and the generous use of color makes bright reading throughout. The front cover has a seasonable illustration showing an army consisting of various vegetables, marching forward with banners. A farmer lad with hoe over his back is preparing for seeding time. A complete index is placed at the front of the book for handy reference. Spring sporting goods, garden tools, farm requirements, paints and brushes, labor-saving devices, kitchenware, electrical goods, builders' hardware, automobile accessories, are specially featured, each line being well illustrated and described. Copies are available to the trade upon request.

* * *

PEASE FOUNDRY COMPANY

New price lists have just been issued by the Pease Foundry Co., Ltd., Brampton, Ont., and 118 King St. E., Toronto. These lists cover the Pease "Economy" and "Brampton" furnaces, as well as the boilers and steam and hot water heaters and all parts, repairs, specialties, etc., made by this company. The lists will be sent to the trade on application.

* * *

SHORT CUTS TO POWER TRANSMISSION

A handbook for belt users, entitled "Short Cuts to Power Transmission," recently issued by the Flexible Steel Lacing Co., 4607-31 Lexington St., Chicago, Ill., has been prepared with the idea of eliminating the technical formulas common to belting problems. The information given is stated to have been carefully gathered, the object being to simplify old practices with proven modern methods. The manual comprises ten chapters covering all types of belts with the methods of employing them; their care, dressing, lacing, etc. The various troubles and problems that belt users have to contend with are thoroughly and concisely dealt with, and the booklet also contains numerous tables, diagrams and hints on how to get the best use out of belting and pulleys. All interested are invited to send for a copy of the manual.

* * *

HARDWARE SPECIALTIES

A number of booklets on various lines of hardware specialties have been prepared by Lyons and Marks, 38 Yonge St., Toronto, Ont., wholesalers of hardware lines, glassware, aluminumware, etc.

The booklets are illustrated price lists giving description and prices of a few of the varied lines carried in stock. Copies will be sent on request. Among those already issued are booklets on Feather Dusters, Steel and Wire Brushes, Window Rubbers, Janitor Supplies, Aluminum Scoops, Crate Openers and Nail Pullers, Nail Sets and Punches. Other booklets are in the course of preparation.

Questions and Answers Re Taxes

INCOME TAX (MUNICIPAL AND GOVERNMENTAL)

(Question.)—Has a man who pays an income tax to the Government to pay an income tax to the municipality in which he lives on the same income that he pays tax on to the Government, and if so what rate would he have to pay to the municipality—that is, should the land in the municipality be assessed at, say, three-quarters of its value or should it be assessed at full value, or should, say, one hundred dollars of an income be assessed at three-quarters of its value, say, $75, or should it be assessed at its full value while the rest of the property in the same municipality would be assessed at three-quarters of value?

Should the Council levy the same rate on income as on other property in the municipality. Also, is it compulsory for assessor to assess income or can he assess other property in the municipality and not assess any income whether the council should be willing for him to do so or not? That is, if the council of the municipality did not care whether or not the assessor assessed income, can the assessor assess other property in the municipality and let the income go without being assessed, or is it law that he has to assess income no matter what the council thinks.—Charles Snow, hardware, etc., Kagawong, Ont.

(Answer.)—According to the plan being followed elsewhere in Ontario a retail merchant's tax payable to the municipality is really a business tax (you refer to this as an income tax). In such cases as have come to our notice, while an Income Tax statement is made to the municipality, this, in the case of retail merchants, is only to find out what income they may have apart from their business. In their cases the so-called income tax is payable as a business tax on the assessed value of their property. Thus you can see that the basis of taxation on income in the municipality is different to the basis of the income tax payable to the Government, the latter being figured on the basis of your net profits after all exemptions have been deducted. Every municipality sets its own rate usually in mills on the dollar. Property for business tax is never assessed at full value, in the city of Toronto it is on the basis of 60 per cent. (in your case this may be different). Yes, the same rate of taxation generally applies in all cases of taxation charged by the municipality. It is customary for assessment of all property to be made by the same assessor.

Trade Enquiries

Names and addresses of enquirers can be obtained only by those interested in such lines upon application to Hardware and Metal. Please quote reference number when requiring addresses.

2809. **Handles (pickaxe and hammer).**—A South African importer desires immediately prices f.o.b. Atlantic ports and samples of Canadian-made axe and hammer handles.

2814. **Hardware and tubular wheelbarrows.**—A Johannesburg manufacturers' agent requests Canadian manufacturers of hardware, and especially tubular wheelbarrows, to send catalogues or illustrations, f.o.b. prices, and shipping terms.

2819. **Hardware agents.** — Commission agents, representing several large Canadian manufacturers, are desirous of securing the exclusive agency for a good hardware manufacturing firm, covering territory in the British West Indies. Most suitable lines are builders' tools, nails, screws, etc.

Twenty Years Ago

Items of interest reprinted from Hardware and Metal of April 6, 1901:

"Hardware and Metal has, during the past week, run across three travellers who have just returned from the Northwest and British Columbia. They were Messrs. A. T. Chambers, of H. S. Howland, Sons & Co., Toronto; H. G. Allen, of the Oneida Community Co., Ltd., Niagara Falls; and J. T. Webb, of Thos. Davidson Mfg. Co., Montreal."

* * *

"While an old established firm, Rice Lewis & Son, Ltd., are always casting about for something new, like all progressive firms, they recently decided to create a ready-mixed paint department, and although this department has only been in existence a short time, the firm is more than pleased with the results."

* * *

"Alex. Young, hardware dealer, Wingham, Ont., has admitted his sons into the business."

* * *

"S. Provost & Co., hardware dealers, Montreal, have dissolved."

* * *

"Hermeston & Nichol, hardware dealers, Walkerton, Ont., have dissolved. W. J. Hermeston continues."

* * *

"W. F. Dibblee & Son, hardware dealers, Woodstock, N.B., are opening a hardware store in St. John."

* * *

"Gilpin Bros., who have conducted a steadily growing hardware business in Orillia, Ont., for twelve years, have just finished enlarging and improving their store."

* * *

"Wm. Brown, hardware dealer, Belmont, Ont., has sold out to McPherson Bros."

* * *

"Butchart & Somersall, hardware dealers, Carman, Man., have been succeeded by Butchart & Co."

* * *

"John Carruthers, president and manager of the Prescott Emery Wheel Co., is dead."

Brass Goods Manufacture Again Active

Resumption of Automobile Industry and Export Trade Have Helped Canadian Brass Goods Manufacturers

RENEWAL of activity in the automobile industry and an increasing export demand have provided improved conditions for Canadian brass goods manufacturers, according to A. H. Tallman, secretary-treasurer the Tallman Brass & Metal Co., Toronto.

Without appearing too optimistic and yet discounting any need for pessimism Mr. Tallman states that the sales of his company for March were double those of either February or January and further increases are anticipated in the next few months.

"Of course, it is a gradual process to get back to anything like we were before the slump came. We are a long way from normal yet, but as I see it there is a healthy undertone that augurs well for the upward trend increasing in volume. I think that by summer conditions will be better than they are now," he said.

Mr. Tallman stated it was well that the process of declination and restoration of conditions had come gradually. Without being gloomy at all, he believed that in certain spheres the decline had not run its full course as yet, but any disadvantages that might accrue through that were more than outweighed by the healthy stimulus all industry seemed to have derived of late.

Export Trade

Respecting the export trade, Mr. Tallman said this market at present was limited to South America and South Africa. He did not care to hazard an opinion how fruitful these markets would prove for Canadian-made brass goods, but to date the volume of sales had been very encouraging. Shipping services were good, and customers had made prompt payment. One circumstance in connection with the South African market that afforded his firm satisfaction was the fact that English manufacturers had always virtually controlled it until recently, when Canadian manufacturers began to get a footing there. The latter had found that there was a good demand for high-class brass fixtures.

The domestic market was reported as being good by Mr. Tallman, with indications pointing to a gradual but steadily increasing volume of sales. Revival of the automobile industry had also brought increased business to the company, mainly in the form of aluminum castings.

Big Increase in Canada's Imports

Exports Declined During Twelve Months Ending February, 1921—Increase in Duties Collected—Exports to United Kingdom Drop

OTTAWA.—An increase of $296,191,543 in the value of goods imported into Canada during the twelve months ending February, 1921, as compared with a similar period ending February, 1920, is shown by a statement issued from the office of the Dominion Bureau of Statistics. The statement shows that during the twelve-month period ending with the close of March free goods were imported into Canada to the value of $419,043,563, and dutiable goods to the value of $871,023,983, making a total of $1,290,067,546. For the period ending with February, 1920, free goods to the value of $344,793,465 found their way into Canada, and dutiable goods to the value of $649,082,535, or a total of $993,876,003.

The duty collected on imports during the twelve-month period just ended totalled $190,327,407, as compared with $177,766,266 in the previous twelve months.

The value of domestic goods sent out of the country was somewhat more than 42 millions less during the twelve months under review than in the previous twelve-month period. Domestic goods were exported during the twelve months ending with the close of February to the value of $1,214,204,132, as compared with $1,246,341,600 in the twelve-month period immediately preceding.

It is noticeable in this connection that the exports to the United Kingdom during the twelve months just closed were to the value of $322,563,091, while in the preceding period they amounted to $507,092,308, a most substantial drop. Exports to the United States, on the other hand, rose from $456,667,986 to $551,678,226.

Imports from the United Kingdom during the twelve-month period just closed were to the value of $223,001,254, as compared with $106,799,857 in the previous twelve months. Imports from the United States also show an increase from $763,097,561 in the twelve-month period ending February, 1920, to $887,308,983 in that ending February, 1921.

New Hardware Goods

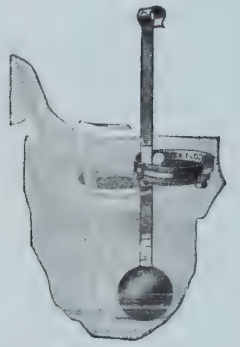
OFFERED TO CANADIAN HARDWAREMEN

KRAFT HARDWARE SACKS

The Continental Paper Products, Ltd., 147 Booth Street, Ottawa, Ont., are manufacturing a line of extra heavy, reinforced bottom, kraft sacks especially made to withstand heavy usage, and specially adapted for the hardware trade. The bags are stated to be of leathery toughness, and the company will be glad to submit samples and prices to interested parties.

APEX GASOLINE GAUGE

The Apex gasoline gauge has been designed especially for Ford and Chevrolet cars and the makers, the Apex Electric Mfg. Co., 1410 W. 59th Street, Chicago, Ill., state that it shows accurately at all times the amount of gasoline in tank. It is possible with the Apex gauge to ascertain the contents of the gasoline tank as easily in the dark as in daytime, it is claimed, and it is not necessary to remove the gauge when filling. The indicator is made of clock-tempered spring steel with etched figures. No tools are required to instal this device—simply replace the old filler cap with the Apex gasoline gauge.



Apex Gasoline Gauge

MERRY GARDEN CULTIVATOR

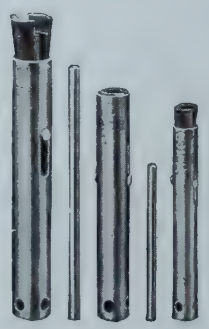
The Atlantic Machine and Mfg Co., 429 Prospect Avenue, Cleveland, Ohio, are manufacturing an auto cultivator and mower, which will do nearly everything round the garden but heavy ploughing, it is stated. It is designed to accommodate all the Planet, Jr., attachments, and will harrow, cultivate, weed, rake and mow. The makers claim that it will do the work of four men with hand machines, and can be worked within half inch of the plants. A pulley can be attached to the motor and utilized to run churn, washing machine, water pump or other work round the house or barn that is suitable for a 2 h.p. engine. The lawn mower can be attached ready for use in two or three minutes. The engine is a one cylinder vertical, developing 2 h.p., with high tension magneto, using neither batteries nor coil. Gears are incased in dust proof housing, and the gasoline consumption is one gallon for 4 to 8 hours' running, according to the nature of the soil and work. The length over all is 70 inches. Width outside of traction wheels 17 inches. A 30-inch lawn mower with five blades or 31-inch with 4 blades can be attached to machine, or 3-row seeder, adjustable to plant from 10 inch to 20 inch rows, both as extras.

UTILITY UNIVERSAL WRENCH SETS

The Hill Pump Valve Co., Chicago, Ill., state that their Utility wrench set has all the advantages of an expensive 16-piece socket wrench set at a smaller cost. The Utility set operates without screws or parts to get out of order. It is said to adjust itself automatically, as the fingers would if the strength in them were sufficient to turn the nuts. At a small additional cost a brace handle is included in the set, to turn extra stubborn nuts.

The Utility combination wrench set duplicates the advantages and parts of the Universal set, and in addition includes a brace handle for extra stubborn nuts, at a small extra cost.

The Zinke Company, 1323 S. Michigan Avenue, Chicago, Ill., are sales agents for these wrench sets.



Utility Wrench Sets

NO. 482. OFFSET SOCKET WRENCH

A new offset socket wrench has been put on the market recently by the Goodell-Pratt Company, Greenfield, Mass. This wrench, as can be seen from the cut, is made specially to reach in those inaccessible places where the ordinary wrench is useless as a rule. The makers state that this wrench is manufactured from high-grade steel and will not break, twist or bend at the crucial moment. The sockets are made in the different standard sizes.



No. 482 Socket Wrench

APEX PUMP CONNECTION

The Apex Pump Connection is made by the Apex Electric Mfg. Co., 1410 W. 59th St., Chicago, Ill., and they claim that it will positively not blow off the tire valve. It is said that it can be instantly attached to the tire valve by one-half turn of the lever which compresses the rubber bushing, fastening the connection securely to the tire valve, thereby permitting it to become locked, so that it will not leak or blow off. An upward turn releases the connection. There are no threads to get blurred. This connection is said to fit any tire valve and can be used on wire as well as disc wheels.



Apex Pump Connection

Weekly Hardware Market Reports

STATEMENTS FROM BUYING CENTRES

MARKETS AT A GLANCE

THE outstanding feature in the hardware markets this week is a new list showing lower prices on steel pipe and the reductions in prices of building papers and sheathings, covering practically all tarred and dry fibres.

Other price reductions include sash cord, ship spikes, wrapping twines, solder, plumbers' oakum, steel wool and oilcloth binding. Several lines of small tools have also been reduced in price. Scrap metals show lower quotations, and hot water boilers and radiators are showing a decline. Linseed oil, shellacs and rosin are slightly lower. Common sad irons are advanced in price slightly. Prices on bar iron and steel and black and galvanized sheets show no change, and compression goods and lead products are also held. Ingot metals are irregular with little change in quotations, but a firmer tone is evident in several of these on outside markets, and it is believed that the bottom has been reached.

The primary steel markets continue to show a decline in steel ingot production with prices of steel products holding practically unchanged. Except for a decline in pig iron prices caused by efforts to reduce accumulated stocks, prices are maintained and there is less disposition to quote concessions than a month ago.

Most wholesalers report a continued increase in business, with an improvement in sales, which show an increase over last month. A good feature is the larger number of mail orders being received from retailers and instructions to forward goods which have been booked for later delivery, showing that the consuming demand is picking up.

Montreal Markets

MONTREAL, March 31.—Offering the chief feature of the market reports this week is the reduction of three points on wrought iron and steel pipe, with list No. 50 now the selling basis. Another feature is the lowering of fibre sheathings and papers, the reduction covering practically all lines of dry and tarred fibres. Sash cord again shows a decline of 5 cents per pound, and ship spikes are reduced 50 cents per 100 pounds base. Tacks and capped goods are now selling at changed discounts, and a new shoe finders' list has many changes to lower prices. In the waste material market some extensive reductions are made, with trading reported still very dull. Rope, nails, and all other spring goods are remaining steady, likewise pipe fittings and lead products. Galvanized and black sheets, corrugated sheets, bar iron and steel are unchanged in prices but are by no means considered steady. There is an outstanding advance this week, and that is on common sad irons. Ingot metals continue to show more strength with a gradual improvement noted.

Sash Cord Reduced 5c Per Pound

Montreal.

Sash cord is again reduced, quotations now being 5 cents lower than previously. Following are the present prices: Nos. 8 to 12, 50 cts. lb.; No. 7, 51 cts., and No. 6, 52 cts. per pound.

Discounts on Tacks Changed

Montreal.

New discounts are given on the regular hardware tack list, they being 67½/15 per cent. off in place of the former quotation of 65-15 per cent.

Capped Goods 67½/15 Off

Montreal.

The capped goods list is also lowered from 65/15 per cent. off list to 67½/15 off.

Reduction in Ship Spikes

Montreal.

Pressed or ship spikes are reduced 50 cents on the base prices, and following are the present quotations: 5/16 dia. and smaller, $7.00 base; ⅜ and larger, $6.50 base.

Shoe Finders' List Changed

Montreal.

It is understood that a new shoe finders' list, not yet available, shows revisions and reductions in many lines.

Baseball Goods Now Selling

Montreal.

With the opening of the open weather, jobbers state that baseball goods are beginnig to move. Sales are not heavy up to the present, but with the present weather continuing, these goods should soon be in good demand. Following is a list of the best sellers in the Reach line with the retail price opposite the jobbers' dozen prices:

	Per doz.	Retail ea.
BASEBALLS—		
No.		
O	21 75	2 50
1L	19 80	2 25
7	8 00	1 00
9	4 00	0 50
11B	2 00	0 25
FIELDERS' GLOVES—		
OBL	81 00	10 00
SW	48 00	6 00
9G	40 00	5 00
10N	26 20	3 25
4G	22 80	2 75
18X	15 00	1 75
19A	10 80	1 25
CATCHERS' MITTS—		
500	120 00	15 00
31	80 00	10 00
200	48 00	6 00
160	40 00	5 00
FPN	33 00	4 00
65	21 00	2 50
M	14 40	1 75
FIRST BASEMAN'S MITTS—		
4S	99 00	12 00
4R	48 00	6 00
R	40 00	5 00
3R	24 00	3 00
BASEBALL BATS—		
12-O	28 20	3 50
106	20 00	2 50
100	16 00	2 00
81	10 00	1 25
83-B	8 00	1 00
25	4 80	0 60
CATCHERS' MASKS—		
20S	66 00	8 00
40S	42 00	5 00
3M	16 80	2 00
BODY PROTECTORS—	Each	Retail ea.
SP	10 50	15 00
S6	8 00	12 00
S4	6 25	9 00
3P	3 00	4 00
SHOE PLATES—	Doz. pr.	Retail Per pair
No.		
2T	4 00	0 50
2H	4 00	0 50
6T	2 40	0 30
6H	2 40	0 30

Common Sad Irons Advanced

Montreal.

Common sad irons are now selling at

slightly higher quotations, following being the new selling prices: up to 5 lbs., 18 cts.; 6 lbs. and over, 17 cts.

Rope Sales Slightly Improve

Montreal.

Although rope is still reported in a slow movement for the present season, sales have shown a slight improvement in the past week. Prices are remaining steady at the decline of February last and are as follows: pure manila, 24½ cts. base; Beaver and New Zealand hemp, 20 cts.; sisal, 18 cts.; and lathyarn, 18 cts. base.

Mops and Polishes Active

Montreal.

With many other spring lines moving at this time, polishing mops and furniture polishes are in good demand. Following are quotations on the O-Cedar and Liquid Veneer lines:

LIQUID VENEER — Mops, regular, $20 doz.; Junior, $14. Polishes, 4 oz. bottles, $2.40 doz.; 12 oz. bottle, $4.80 doz.; quart cans, $10 doz.

O-CEDAR—Mops, No. 1, $16 doz.; No. 3, $16; No. 5, $16; No. 14, $16, No. 15, $10. Polishes, 4 oz. bottles, $2.40 doz.; 12 oz. bottles, $4.80; quart cans, $12; ½ gal. cans, $20; 1 gal. cans, $28.

Better Demand for Nails

Montreal.

Wire nails are in better demand from week to week. Shipments continue smaller than usual at this season, but sales are favorable compared with other goods moving at this time. Prices are holding at $5 base for wire, and $5.75 base for cut nails, f.o.b. Montreal.

Wrought Pipe Down 3 Points

Montreal.

Both wrought iron and steel pipe are reported at a reduction of three points on all sizes. The new list was not available, but it is understood the new number will be No. 50, with the above reductions quoted. This is the second list applicable to piping in the last few weeks, as list No. 49 was issued in this month showing a reduction on steel pipe, the wrought iron remaining unchanged at that time. The new list will be found in the Toronto market report.

Fittings are Unchanged

Montreal.

There is a gradual increase in the demand for the different lines of fittings, and with the new lower list on piping, this may also act as a stimulus to these. Following are the present quotations:

Bushings, cast	22½%
Do., malleable	22½%
Flanges	22½%
Plugs	20%
Flange Unions	7½%
Malleable Unions	35%
Dart unions, black	20%
Do., gal.	add 5%
Nipples, ⅛ to 4 in. close and short	40%
Do., long	50%
Do., 4½ to 8 in., close and short	30%
Do., long	40%
Couplings, 4 in. and under	20%
Do., 4½ in. and larger	Net list

Pound goods—	Black	Galv.
Class B	0 20	0 28
Class C	0 13	0 20

Add 17½%.

Gasoline and Coal Oil Steady

Montreal.

No change has been made in gasoline or coal oil, and prices are held at 39 cts. for motor grade gasoline, and 28 cts. for coal oil.

Bar Iron and Steel Unchanged

Montreal.

There has been no change made in prices of the different bar irons and steels. A little better demand is shown on many lines, but there is said to be lots of room for further improvement. Jobbers have fairly light stocks on hand and are not encouraged to replenish their supplies while the demand remains light. Following are present quotations:

Common bar iron, 100 lbs.	4 00
Refined iron	5 50
Iron finished machinery steel	4 05
Mild steel	4 00
Band steel	4 00
Single reeled machinery steel	6 80
Spring steel	6 00
Sleighshoe steel	4 00
Tire steel	4 20
Toe calk steel	4 90
Harrow tooth steel	4 15
Mining tool steel, per lb.	0 23
Black Diamond tool and cast steel	0 23

NOTE—Refined iron is approximately $1.50 per 100 lbs. over base, but fluctuates owing to unsettled market.

Band steel in scroll bdles., 50c per 100 lbs. extra.

Flats, iron and steel, 3-16 and thinner, 50c per 100 lbs. extra.

Papers and Sheathings Decline

Montreal.

A general reduction has been made in sheathings, dry and tarred papers. This decline affects the products of different manufacturers. Following is a list of the more commonly used. Roofings show no change.

Dry sheathing, No. 2, per roll	0 95
Tarred sheathing, No. 2, per roll	1 25
Surprise sheathing, per roll	1 05
Heavy dry sheathing, per 100 lbs.	4 55
Heavy tarred sheathing, per 100 lbs.	4 75
Cyclone dry, per roll	1 45
Do., tarred, per roll	1 55
Tarred felt, per 100 lbs.	5 35

Scrap Materials Much Easier

Montreal.

Reductions are made in scrap materials, both ferrous and non-ferrous metals being lowered. With practically all lines as shown below quoted at a change, heavy melting steel has the greatest decline, and is now $8.50 per 100 lbs. Business is still light among the dealers, and it is a question whether these lower prices will increase the demand. However, the opening of navigation may stimulate trade, and dealers are watching the outside markets, hoping they will offer a favorable condition to export. Following are nominal quotations:

DEALERS' BUYING PRICES.

Automobile tires	0 75
Yellow brass	0 05
Red brass	0 09
Light brass	0 04
Scrap zinc	0 04
Lead, heavy	0 03½
Lead, tea	0 02
Light copper	0 08
Heavy copper	0 10½
Wrought iron, R. Rd., No. 1, per gr. ton	12 00
Malleable scrap (ton)	11 50
Pipe scrap (ton)	8 00
Stove plate, per ton	18 00
Heavy melting steel	8 50
No. 2 busheling	4 00
Boiler plate	0 08
No. 1 machinery cast, per gr. ton	$25.00 28.00

Corrugated Sheets Still Nominal

Montreal.

The list prices on corrugated sheets are unchanged and are as under. However, with the 28 and 26 gauges practically the only weights in demand at present, quotations vary to some extent on these sheets. There is very little improvement in sales, but with the open weather continuing, business should increase. Following are the list prices:

CORRUGATED SHEETS—	Per 100 Sq. Ft.
No. 28 gauge	9 50
No. 26 gauge	10 25
No. 24 gauge	16 00
No. 22 gauge	19 00
No. 20 gauge	22 00
No. 18 gauge	28 00

Less 7½%.

Lighter than 24 gauge and wider than 27 inches, 75c a square extra.

No Change in Sheets

Montreal.

Quotations on sheets and plates are nominally unchanged. In some quarters the demand is reported a little heavier than in the previous weeks, but there is still room for a great improvement. The United States steel markets still show an unsettled condition, with some independents offering attractive figures with little response from the trade. Local stocks are gradually becoming smaller, and jobbers state a loss is being carried on sales made at these figures. The following quotations are more or less nominal:

PLATES—	
10 gauge	6 25
12 gauge	6 30
14 gauge	6 45
16 gauge	6 55
BLACK SHEETS—	
10 gauge	6 50
12 gauge	6 55
14 gauge	6 60
16 gauge	6 80
18-20 gauge	7 95
22-24 gauge	8 00
26 gauge	8 10
28 gauge	8 20

Sheets 36 in. wide, 10c per 100 lbs. extra.

GALVANZED SHEETS—	
U.S. Standard—	
10¾ gauge	10 25
28 gauge	9 75
26 gauge	9 50
22 to 24 gauge	9 35
20 gauge	9 15
18 gauge	9 15
16 gauge	9 00
14 gauge	9 00
12 gauge	9 00

English Standard—	Queen Head	Fleur-de-Lis
28 gauge	10 75	10 00
26 gauge	10 50	9 75
24 gauge	9 90	9 35
22 gauge	9 55	8 90
18 and 20 gauge	8 85	8 75

NOTE.—These prices are for full bundles, an extra charge of 25c to 35c per 100 lbs. is made for broken lots. These quotations are nominal.

Lead Products Prices Steady

Montreal.

Prices on the different lead products are unchanged this week, and it is thought if pig lead continues firmer, present quotations may in all probability be advances rather than any further declines. The demand is fair and sorting shipments are being made in good numbers. Following are present quotations:

Lead pipe	0 12½
Lead waste	0 13½

Note.—Lead pipe is subject to a discount of 10%.

Couplings Lead traps and bends	10% off
Lead wool, lb.	0 13½
Lead sheets, 2½ lbs.	0 11
Do., 3 to 3½ lbs. sq. ft., lb.	0 10¾
Do., 4 to 8 lbs.	0 10

Cut sheets ¼c lb. extra and cut sheets to size, ¾c lb. extra.

Solder, guaranteed, lb.	0 26
Do., strictly, lb.	0 24
Do., commercial, lb.	0 21

Do., wiping, lb.	0 21¾
Do., wire lb.	0 34
Zinc, sheets, casks	0 14
Do., broken lots	0 15½

Chisel Quotations

Montreal.

In the market report of March 26, socket firmer and framing chisels were reported as having shown a small decline. This should have referred to the chisels made by the Galt Edge Tool Co., the quotations for other makes remaining at 45 per cent. for Canadian make and 30 per cent. for American makes.

Ingots Show Improvement

Montreal.

With the exception of antimony, which is a little weaker, other ingot metals have a firmer tendency and continue to show an increase in business. It is felt the bottom has been reached in most cases, and dealers welcome the revival of trade, even if it is small. Local prices are practically unchanged from last week's quotations.

TIN.—This metal has shown considerable strength during the week and, although the rise is not expected to hold, and easier prices are looked for during this week, tin should have a gradual increase in strength to a higher level. Local price unchanged at 36½ cents.

COPPER.—Copper continues stronger, advancing to 12⅝c in New York. Present indications are that this metal will continue stronger until a 13-cent basis is reached. A slightly better demand is also shown in this metal. Prices are 18¼ cts. for electro, and 18 cts. for casting.

SPELTER.—There is little improvement looked for in spelter until the steel situation improves, and it continues dull. Present prices are lower than pre-war prices, and are considered a good purchasing quotation. East St. Louis now quotes $4.65. Price here is unchanged at 8½ cts.

LEAD.—A slight improvement continues to be shown both in London and New York in lead, with East St. Louis closing at $4.10. Both of these outside markets are reported quiet, with the local demand having a little improvement. Quotations locally are maintained at 6½ cts.

ANTIMONY.—Antimony has a weaker tendency in New York. High grade English antimony is again offered at a slight premium over the ordinary grades, and present quotations are 7¾ cts. for ordinary, and 8½ cts. for English.

ALUMINUM.—The market for aluminum is still reported dull, and very few inquiries are coming to hand. Local price continues unchanged at 35 cts.

Toronto Markets

TORONTO, March 31.—The feature of the week in price changes is a new list on pipe showing a reduction of about three points in steel pipe. This is the second decline within a month in steel pipe prices. Prices are steadier on hardware commodities and fewer changes are recorded. Among lines showing lower prices are solders, plumber's oakum, wrapping twines, steel wool, oilcloth binding, picture wire and some lines of smaller tools. Hot water boilers and radiators have been reduced in price. Bar iron and steel and black and galvanized sheets and plates are holding at recent declines, and it is evident that business in these goods has not increased to any great extent. Prices on ingot metals are unchanged, but a firmer tone is shown on copper and lead on outside markets. The waste metal market has not shown any revival of business and is still dull.

Wholesalers report a continued improvement in orders, and in shelf and builders' hardware there is a decided increase of activity. Tools also show more activity. Collections are better than they were.

Plumber's Oakum Declines

Toronto.

A reduction has been made in the price of plumbers' oakum and the new selling price is $3.75 per bale of 50 pounds.

Oil Cloth Binding Reduced

Toronto.

Oil cloth binding has been reduced in price and the new quotations on zinc and brass are given as follows:

OIL CLOTH BINDING—	Zinc.	Brass.
4/4, per dozen	$1 10	$1 90
6/4, per dozen	1 65	2 40
8/4, per dozen	2 20	3 80
¾-inch, per box of 50 yds.	1 75	2 60
⅞-inch, per box of 50 yards	2 10	3 10

Steady Sale of Range Boilers

Toronto.

There is a little better demand for range boilers, but the greater part of the sales are for present requirements, and buyers are not stocking heavily. Some lower quotations are reported in the 30-gallon standard boiler and an electric welded boiler is quoted at $11.50 and a riveted boiler at $12.50, although the standard quotations on riveted boilers are being held by some jobbers. Following are the general quotations:

RANGE BOILERS—	Standard	Ex. Heavy
30 gallon	$13 00	$15 00
35 gallon	15 00	17 00
40 gallon	17 00	19 00
52 gallon	24 00	28 00
66 gallon	32 00	38 00
82 gallon	40 00	50 00
100 gallon	50 00	60 00
120 gallon	60 00	70 00

Corrugated Sheets Moving Better

Toronto.

A little increase of business is reported in corrugated sheets. It is recognized that it is a little early yet for these lines, but the mild weather is causing more attention to be shown and orders are being placed. Quotations which are unchanged are as under:

CORRUGATED SHEETS—	Per 100 Sq. Ft.
No. 28 gauge	9 50
No. 26 gauge	10 25
No. 24 gauge	16 00
No. 22 gauge	19 00
No. 20 gauge	22 00
No. 18 gauge	28 00

Less 7½%.

Lighter than 24 gauge and wider than 27 inches, 75c a square extra.

Wire Strainer Prices Down

Toronto.

There has been a reduction in the price of the different wire mesh sink, soup and gravy strainers, and the new quotations are from 10 to 15 per cent. less than previous prices.

Pipe Fittings Unchanged

Toronto.

No changes have taken place in pipe fitting prices and quotations remain at recent changes. Business is variable, but a slight increase is reported in some quarters. Stocks are said to be ample for current demands. The following are the present quotations:

Cast iron fittings	15%
Plugs, cast iron	20%
Do., solid	10%
Do., countersunk	net
Bushings	25%
Unions, ¼-in. to 2-in.	35%
Do., ⅛ in., 2½ to 4 in.	30%
Dart Unions, blk., ¼ in. to 2 in.	20%
Do., ⅛ in., 2½ to 4 in.	8%
Do., galvd., add to black	30%
Nipples, blk. and galvd., ⅛ to 4 in., close and short	40%
Do., 4½ in. and larger	30%
Do., long, ⅛ in. to 4 in.	50%
Do., 4½ in. and larger	40%
Do., running thread	20%
Couplings, 4-in. and under	20%

MALLEABLE FITTINGS	Black.	Galvanized
Class A	0 60	0 75
Class B	0 25	0 35
Class C	0 16	0 25

Rope Prices Improving

Toronto.

A better feeling is evident in rope and cordage and sales are more numerous. While orders generally are lighter in bulk than last season, wholesalers are hopeful that the business will pick up as the season advances and what the sales lack in size will be made up in numbers. Prices remain unchanged and are given in the current market pages. The new binder twine prices are also shown there.

Steel Wool Reduced

Toronto.

Prices on steel wool show a small reduction, and the No. 2 small and also the 1-pound packages, which have been scarce for some time, are now on the market again.

Valves and Bibbs Holding

Toronto.

Prices are held unchanged on valves and compression work. Sales continue

fairly light, and though a small improvement during the past month over the previous one is reported, the majority of the sales are of a sorting variety. Stocks are adequate for the demand. The quotations are as follows:

Compression work, standard	34%
Fuller work, standard	30%
Bath cocks, compression	25%
Do., Fuller	25%
Flatway stop and waste cocks, standard	34%
Roundaway stop and waste cocks, standard	34%
Brass steam cocks, standard	10%
Globe, angle and check valves, standard	5%
J.M.T.	10%
J.M.T. C.	15%
Gate or straightway	7/10%
Jenkins Globe	10%
Radiator valves, standard	23%
Do., removable disc	38%
Basin Cocks—	
No. 1 and 1, Fuller pattern	30%
Quick opening	28%
Emco J. D. Valves	10%
Emco Check Valves	10%
Webber Gate Valves	15%

Nails Improve But Slowly

Toronto.

A little better demand for nails is reported by some wholesalers, but it is nothing like as good as it should be. It is thought that an improvement will be felt when new construction gets under way, as little building is in operation at the present time, and it is evident that many retailers have been holding off buying. Prices are nominally unchanged and the wire nail base remains at $5.10 per keg. The cut nail base is still $6.20.

Wrapping Twines Are Lower

Toronto.

A reduction has taken place in the price of hemp wrapping twine in the quarter and half-pound balls, and the decline amounts to about 20 per cent.

Gasoline Is Held

Toronto.

Coal oil and gasoline are holding unchanged and are quoted at 38 cents per gallon for motor grade gasoline and 27 to 30 cents for coal oil, according to grade. Sales are fairly brisk for the season of the year.

Mossberg Wrenches Are Down

Toronto.

The Mossberg line of socket and other wrenches have been reduced and are now quoted at 10 per cent. off list.

Building Papers Reduced

Toronto.

A little better demand is felt for roofings and building papers and sheathings. With the mild weather prevailing there has been more of a call for papers and roofings than usual this past winter and more activity is expected as soon as building operations become general. Prices are reported to have been reduced on dry and tarred sheathings but the new quotations were not available at time of going to press.

Braided Picture Wire Lower

Toronto.

There is a decline in the price of picture wire and the braided bright wire is now priced as follows:

BRIGHT PICTURE WIRE—	25-ft. coils.	25-yd. coils
No. 0, per dozen	$0 42	$1 00
No. 1, per dozen	0 67	1 60
No. 2, per dozen	0 80	2 10

Radiation Is Reduced

Toronto.

The discounts have been changed on hot water boilers and on hot water and steam radiators, making a decline of from 10 to 12 per cent. The new discount on round hot water boilers is 55 per cent. off list and standard column window radiators are 48 per cent. off list for water and 49 per cent. for steam.

Soil Pipe Unchanged

Toronto.

Sales are seasonably light on cast iron soil pipe, but with the building season approaching a little more interest is being shown. Quotations are unchanged and are to be found in current market pages.

Some Lower Whisk Prices

Toronto.

There is a good sale now for whisks, and some of the better lines have been reduced in price, and are about 10 per cent. lower.

Eavestrough Prices Hold

Toronto.

With the season advancing there is a little more demand for eavestrough and conductor pipe and conductor elbows. Prices are maintained at the changes which went into effect early in the year and quotations will be found on current market pages.

Little Improvement in Bars

Toronto.

The amount of business in iron and steel shows little variation during the closing days of the month from what it did at the beginning, but it has been spasmodic, with an improvement followed by a falling off. In the United States markets pig iron production is being further curtailed all the time, and out of 166 merchant furnaces only 27 are now operating and several of these are expected to blow out in the near future. This curtailment is bound to have a sustaining influence upon price of iron, it is believed, although some time may elapse before stocks are absorbed. Quotations show no change from the last report and are as follows:

Common bar steel, 3-16 in.	$ 4 50
Common bar steel, ¼ in. and heavier	4 00
Common bar iron, 3-16 in	4 50
Common bar iron, ¼ in. and heavier	4 00
Angle base	4 10
Horseshoe iron	6 00
Tire steel	5 95
Band steel	4 50
Spring steel	12 75
Crucible Cast Sheet Steel	35 00
Mining drill steel	23 00
Common Cast Tool Steel	20 00
Sleigh shoe steel	4 50
Norway iron	15 00
Toe caulk iron	6 [illegible]
Hoop Steel	6 00

Solders Are Slightly Reduced

Toronto.

Slight reductions are noted in solder quotations, but lead products generally are unchanged and the primary lead markets are inclined to be firmer. A small increase in business is reported, but the present movement is by no means active. Quotations are the following:

Lead pipe, list, per lb.	0 12½
Lead waste pipe, list, per lb.	0 13½
Do., over 8 in., list, per lb.	0 14½
Lead pipe is subject to a discount of 10%.	
Lead traps and bends	10%
Lead sheets, 4 to 6 lbs. sq. ft., in rolls, lb.	0 09½
Cut sheets, ½c to ¾c lb. extra and cut sheets to size 1c lb. extra.	
Solder, wire, per lb.	0 34
Do., strictly, lb.	0 24
Do., commercial, lb.	0 22
Do., guaranteed, lb.	0 27
Do., wiping, lb.	0 22
Zinc sheets, per lb.	0 16

Sorting Orders For Sheets

Toronto.

A slight increase in the demand for sheets is reported by some wholesalers, but the improvement is not yet up to the average for the month. The lower quotations ruling have evidently drawn little extra business, and it seems apparent that buying is largely confined to present requirements. Wholesalers' stocks are ample for ordinary demands, but it is believed that very small stocks are being carried by most retailers. The price of galvanized sheets is regarded as low by comparison with steel products in general. In the United States the sheet mills are operating at a low rate, although at a better one than early in the year when many of the independent mills were closed down. The quotations here remain nominally unchanged from the last report and are as under:

PLATES

10 gauge	5 75	6 20
12 gauge	5 80	6 25
14 gauge	5 85	6 30
16 gauge	5 95	6 40

BLACK SHEETS

14 gauge	5 80	6 80
16 gauge	5 90	6 90
18-20 gauge	6 25	7 25
22-24 gauge	6 30	7 30
26 gauge	6 35	7 35
28 gauge	6 50	7 50

Prices shown are for full cases. An extra charge of from 25c per 00 lbs. is made for less than case lots. An extra 10c per 100 lbs. is also charged on sheets 36 in. wide.

GALVANIZED SHEETS

Premier and Apollo

10¾ oz.	8 90	9 80
U. S. 28	8 50	9 50
U. S. 26	8 20	9 20
22 and 24	8 05	9 05
18 and 20	7 90	8 90
16	7 75	8 75
12 and 14	7 70	8 70

An extra 40c per 100 lbs. is charged for Keystone brand copper bearing sheets.

An extra is now charged on galvanized sheets, 10¾ oz. and 28 ga., when shipped out in sheets 3 feet wide. The extra charged over prices shown above is 20c per 100 pounds. Other gauges show no change for different widths.

Prices shown are for full cases. An extra charge of 25c per 100 lbs. is made for less than case lots.

Scrap Metals Still Low

Toronto.

There is little change in the waste material market. Buying is on the light side and no immediate change is looked for. With the steel mills operating at a low rate there is little call for scrap, and the same applies to non-ferrous metals. The consumers of scrap have stayed out of the market except for domestic requirements. Inquiries have been few and sales of small quantities. While a slight improvement in the price of virgin metals is giving the market a better tone, expectations that business

would soon improve have not been realized. The following are nominal prices for fairly large quantities:

WASTE MATERIAL

No. 2 busheling	....	$13 00
Stove plate, per ton	19 00	20 00
Yellow brass	6 50	7 50
Red Brass	....	10 00
No. 1 machinery cast	24 00	25 00
Heavy melting steel	15 00	16 00
Heavy copper	10 50	11 50
Scrap zinc	3 75	4 25
Light brass	4 00	4 50
R.Rd. wrought iron, No. 1, gr. ton	13 50	14 50
Scrap pipe	8 00	9 00
Heavy lead pipe	4 00	4 50
Old rubbers, boots and shoes	2 00	2 50
Overseas lumbermen's rubber boots	1 50	2 00
Auto tires	0 50	1 00
Solid tires	0 75	1 25
Tea lead	1 75	2 00

Steel Pipe Again Reduced

Toronto.

A reduction has been made in the price of steel pipe again, and it is down about three points. This is the second decline this month, as a new list showing a reduction of about four points came into effect on March 1. Wrought iron pipe remains unchanged. There is very little improvement in business, it is stated, and there is still a reluctance to increase stocks more than is absolutely necessary. With new building operations soon commencing it is expected that more activity will be shown and sales will become larger. The new list, No. 50, which became effective March 28, is as follows:

Price List No. 50 March 28th, 1921

Standard Buttweld Pipe S/C

Per 100 feet.

Size	Steel Blk.	Steel Galv.	Gen. Wrot. Iron Blk.	Gen. Wrot. Iron Galv.
⅛ in.	$ 6 50	$ 8 50	$	$ ....
¼ in.	4 89	6 99	5 91	8 01
⅜ in.	4 89	6 99	5 91	8 01
½ in.	6 50	8 03	7 95	9 48
¾ in.	7 99	10 06	9 95	12 02
1 in.	11 82	14 88	14 71	17 77
1¼ in.	15 99	20 13	19 90	24.04
1½ in.	19 11	24 06	23 79	28 74
2 in.	25 72	32 38	32 01	38 67
2½ in.	40 66	51 19	.....	.....
3 in.	53 17	66 94	.....	.....
3½ in.	67 62	84 18	.....	.....
4 in.	80 12	99 74	.....	.....

Standard Lapweld Pipe S/C

Per 100 feet.

Size	Steel Blk.	Steel Galv.	Gen. Wrot. Iron Blk.	Gen. Wrot. Iron Galv.
2 in.	$29 42	$36 08	$35 71	$42 37
2½ in.	44 17	54 70	54 11	64 64
3 in.	57 76	71 53	70 76	84 53
3½ in.	69 46	86 02	85 10	101 66
4 in.	82 30	101 92	100 83	120 45
4½ in.	95 89	1 20	1 30	1 54
5 in.	1 12	1 40	1 52	1 80
6 in.	1 45	1 81	1 97	2 33
7 in.	1 89	2 37	2 53	3 01
8L in.	1 99	2 49	2 66	3 16
8 in.	2 29	2 87	3 07	3 64
9 in.	2 74	3 43	3 67	4 36
10L in.	2 54	3 18	3 41	4 05
10 in.	3 28	4 10	4 39	5 21

Ingot Metals Irregular

Toronto.

Business in ingot metals is reported to be irregular again, and the demand is very "scrappy." Prices generally have been maintained, and in outside markets a firmer tone is shown both in copper and lead. With the absence of quotations from London, where markets have been closed on account of holidays, the American markets have been quiet.

TIN.—There has been a steady uptrend on London markets in tin and the total gain for the week has been about £12. New York markets gained $2 during the week and consumers are showing more interest, although the orders placed are small. Price locally remains unchanged and is 38 cents.

COPPER.—The copper market is firmer but there is little business doing. Advances of one-quarter cent a pound have been made on United States markets, due, it is stated, to the closing down of several copper mines and the contemplated curtailment and shut-down of some of the large producers, together with an increased demand for copper and brass products. Prices also advanced £2 on London markets. Quotations here remain at 18 cents for casting copper.

LEAD.—A firmer tone is reported in the lead market, but there is little movement. The output is reported as being curtailed, and the larger producers have advanced their prices, making the first advance in lead prices since August 12, 1920. London markets show an upturn although the demand has dwindled. Prices locally are unchanged at $6.

SPELTER.—This metal has been the weakest of all this week though prices are holding unchanged. Few sales are reported and the market is dull and sagging. Quotations here remain at $7.25.

ANTIMONY.—This metal is quiet with demand negligible. Heavy arrivals on United States markets led to shading of prices. Quotations here are still 8 to 9 cents.

ALUMINUM.—A revival in the automotive industry is leading to an increase of activity in this metal. Prices on outside markets remain nominally unchanged.

London Markets

LONDON, March 31.—Slight reductions went into force this week on several lines including linseed oil, turpentine, shellacs, tacks and screw and strap hinges.

There is a good volume of business here, and both wholesalers and retail merchants report an improvement. Orders are larger and more numerous each week and prospects look bright for excellent business in the near future. Collections are improving, and are again considered good.

Linseed Oil Down 5 Cents

London, Ont.

Sales are improving for linseed oil and the quotations are down 5 cents per gallon this week. Prices are the following:

	Raw.	Boiled.
1 to 2 barrels, per gal	0 87	0 90
3 to 5 barrels, per gal.	0 86	0 89
6 to 9 barrels, per gal.	0 84	0 87

Less barrels, add 15 cents per gal.

Turpentine Decines Again

London, Ont.

Turpentine has declined again this week and the new prices are 5 cents per gallon less. There is a good sale for this commodity now, and with the painting and house-cleaning season at hand the demand is growing each week. Stocks in hands of most retailers are low as buyers have been holding back this season. The following are the present quotations:

1 barrels lots, per Imperial gal.	0 95
2 to 4 barrel lots, per Imp. gal.	0 94
5 gal. lots, per Imp. gal.	1 10

Lower Shellac Prices

London, Ont.

There has been a further reduction in the price of white and orange shellac and quotations are about 50 cents per gallon less. New quotations are the following:

	Orange.	White.
1 gal. jugs, per gal.	$4 10	$4 60
½-gal. jugs, per gal.	4 25	4 75
¼-gal. jugs, per gal.	4 50	5 00
1-pint bottles, dozen	7 40	8 40
½-pint bottles, dozen	3 90	4 45
¼-pint bottles, dozen	2 50	2 70
⅛-pint bottles, dozen	1 40	1 55

Lower S & S Hinge Prices

London, Ont.

Reductions have been made in the price of screw and strap hinges, and these are now 15 per cent. off list in place of 5 per cent. The new net prices are the following:

Net prices figured at 15 per cent. off.

6-inch, per dozen pairs	$ 3 65
8-inch, per dozen pairs	4 08
10-inch, per dozen pairs	5 44
12-inch, per dozen pairs	5 95
15-inch, per dozen pairs	6 37
18-inch, per dozen pairs	9 45
21-inch, per dozen pairs	10 54
24-inch, per dozen pairs	13 60

Tacks are Reduced

London, Ont.

A new discount is quoted on tacks, making a decline of about 10 per cent. They are now quoted at 67½/15 per cent. off list. The following are new net prices on some of the better sellers, figured at the new selling discount:

BLUED CARPET TACKS—6-oz., 52 cents per doz. pkgs.; 8-oz., 68c; 10-oz., 83c.

TINNED CARPET TACKS—6-oz., 62 cents per dozen pkgs.; 8-oz., 80c; 10-oz., 97c.

CUT TACKS—1-oz., 22c doz. pkgs.; 1½-oz., 29c; 2-oz., 31c; 2½-oz., 32c; 3-oz., 34c; 4-oz., 42c; 6-oz., 60c; 8-oz., 73c; 10-oz., 85c; 12-oz., $1.00; 14-oz., $1.15; 16-oz., $1.31; 18-oz., $1.50; 20-oz., $1.65.

New Shoe Finding List

London, Ont.

Reductions are being made in the price of shoe tacks and shoe rivets, and a new list is in preparation and will be found in another column.

Glaziers' Points Reduced

London, Ont.

A decline has taken place in the price of glazier's points and the new price of the zinc coated is 13 cents per ½-pound package.

Light Tee and Straps Lower

London, Ont.

Light tee and strap hinges have been reduced and the new price is 10 per cent. off list.

Continued on page 62

Handing the Paint Customer $5 Worth of Knowledge With Every $1 Can of Paint

Merchant Should Test Out Line of Paint He Carries so as to Have Definite Knowledge of What It Will Do—First Step in Advertising Is To Paint Your Own Store

By JOHN DREWE, Winnipeg Paint and Glass Co., Winnipeg

THIS subject naturally includes all paints, stains, varnishes, brushes; in fact, everything that goes with an up-to-date paint business.

The first necessary factor is that you must have good paint and varnish, and in Canada this is not difficult because there are a considerable number of old reliable established firms who for years have been making a first-class product.

After selecting the goods manufactured by a reliable firm it will be up to you personally to know that the goods are good, and the only way you can do this is by taking a brush and cans of paint, or varnish, or stain, properly mixing them, and then testing them out thoroughly as to covering power and proper method of application on various materials.

Must Always Have a Paint

The paint business is somewhat different from other businesses, as you must always have the best quality to make a success. It is quite legitimate for a dry goods man to sell silk for one purpose and cotton for another. The paint man, however, must *always* have a paint, the basis of which is *pure linseed oil,* no matter whether it is fine house paint, or an ordinary oxide barn paint; the paint can not be good without the linseed oil.

Now if you have followed out the various steps outlined you will have what you should have, "an absolute belief in the line you handle." You know the goods are good, you have applied them yourself, have discovered the difficulties that might arise and have overcome them, so that you are now in a position to give to the customer what very few dealers do, and that is, to hand to the customer $5 worth of paint knowledge with every $1 can of paint.

Securing Good Will

Just try this out for a month. Have your staff and yourself give full information to every customer as to exactly how to mix and apply the paint; also warn them of the many things that will harm the paint, and the first thing you know you will have what our British friends prize so much, but which we do not in this country seem to realize the value of, namely, *"good will."*

The speaker then went on to emphasize how the dealer could "cash in" in other directions. First, to make paint an outstanding feature in the store; do not leave the goods on back shelves, or in a warehouse. Have a regular department in the front of the store, making it a *"twelve months a year"* dividend producer by having proper show tables decorated with the manufacturers' splendid advertising we get now.

Paint is not only a spring proposition, but it can be made an "all-the-year-round proposition." There is no better time than the winter to have inside work done. The automobile painted, the binders and implements and wagons properly painted, and you can help all this by keeping these lines properly before the public in a prominent place at the proper time.

Windows and Advertising

Dress your windows in conjunction with your advertising. Scheme your advertising out at least a month ahead. Have a story to tell to your public that is an interesting one and the *first step in your advertising should be to paint your own store and your own home first.*

Travel around your own town and surrounding country, know the many places that require preservation by the use of paint. Write courteous personal letters to these prospects and then follow up these letters a little later on by personal visits. Too many of us are merely storekeepers. The trade that walks into your store requires but a small amount of salesmanship to take orders from, but if you will leave good clerks in your store and personally get out into your town and country and get in close personal touch not alone with your regular customers, but with prospective ones, not only will your sales of paint be increased, but sales of many other lines which you then would have the opportunity of bringing before the public. And what the speaker considers most important is to link yourself up with the *"Save the Surface"* campaign.

Preach the insurance value of paint for *all* surfaces, of buildings and implements. Many a man who would not paint for decorative purposes would certainly paint when he realizes that he is losing more by not painting than if he went without fire insurance.

Use the *"Save the Surface"* slogan the year around, in your ads and on your office stationery of all kinds; in short, know your goods, know their capabilities, give your expert experience and knowledge to the public and you will be astounded at the increase in your business.



JAP-A-LAC Renews Linoleum

Giving new life and protection to linoleum is but one of the hundred uses Jap-a-lac finds in the home. Refinishing chairs, woodwork, furniture, stoves, radiators, pipes, etc., all bring savings in actual cash.

You can make this kind of business a source of great profit to you. Especially if you handle Jap-a-lac. This wonderful Glidden product is so well known that it requires hardly an effort on your part to sell large quantities of it. Nearly every housewife has used Jap-a-lac and its remarkable quality has made a life-long customer of her.

By selling *genuine Glidden Jap-a-lac* you not only derive the profits it nets you, but you are surrounding your entire business with Jap-a-lac reputation. Write for dealer proposition to-day.

The Glidden Company, Limited
Toronto, Ontario
Branches at Montreal and Winnipeg



If interested tear out this page and place with letters to be answered.

The Brush Department

Selling Brushes At Housecleaning Time

Sanitary Argument Is Effective in Selling Housewives Brushes and Brooms for Spring Housecleaning — Automobile Owner is Also a Prospect for Spring Cleaning of the Car

THE manufacture of brushes has become a highly specialized industry. Modern practice has made necessary the development of new types of brooms and brushes to serve new purposes and this very specialization has provided the hardware merchant with a splendid selling argument. Brushes as provided for various phases of housecleaning, painting, etc., have greater utility since they have been made to special patterns according to the work expected of them. Another advantage of selling these lines is that they at once suggest what use they were made for and so if placed in a prominent location will appeal to the customer and will oftentimes sell themselves.

With the spring housecleaning season at hand, there is opened up a tremendous field for brush selling. Much is being done these days to educate people to better sanitary conditions in the home. This is the basic argument of many lines receiving a good sale to-day. This argument can well be applied to all styles of brushes and the argument will carry much weight while the housecleaning season is at its height. Trims can be arranged showing the various brushes in actual use and this effort can well be linked up with the local advertising.

The automobile season is also commencing early this year and for the motorist who overhauls his own car there are numerous brushes which will be of assistance in this work.

It is also noteworthy that the woman of the house very often conducts the finishing of woodwork, furniture and walls in the home, in connection with spring housecleaning. She must therefore be taken into consideration in arranging the displays and in writing the advertising.

"Save the Surface" Campaign Committee Meet

Plans for Spring Campaign Discussed—Jurisdiction of Winnipeg Committee to Include Edmonton, Saskatoon and Other Cities

A MEETING of the Save the Surface Campaign Committee was held in the Board of Trade Building, Montreal, for the purpose of taking up matters in connection with the spring campaign. Mr. Royal Cluxton, of the Canada Paint Company, was elected to a vacancy on the national committee. Approval was given to a suggestion from Winnipeg that the local Save the Surface Committees formed recently in Edmonton, Saskatoon, Moose Jaw and Regina, be brought within the jurisdiction of the Winnipeg committee, and that representatives of each of these districts be included upon the Winnipeg committee. It was felt that this proposal would co-ordinate the work in the prairie provinces and prevent overlapping.

Arrangements were made for forwarding pamphlets to Winnipeg for distribution at the exhibition of the Winnipeg Home Building Association. Window transparencies are also to be sent out to the trade with a request that dealers make use of these in store windows.

A warehouse will be erected shortly by an American plumbing and hardware supply company on York Street, London, Ont. The new building will be three stories in height and will cover approximately 4,000 square feet.

The Smiths Falls Malleable and Castings Co., Ltd., Smiths Falls, Ont., recently incorporated, have increased their capital stock from $150,000 to $750,000 and provision is made for the manufacture of steel castings. The company plan to double the capacity of their No. 2 plant and also equip a machine shop.

TWO DEFINITE TAX PROPOSALS

(Continued from page 38)

Returning to the turnover tax plan as recommended by W. H. Lamont and seconded by Mr. Ellis, as outlined elsewhere in this issue, Mr. Ellis stated that by a license scheme no business man could evade this gross sales tax. He pointed out that by that scheme every manufacturer, wholesaler, retailer and jobber would be licensed by the Government and every manufacturer and wholesaler would be forbidden to sell goods to an unlicensed man. By the straight turnover tax there would be no tax on goods until they were sold. By the other scheme tax money would be tied up in articles on the shelves. The three things most necessary for any adequate system of taxation were a license system, the minimum of taxation and the easy absorption of the tax by business. By the turnover tax he claimed these matters could be applied most effectively.

(List as referred to in market item.)

Shoe Finders' New List

Toronto.

The new shoe finders' list which was reported in the last issue of Hardware and Metal is now available and is given below.

SHOEFINDERS' TACKS

Adopted March 24th, 1921.

Shoe Rivets—In 1-lb. Papers.

Steel Wire—16 gauge and heavier—3½/8, $21.50 per 100 lbs.; 4-4½/8, $18.50; 5-5½/8, $17.75; 6-6½/8, $17.25; 7-7½/8, $16; 8-8½/8, $15.25; 9/8-11½/8, $14.25; 12/8-17/8, $13.50.

17 gauge—add $1.00.

18 gauge—add $2.00.

Brass Wire—16 gauge and heavier—3½/8, $74.50 per 100 lbs.; 4-4½/8, $70.50; 5-5½/8, $69.25; 6-6½/8, $68.25; 7-7½/8, $67.50; 8-8½/8, $67; 9/8-11½/8, $66.50; 12/8-17/8, $66.

17 gauge—add $1.50

18 gauge—add $3.50.

Hob and Hungarian Nails

11, 12, 13 gauge and heavier—⅝ in. and shorter, $21.50 per 100 lbs.; 3½/8 and longer, $21; 3/8 in. and shorter, $22.50; 3½/8 in. and longer, $22; 3/8 in. and shorter, $23.25; 3½/8 in. and longer, $22.75.

If in bulk deduct 50c net.

Channel Nails—In 1-lb. papers.—3/8 in., $24.25 per 100 lb.; 3½/8 in., $22.25 4/8 in., $21.75; 4½/8 in., $21.25; 5/8 in. and longer, $20.75.

Shoe Tacks

In dozens—1½ oz. and smaller, $43.75 per 100 doz.; 2 oz., $52.25; 2½ oz., $59.25; 3 oz., $68; 3½ oz., $76.50; 4 oz., $85; 5 oz., $100; 6 oz., $116; 8 oz., $150; 10 oz., $187.

ENAMELLED AND TINNED SEAMLESS HOLLOW-WARE COOKING, KITCHEN, HOUSEHOLD UTENSILS, ETC.

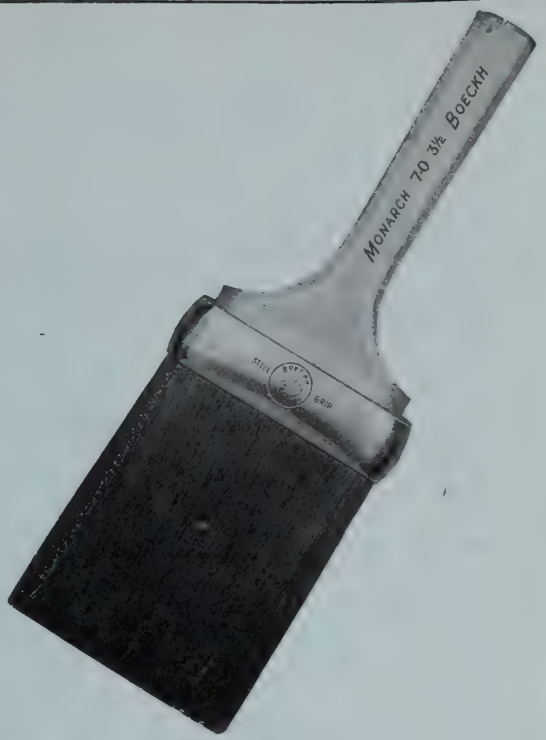
The Welsh Tinplate & Metal Stamping Co., Ltd., Cambrian Works, Llanelly, South Wales, the largest manufacturers in the United Kingdom, who guarantee that every piece offered for sale is manufactured throughout in their own works at Llanelly, are now open to consider applications for Representation in Canada East of Winnipeg and the Maritime Provinces.

Only applications from firms already in the Trade with established connections will be considered, and these should give full particulars in first instance to avoid unnecessary correspondence.

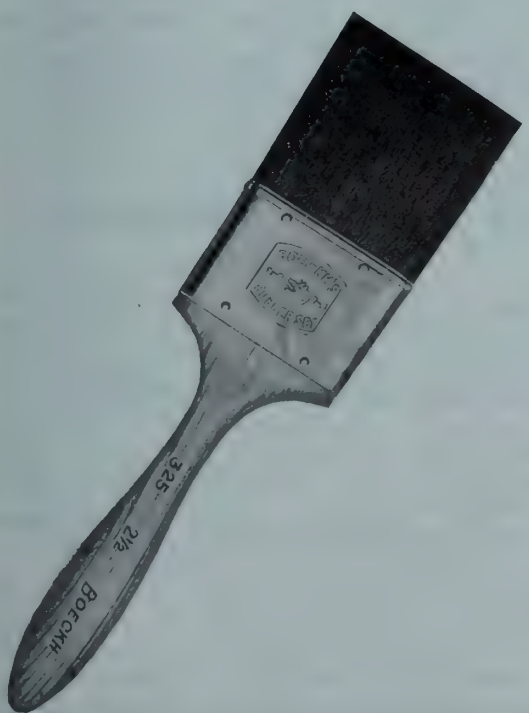
Early Spring— Early Painting

Are You Ready Now?

Every hardwareman knows the opportunities of sales for Spring Painting. This year there are abundant indications of an early Spring, with all of an early Spring's requirements for early paint brush sales. Is you stock right? Have you sorted up on brushes? Brush sales are "related sales." Have you the right brushes to suggest with every paint sale and to suggest sales of paint with every brush?



The Bristles Can't Come Out — *They Are Rubber Set*



There is satisfaction and inspiration in selling Boeckh's Brushes. They give the confidence that comes with handling a line with "a brush for everything." Sales of Boeckh Brushes invariably make satisfied customers. The pleased and contented customers build business by influencing their friends in your favor. It's the sure and lasting foundation of successful retail trade.

Every Brush Guaranteed

The Boeckh Company
LIMITED
Toronto, Canada

Established 1856

Made in Canada

If interested tear out this page and place with letters to be answered.

Weekly Paint Markets

Montreal

MONTREAL, March 31.—The featured changes in the paint markets this week are the lowering of quotations on shellac and linseed oil. Both white and orange shellac show a decline of approximately 50 cents a gallon, and linseed oil is again reduced to 87 cents for raw and 89½ cents for boiled in one-barrel lots. White lead in oil and putty are remaining unchanged on a steady market. Turpentine is reported slightly firmer in the South, while there is no change in the window glass situation.

An increasing business continues in paints and varnishes with the approach of more open weather. The demand continues to a large degree in mail orders for rush shipments.

Linseed Oil Again Lowered

Montreal.

A five cent reduction throughout on linseed oil has again been made. This is said to be the result of the slump in the seed market last week, as in the last few days the market for raw seed shows a firmer tendency. With the demand for oil up to the present very small, crushers are facing the market with comparatively light stocks. Likewise there is very little stock in the jobbers' hands. Therefore with the approach of the painting season there is a likelihood of firmness in the linseed oil situation at a very early date. With these conditions prevailing, the present low figures are considered a good purchasing price. It is also stated that importers have not been encouraged to bring in supplies at the low levels that have prevailed. However, with this opinion expressed as to the present situation, arguments can still be given for a continued unsettled market, with further slight revisions likely. Following are the present quotations:

1 to 2 barrels	0 87	0 89½
5 to 10 barrels	0 82	0 84½

Shellac Again Lowered

Montreal.

Quotations on shellac again show a decline of approximately 50 cents a gallon. There is still little uniformity of prices given by the different jobbers, but this reduction is apparently general. Shellac has been in a very unsettled state for some time and reductions have been made from time to time at irregular intervals. The movement at present is confined, to a great extent, in accompanying sorting orders of paints and paint products, thus the activity is not as great as in other seasons. Following are quotations at the present decline:

Orange shellac, in barrels, $3.80; in one gal. jugs, $4.10; white, in barrels, or 5 gal. jugs, $4.25; in one gal. jugs, $4.55.

White Lead in Demand

Montreal.

White lead in oil is now in fairly active demand, a large improvement being shown the last week or two, and although shipments are not as heavy as they might be, the volume of business is kept up by the numerous orders now coming to hand. Prices on this product remain steady, and it is felt this condition will prevail during the spring months at least. In the primary market, pig lead continues at a low figure, also linseed oil. However, pig lead has showed slight advances at recent dates. Stocks now on hand were corroded with much higher levels on these two basic materials, and white lead manufactured today requires some length of time before it is in the marketing stage. Quotations are $14 in 5-ton lots, $14.50 in 1-ton lots, and $14.85 in less quantities.

Putty Remains Unchanged

Montreal.

Putty is held on a steady market for the present at least. With the demand continuing light, there will in all probability be little change in the quotations during the busy season. Following are present prices:

Standard Putty—	5 ton	1 ton	Less ton
Bulk barrels, 800 lbs.	$5 00	$5 25	$5 60
Bulk drums, 100 lbs.	6 00	6 25	6 60
Do., or tins, loose, 25 lbs.	6 25	6 50	6 85
Drums or tins, cased, 25 lbs.	7 00	7 25	7 60
1 lb. tins	9 75	10 00	10 35

Pure Linseed Oil Putty, $1.50 per 100 lbs. advance over above prices.

Turpentine Prices Steady

Montreal.

There has been no change made in the quotations of turpentine this week, and dealers claim that present prices are a good mark to buy at. This product is well below what is considered the right level at this time, taking into consideration other commodities in the paint and paint product field. In the last day or two turpentine is a little firmer in the Southern markets, but the improvement is very slight and the demand is not encouraging. However, lower prices than those now quoted are hardly thought probable, as it has been the opinion for some time that increased demand was required to bring about any relief, and with the open weather now well at hand this should be increased as each week passes. Following are quotations:

TURPENTINE—	Per Imp. Gal.
1 barrel lots	0 95
2 to 4 barrel lots	0 92
Broken lots	1 00

Little Change in Window Glass

Montreal.

There are practically no new developments in the window glass situation, the market remaining in a wavering state, with an easier tendency rather than any firming up. The Belgian market continues to offer attractive figures, considering present quotations, with little buying being done. Jobbers' stocks are gradually becoming lower with the present demand, which is by no means heavy for the present season. Quotations remain at 50 per cent. off Montreal list, with some still quoting from a net list.

Paints and Varnishes

Montreal.

As the spring season and open weather gradually approaches, the demand for paints, varnishes and paint products steadily increases. Rush orders continue to come in and mail orders are very numerous. Prices on all lines remain steady and few alterations in any of the quotations may be epected during the busy spring and early summer months.

Glaziers' Points Reduced

Montreal.

There has been a reduction made in the price of glaziers' points and these are now selling at 10¼ cents per half-pound package.

Toronto

TORONTO, March 31.—Very few changes are noticed in paint or varnish products this week. Linseed oil and turpentine are both held at last week's prices. Shellac continues to be quoted at lower levels, and the tendency of rosin, despite its present low price, is still downwards. White lead in oil and putty are held unchanged, and paint prices show no alterations. Window glass is still in an unsettled state and sales are not much improved. Paint brushes are in better demand and are moving out well. Sales on ready mixed paints and allied products continue to show a gradual improvement, and that barometer of the retail state of trade, the mail order, is showing a good steady increase. Many retailers' stocks are

A SANITARY
SANI-FLAT
FLAT OIL PAINT

"Save the surface and you save all" Paint & Varnish



A Can and Its Label

The Benjamin Moore label on a can of paint is your assurance of contents 100% perfect. Sani-Flat is fully guaranteed to give entire satisfaction; it is 100% perfect. Sani-Flat is absolutely non-poisonous as it contains no lead, and is especially adapted for walls where a soft, velvet finish is desired. It works easily and sets slowly, showing no laps or brush marks, and is of great body and covering qualities. Non-changeable; the white positively will not turn yellow with age. Washable, and can be cleaned with water without injury.

Benjamin Moore & Co.

LIMITED

Paints, Varnishes and Muresco

Toronto **Winnipeg**

A Moore Agency Builds Business

Save the surface and you save all" Paint & Varnish

SIGN OF MERIT
BEST B M & Co MADE

none too large to cope with a decided increase in demand and during this next month or so a big volume of business is anticipated.

Mixed Paint Sales Improve

Toronto.

There is a further improvement reported in ready mixed paint sales, although the demand is inclined to fluctuate. Generally, however, business is more brisk and retailers are beginning to feel the spring movement. Shipments going forward are usually smaller in size than those of a year ago, but mail orders are more frequent. No changes are reported in any paint or varnish products.

Better White Lead Sales

Toronto.

There has been a gradual increase of business in white lead in oil and sales are more numerous than they have been this season. Prices are held without change and are as per market pages.

Putty Sales Slightly Increased

Toronto.

A little increase in putty sales is reported, but buyers are not in the mood for placing season's orders, it is stated, and are only purchasing for present needs. Prices are holding firmly at recent changes and are the following:

PUTTY—	Per 100 lbs.
Standard in 100-lb. drums	7 05
Do., 25-lb. irons	7 30
Do., bladders in bbls.	8 30
Do., less quantities	8 55
Pure, in 100-lb. drums	8 55
Do., 25-lb. irons	8 80
Do., bladders in bbls.	9 80

Rosin Tendency Downward

Toronto.

Rosin prices continue to show a decline on southern markets, and the tendency would seem to be still downwards. Stocks in factors' hands are said to be larger, and they are more anxious to sell than earlier in the year. Prices here are quoted at $6 per hundredweight in barrels and 9 cents per pound on smaller quantities.

Shellacs Are Steadier

Toronto.

There is a better demand for shellacs and the prices appear to be steadier, although some lower quotations are reported. Prices range from $3.50 per gallon for orange and $3.90 for white.

Window Glass Still Unsettled

Toronto.

Some wholesalers report a little better demand for window glass, but sales are still far from big. The tendency to cut prices to secure orders seems to be gradually passing, but the market is still unsettled. The future of the Belgian market appears still uncertain though an improvement in exchange is noted. Some lower prices are reported from United States markets, but is believed to be an effort to reduce stocks, as is the case here, and the production is greatly curtailed, many of the factories being closed down. Where the old list is being used the discount is still 60 and 10 per cent. off for case lots and 60 per cent. off cut light list.

Paint Brushes Moving Better

Toronto.

There is a better movement of paint brushes now, and sales improved in quantity and size. Prices are firmly maintained and with the bristle market in its present condition little change is likely for some time. It will probably be two or three months before the future tendency of this market is apparent, and it is believed that there is little chance of lower prices this season.

Linseed Oil Prices Steady

Toronto.

No change has been made this week in the price of linseed oil and single barrels of raw are again quoted at 87 cents per gallon and boiled at 90 cents. The demand is a trifle better and with a continued improvement in paint and paint products there should be a much better sale in the course of the next month. The flax seed market shows little change but the Argentine market is easier and though little or none of that seed is on the domestic market, it is possible that a further decline may have an influence on home markets. The next three or four weeks will possibly show a bigger demand for seed and oil. Quotations remain as follows:

	Raw	Boiled
1 to 2 barrels, per gal.	0 87	0 90
3 to 5 barrels, per gal	0 86	0 89
6 to 9 barrels, per gal	0 84	0 87
Less barrels, add 15 cts gal.		

Turpentine Prices Unchanged

Toronto.

A better demand for turpentine is reported this week and inquiries are coming to hand more often. The price locally is unchanged from last week and single barrels are quoted at 95 cents per gallon. A little easier tone is evident on Savannah markets, and stocks in hands of factors are fairly large. The tendency of both turpentine and rosin, in the opinion of some wholesalers, is still downwards and there is every indication that dealers and factors are now more anxious to sell than they were formerly and are endeavoring to reduce heavy stocks. Present quotations here are as follows:

TURPENTINE—	Per Imp. Gal.
1 barrel lots	0 95
2 to 4 barrel lots	0 94
5 gal. lots	1 10

Rosins At Very Low Price Levels

Rosins at Lower Price Than for Eleven Years —May Cut Down Production—Present Prices Said to be a Loss to Producers

THE consumers of rosins, and the dealers in rosins have to-day the unusual opportunity of securing rosins at a lower price than the average price for any year in the past eleven years, even including the frightfully demoralized period that came soon after the beginning of the war when, owing to the cutting off of foreign demand and the consequent shrinkage in values, it was found necessary to take steps in the middle of the producing season to cut down production sharply and bring about more profitable values by the reduction of available supplies, a condition that may occur again this year about July or August when producers become convinced that they are operating at heavy losses with no hope for the entire season unless drastic steps are taken, says the Naval Stores Review, Savannah, Ga.

It is probably not true of any other great commodity that the recession in values has carried the prices down to the lowest average in eleven years, lower than the four years before the war, lower than the four years of the war, lower than at any time since the war. The cost of timber, the cost of supplies, the cost of food stuffs, the cost of everything, in fact, save labor, is so much higher than before the war, or at any time in the past eleven years, that the present prices represent a direct heavy loss to the producer on every barrel of rosins marketed. Common sense tells one that this condition cannot continue, will not be permitted to continue through the season. The operators will go on for a time with the making of rosins on whatever basis they have arranged for 1921, hoping, as they seem to do, that general business conditions will improve with the spring and early summer, that foreign requirements will expand, and that better quotations will gradually be established and the industry put on a price level where there will at least be no loss. Disappointed in these expectations, with their assets shrinking from week to week, it is not difficult to see despair once more settling down on the turpentine farms from North Carolina to Texas and a general movement to slash production as was done soon after hostilities began in 1914. The effect of reduction of production then was to move prices to higher and higher levels. The effect will be the same this time. The consumer who does not see that he is missing a golden opportunity when he can buy rosins away below the cost of production is simply blinded by the desire to get a valuable commodity for nothing. The dealer who fails to see the opportunity to stock up on cheaper rosins than he ever believed would again be possible is likewise apt to miss the tide. The table of prices above is well worth the study of both classes—and of producers, as well. It is an object lesson to the latter, showing how they are once more throwing away their energies, their timber, their money and not even getting husks in return.

O.P.W.



Says Ottawa Pete:

"Save the surface and you save all" *Paint & Varnish*

"Here's a Letter that Shifted Paint"—

It ain't new and it ain't mine—all of which makes it none the worse. It's just that good for a paint dealer that it's worth our while to use this page to pass it on to you.

My Dear Mr. or Mrs. McLivin:
This will serve to introduce a competent painter and interior decorator, who is identified with our store. He comes with our recommendation. Perhaps you desire information regarding painting, varnishing, wall tinting, etc. He will answer your questions. He will quote prices on doing the job himself, or he will assist you in the selection of materials for smaller jobs you can easily do yourself. We suggest that you will not regret taking advantage of this opportunity. Professional advice is always valuable.

This letter brought a host of orders to a Paint Dealer to the south of us. And, usually, a letter that gets results down South can get 'em up North, too. The letter was very neatly printed and the scheme that went with it was just as neat.

The correct names and addresses of a long list of homeowners in the community were carefully filled in at the head. Arrangements were made by the dealer with a personal painter, who handed it in at the front doors and usually stepped in behind it. Most often, he was back in two or three days with ladders, brushes and PAINTS.

All of which brings us back to the Ottawa folk and the livest line of paints and varnish that you can handle—lines that move and boost your profits. If you would like us to call on you, drop us a line and start things MOVING.

Ottawa Paint Works
Limited
OTTAWA, CANADA

Branches: MONTREAL and TORONTO

If interested tear out this page and place with letters to be answered.

Floor Wax Moving Well

London, Ont.

There is a good sale now for floor wax and with the house-cleaning time at hand the demand is increasing. Prices on Old English wax and on Johnson's are the following:

	Johnson's.	Old English.
No. 1 size, per tin	$1 00	$1 00
No. 2 size, per tin	2 00	2 00
No. 4 size, per tin	3 50	3 50

Less 33 1-3 per cent.

Little Change in Nails

London, Ont.

There is no change in nail prices and little change in the demand. The sales continue light for the time of the year. The price remains $5.10 for the wire base and $6.40 for the cut base.

Window Glass Unchanged

London, Ont.

There is no change to report in window glass. Prices remain the same and the demand is only slightly improved. Quotations are still 60/10 per cent. off list for single and double diamond and 60 per cent. off light list for cut lights.

Fair Sale of Putty

London, Ont.

The demand for putty is slightly heavier and there are fair sales just now. The prices remain unchanged and are as follows:

	100-lb. drums.	25- lb. drums
Standard, per 100 lbs.	$7 05	$7 30
Pure, per 100 lbs.	8 55	8 80

White Lead Sales Improve

London, Ont.

With the painting season beginning there is an improvement each week in the sales of white lead in oil. There is no change in price and quotations are as follows:

	Tons.	Less tons.
Pure, 100 lbs.	$14 95	$15 30
Elephant	15 45	15 80

Poultry Netting; Good Demand

London, Ont.

There is an excellent demand for poultry netting at present and sales are good. The Canadian make is quoted at 10 per cent. above list for 1-inch and 2-inch mesh.

Screen Wire $3.50 Square

London, Ont.

Screen wire cloth is moving out well now and the painted black screening is priced at $3.50 per 100 square feet.

Spades and Shovels Moving

London, Ont.

There is a very good sale now for spades and shovels, and garden tools are also moving out well. The garden and harvest tools are selling at 50/10 per cent. off list and shovels at 35 per cent. off list. The net prices on some of the better selling shovels are the following:

FULL POLISHED—Black Cat or Star, $16.60 per doz.; Fox or Olds, $17.25; Bull Dog or Jones, $19.85.

Spring Business Promising

London, Ont.

An increase in the demand for various lines denotes the opening of the spring season, and sales in paints, varnishes, alabastine, electric and hand washing machines, wringers and many other household lines are showing promise of good business.

Winnipeg Markets

WINNIPEG, March 31.—Prices have remained steadier during the past week, but a few lines are showing lower prices. Black and galvanized sheets have been reduced in price and bright staples and galvanized poultry netting staples are lower. Coiled spring wire is quoted at a reduction, and other lines showing declines are churns, anvils, wrapping paper, ice cream freezers, food choppers, soldering coppers, twist drills and several lines of small tools. New lower prices are made on steam and hot water boilers and radiation.

Business is improving only slowly, and it is hoped that with an earlier spring trade will move more briskly. Orders for paints and varnish and various house cleaning needs are arriving in fair volume, and a little better feeling is pervading the jobbing trade.

1921 Binder Twine Prices

Winnipeg.

New prices are now issued for this year's binder twine. These quotations are slightly lower than last year's opening prices and are as follows: Binder twine—B, 19 cents per pound; A, 21 cents per pound. Net, November 1, 1921.

Rope is Quiet

Winnipeg.

Very little improvement is realized in sales of rope and business remains quiet for this season of the year. Last year at this time large orders were received for rope, but up to the present orders received have been for small quantities. With navigation now opening up and the consuming demand near at hand, an improvement is looked forward to. Prices are unchanged.

Twist Drills Reduced

Winnipeg.

Prices have been reduced on twist drills this week and are now quoted at the following:

No. 108 40 per cent. off list.
No. 9, 40 per cent. off list.
No. 105, 25 per cent. off list.
No. 112, 25 per cent. off list.
No. 104A, 22½ per cent. advance.
Morse Twist Drills, 25 per cent. off list.

English Plane Irons Reduced

Winnipeg.

This week has brought about lower prices on English plane irons and these are quoted at the following:

	Single.	Double.
2-inch, per dozen	$6 50	$11 90
2⅛-inch, per dozen	6 80	12 35
2¼-inch, per dozen	7 75	13 60
2⅜-inch, per dozen	8 50	14 90
2½-inch, per dozen	9 00	15 80
2⅝-inch, per dozen	9 85	17 25
2¾-inch, per dozen	11 20	18 75

Wrought Iron Pipe Improved

Winnipeg.

Wrought iron and steel pipe have been reported more active during the past week, and supplies are now easier to obtain from the mills, which have been able to ship back orders and shortages during the winter months. Stocks have been depleted, but are in better shape now. New steel pipe prices are announced just before going to press.

Peter Wright Anvils Decline

Winnipeg.

The price on Peter Wright anvils has been lowered this week and the following are the new quotations:

Up to 69 lbs., 29½c per lb.; 70 to 79 lbs., 28½c per lb.; 80 lbs. and over, 27½c per lb. Clip Horn, 80 lbs. and over, 28½c per lb.

Lower Prices For Wire

Winnipeg.

The prices have been reduced on coiled spring wire and galvanized wire. The following are the prices now quoted:

COILED SPRING WIRE—No. 9, $7.05; No. 12, $7.30.

GALVANIZED WIRE—No. 8, $8.05; 9, $7.00; 10, $8.05; 11, $8.15; 12, $7.25; 13, $7.45; 14, $8.55; 15, $9.30; 16, $9.55.

Staples Marked Down

Winnipeg.

The prices have been marked down for bright fence staples and galvanized poultry netting staples. Following are the prices now quoted:

FENCE STAPLES—(Bright)—Fort William, $5.80; Winnipeg, $6.45.

POULTRY NETTING STAPLES—⅞-in. galvanized, in 10-lb. boxes, $11.50 per 100 lbs.; in bulk, $9.80 per 100 lbs.

Wrapping Paper is Reduced

Winnipeg.

The price of wrapping paper has been reduced a trifle and is now quoted at $12.20 per 100 pounds.

Blizzard Freezers Down

Winnipeg.

The prices of Blizzard ice cream freezers have been marked down a little and are quoted at the following:

BLIZZARD—2-qt., $5.00 each; 3-qt., $6.00; 4-qt., $7.50; 6-qt., $9.50.

Soldering Coppers Reduced Again

Winnipeg.

The price has again been reduced on soldering coppers and followning are the latest prices:

1-lb., 55½c per lb.; 1½-lb., 51½c; 2-lb., 48c; 2½-lb., 47c; 3-lb., 45c; 3½-lb., 45c; 4 lbs. and over, 44c.

Black and Galv. Sheets Reduced

Winnipeg.

Prices have again been revised on black and galvanized sheets and are somewhat lower. Following are the present prices:



The Best Floor Varnish

WATER PROOF — WEATHER PROOF — WEAR PROOF

Your customers want a floor varnish that gives a beautiful, lustrous finish, that resists the roughest wear, and is easy to keep clean.

They are guaranteed satisfaction when you sell them the famous

Liquid Granite

A big demand for this and other Berry Brothers Varnish and Paint Specialties is being created through a comprehensive advertising campaign, from coast to coast, reaching over 3,000,000 readers.

Other popular lines are:—

LUXEBERRY WHITE ENAMEL for wood, plaster, cement, or metal.
BERRYCRAFT. Stain finish for all wood work.
BERRY BROTHERS AUTO COLOR VARNISH.

Decorative Display Cards Sent on Request.

WALKERVILLE BERRY BROTHERS INC. World's Largest Makers Varnishes and Paint Specialties **ONTARIO**

Liquid Granite FLOOR VARNISH *Luxeberry* WHITE ENAMEL

If interested tear out this page and place with letters to be answered.

	Black.	Galvanized.
10 gauge	$7 30	....
12 gauge	7 30	....
14 gauge	7 35	....
16 gauge	7 45	9 50
18 gauge	7 95	9 65
20 gauge	7 95	9 65
22 gauge	8 00	9 80
24 gauge	8 00	9 80
26 gauge	8 05	9 95
28 gauge	8 40	10 55
10¾-oz.	....	10 95

Wringers Down in Price

Winnipeg.

The prices have been reduced on several lines of wringers and new quotations are as follows:

Regent, $69.00 per dozen.
New Easy, $76.50 per dozen.
Universal, $49.50 per dozen.

Linseed Oil Price Holds

Winnipeg.

Linseed oil prices remain unchanged here this week and are quoted at $1.20 per gallon for raw and $1.23 for boiled.

Turpentine Has no Change

Winnipeg.

The price of turpentine has not changed this week and remains at the same price of $1.30 per gallon in barrel lots and 10 cents per gallon extra for smaller lots. Containers, 25 cents per gallon extra.

Lower Prices For Churns

Winnipeg.

The prices have been marked down for both hand and power churns and these are quoted as follows:

	Hand	Power.
No. 0	$ 9 00	$11 00
No. 1	9 00	11 00
No. 2	10 00	12 00
No. 3	11 00	13 00
No. 4	13 00	17 00

Pittsburgh Markets

PITTSBURGH, March 31.—Since the first signs of an improvement in the demand for steel products were observed about three weeks ago, the increase in buying has been extremely moderate, and the opinion is that the tendency to expand is held in check by the fact that steel prices are not yet adjusted to a permanent basis. There is no established market and will not be, it is thought, until the Steel Corporation acts. When that will be is uncertain, but the view is that the Corporation is waiting for buyers to take hold.

Production continues to steadily decline. Prices on bars, shapes and plates are practically unchanged, with business chiefly in car load lots. On larger quantities the concessions are stated to be less than could have been secured a month ago. Standard steel pipe is being shaded, and an extra 2½ to 5 per cent. discount is being quoted by some independent mills. Foundry pig iron has declined $1. The market has been nominal in basic pig iron for some time and some plants having accumulated stocks are offering their surplus at $23, which is supposed to be a little under replacement cost.

PITTSBURGH, March 31.—About three weeks ago the first signs of an increase in demand for steel products appeared, and the experience now accumulated is that the improvement is of extremely moderate proportions. No one is disappointed, for very little was expected. The only point about the improvement is that the turn has been rounded. Business has not become so good that there is any danger of its going the other way, for it has scarcely any room in which to grow worse.

Since the first of the year the question has been whether there would be a spring buying movement. There was no serious expectation that the turn of the year would bring increased activity, but there is almost invariably an improvement in spring, unless the business has been done in advance. Probably there is now a tendency for business to expand, the tendency being checked by recognition of the fact that steel prices are not yet adjusted to a basis that would likely prove more or less permanent.

There is much discussion of the United States Steel Corporation's attitude on prices and its probable action. The independents, although a couple of months ago they began on a rather broad scale to cut the Steel Corporation or Industrial Board prices, have not even by this time made a definite and stable market. Independent prices went down sharply for two or three weeks and since then they have scarcely been sagging. The level is fairly well defined now, but it is not established by buying. It is chiefly a carload market, with plain indications that on large lots some of the independents would make further concessions, of indefinite amount. Thus there is no established market, and there is no tendency for the market to seek a definite and stable level. In the circumstances it is recognized everywhere that the matter is left for the Steel Corporation to settle. The real market will come when the Steel Corporation acts. It does not follow that the prices the Steel Corporation names will become absolutely the market. Independents may cut those prices slightly, or they may be unwilling to go altogether as low. Or, some may cut the prices and some refuse to meet them. Nevertheless, the Steel Corporation prices will, according to the common view in the trade, represent the market in general, furnishing a schedule in which buyers can have considerable confidence.

The Corporation has not acted and there is no indication as to when it will act. Some men, chiefly outside the trade, have criticized the Corporation for not acting, while many, chiefly within the trade, warmly commend the Corporation's course as being the wise one. Those who criticise the Corporation speak as if business would develop if the reductions were made.

This divergence of opinion arises from confusion between cause and effect. A reduction in prices does not cause people to buy unless they are ready to buy. When people are ready to buy and expect lower prices, failure of prices to decline will cause them to delay buying. The proponents of a price reduction by the Steel Corporation have assumed that price reduction would cause buyers to take hold. Those in the trade are convinced that buyers are not ready yet, and assume that when the Steel Corporation see that buyers are ready it will reduce prices. In other words, a disposition on the part of buyers to take hold must be regarded as a cause for the Steel Corporation to reduce prices, not a result of its doing so. Hence the proper view to take of the present situation is that the Steel Corporation is waiting until buyers are ready to take hold. Then the Corporation will reduce prices and will be glad that the occasion, now being waited for, has arrived. To reduce prices before the buying disposition is developed would be to waste an important psychological influence. Besides, a great many customers of the Corporation do not wish it to reduce prices. They have stocks of raw material and manufactured goods to work off.

Production

Week before last it was estimated that the Steel Corporation was down to a 45 per cent. operation. That estimate, which was quite general, proves to have been incorrect, as the Corporation actually produced steel in the week at 49 per cent. of capacity. Last week, however, it may have gone down to a 45 per cent. rate, as the general tendency of the Corporation's operations is a declining one. The independents have continued to peg along at an average of about 20 per cent., though there are numerous changes in the active list. One mill may close for a week or two while another resumes. Newspaper accounts of mills resuming or closing must not be taken at face, as in some cases the resumptions are emphasized and the stoppages omitted, or vice versa.

Assuming the correct percentages of present operations to be 45 per cent. for the Steel Corporation and 20 per cent. for the independents, the Corporation is producing steel ingots at the rate of 10,000,000 tons a year and the independents at 6,000,000 tons, making 16,000,000 tons altogether, or about 30 per cent. of the total.

QUALITY · PROTECTION · DURABILITY

Like The Links of A Chain

JUST because different surfaces are subjected to different kinds of wear there must, of necessity, be a particular varnish to meet each particular need.

And there is—in the Sherwin-Williams "Cover the Earth" line. MAR-NOT, SCAR-NOT and REXPAR meet the three distinct varnish requirements about the home, for floors, for furniture and wood work, and for outside surfaces.



Sherwin-Williams dealers have, therefore, a complete chain of varnishes to meet every customer's varnish requirements, each product exactly suited to the purpose for which it is intended.

THE SHERWIN-WILLIAMS CO.
of Canada, Limited
MONTREAL, TORONTO, WINNIPEG, CALGARY, VANCOUVER, HALIFAX, N.S., LONDON, ENG.

CURRENT MARKET QUOTATIONS

These prices are for such quantities as are usually ordered by retail dealers. Large buyers can frequently make purchases at better prices.

AMMUNITION, DOMINION

	Blk. List.	Lesmok List.	Smkless. List.
22 Short		$10 00	10 70
BB Caps			$ 7 00
22 S. Mush			11 50
22 Long		12 00	15 00
22 L. Mush.			16 00
22 L. R., do.			18 70
22 L. Rifle		14 00	17 50
25 Short	$23 50		
25 Long	33 00		
32 Short	23 50		
25/20	56 00		70 00
25 Colt Auto.			58 00
30 Mauser			91 00
32 S. & W.	38 50		42 00
32 S. Colt	38 50		
32 Colt Auto.			63 00
32/20	56 00		70 00
38 S. & W.			54 50
44 G. Getter			66 50
44/40	66 50		84 00
455 Target			85 00
250 Sav. H.P.			160 00
280 Ross			209 00
25/35			125 50
30/30			144 50
303 Savage			144 50
303 British			190 00
32/40	102 50		121 50
32 Special			144 50
32 Rem. Rim.			144 50
33 Win.			190 00
351 Self Ldg.			121 50
35 Rem. Rim			159 50
38/55	125 50		152 00
45/70-405	133 00		

Dominion Ammunition—Discount 30/20%.

AMERICAN AMMUNITION

Winchester and Savage advance 22½% on American list.

Remington Union Metallic list plus 22½%.

Shot, standard, 100 lbs., Toronto, $16.00; Montreal, $18.00; net extras, as follows, subject to cash discounts only: Chilled, $1.50; buck and seal, 80c; No. 28 ball, $1.20 per 100 lbs.; bags less than 25 lbs, ½c per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax freight equalized.

AXES

Boys' Axes	14 25	15 50
Hunters' Axes	13 00	14 50
Single Bits, doz.	18 00	20 50
Double Bit	24 50	25 00

On weights heavier than base add to list as follows:

Group 2	$ .25	Group 3	$ 50
Group 4	.75	Group 5	1.00
Group 6	1.25	Group 7	1.75
Group 8	2.25	Group 9	2.75
Group 10	3.25		

Axes, Bench, 45 per cent. off list.

BABBITT

Prices on babbit fluctuate with the metal markets and prices are quoted on application. Prices range from 10c to 75c a lb.

BELTING Leather)

Discounts apply to Revised List of Feb. 14, 1907.

Extra Quality, 15 per cent.
Standard Quality, 15/10 per cent.
Side Lace Leather, lb., $1.75.
Cut Lace Leather, lb. $2.00 $2.50

F.O.B. Montreal, Toronto.

BITS, AUGER

Standard List Prices per dozen.

3-16	$ 6.00	18-16	$12.00
4-16	5.00	19-16	14.00
5-16	5.00	20-16	14.00
6-16	5.00	21-16	16.00
7-16	5.00	22-16	16.00
8-16	5.00	23-16	18.00
9-16	6.00	24-16	18.00
10-16	6.00	25-16	21.00
11-16	7.00	26-16	21.00
12-16	7.00	27-16	24.00
13-16	8.25	28-16	24.00
14-16	8.25	29-16	27.00
15-16	9.50	30-16	27.00
16-16	9.50	31-16	30.00
17-16	12.00	32-16	30.00

Discounts from Standard List prices:

Beaver, 22½ per cent.
Gilmour Auger Bits, 7½ per cent.
Gilmour Eye Augers.
Irwin Auger Bits, list plus 22½%.
Irwin Car Bits, add 15%.

F.O.B. Toronto, Montreal, London and Hamilton.

BOARDS, BAKE

	⅜ Rim.	¾ Rim
0—16 x 22	$ 8 90	$12 50
1—18 x 24	10 78	12 80
2—18 x 29	12 10	14 75
3—20 x 30	13 86	17 75

BOARDS, IRONING

	Dozen
No. 1, Daisy	$38 00
No. 10, Daisy	43 00
No. 33	21 00
No. 35	38 00
No. 36	43 00
Perfection	48 00

BOARDS, SKIRT—

No. 11, doz. $14 00

BOARDS, SLEEVE

No. 3, dozen ..... $ 7 00

BOARDS (Wash) Zinc.

	Dozen
Baby Globe	$ 3 00
Beaver (brass)	9 00
Canada Glass	9 00
Competition Globe (metal)	5 90
Diamond King (glass)	8 75
Enamel Queen	9 50
Glass Globe	8 75
Improved Globe	6 50
Jubilee	7 15
Neptune	6 50
Newmarket King	7 15
Pony	3 00
Royal Globe	6 00
Solid Back Globe	7 25
Standard Globe	6 00
Surprise	
Supreme Zinc	6 50
Western King (enamel)	9 50

F. O. B. Newmarket.
Subject to acceptance.

BOILERS (Range)

30-gal., standard $13 00
30-gal., extra heavy 15 00

BOLTS AND NUTS

Discounts apply to standard list.

Carriage Bolts ($1 list), ⅜ in. dia. and smaller, 6 in. and shorter, 25%.

Carriage Bolts ($1 list), ⅜ in. dia. and longer lengths, 10%.

Carriage Bolts ($1 list), 7-16 in. dia. and larger, 15%.

Machine Bolts, ⅜ in. dia. and smaller, 4 in. and shorter, 40%.

Machine Bolts, ⅜ in. dia. and smaller, longer lengths, 15%.

Machine Bolts, 7-16 in. dia. and larger, 20%.

Sleigh Shoe Bolts, all sizes, 10%.

Coach and Lag Screws, 35%.

Bolt Ends, 20%.

Square Head Blank Bolts, 20%.

Plow Bolts, 1, 2, 3 head, 25%.

Plow Bolts, others, 25% net extra.

Elevator Bolts, large head, 10%.

Elevator Bolts, corrugated heads, 40%

Fancy Head Bolts, 10%

Shaft Bolts ($3 list), 10%.

Step Bolts, large head ($3 list), 10%

Whiffletree Bolts, 10%.

Tire Bolts, 50%.

Stove Bolts, 62½%.

Nuts, 2 in. and smaller, square Blank, add to list, $1.25.

Nuts, 2 in., and smaller, square—Tapped. add to list, $1.75.

Nuts, 2 in., and smaller, hexagon—Blank, add to list, $1.75.

Nuts, 2 in., and smaller, hexagon—Tapped, add to list, $2.25.

Terms—Cash in 30 days from date of shipment, less 2%.

BORAX

Lump Crystal Borax, lb. 13c-15c

F. O. B., Montreal, London, Toronto.

BRASS

	Base
Sheets, base, Montreal	0 30
Do., Toronto	0 29
Rods, base ½ to 1 in., round, Montreal	0 25
Do., Toronto	0 26
Tubing, seamless, base, Montreal	0 35
Do., Toronto	0 36

F.O.B. Montreal and Toronto.

BROOMS

	Doz.
No. 5, 4 strings	$ 7 00
No. 5, standard	9 00
Little Beauty	10 00
Royal Blue	14 95

BUTTS

	Wrought Steel—Net
No. 840	Net
No. 800	add 5%
No. 838	Net
No. 808	add 10%
No. 804	less 5%
No. 802	Net
No. 810	add 25%
No. 814	add 25%

F.O.B. Toronto, Montreal, London, Hamilton.

CANS

For discount on milk and cream cans, etc., see list under head of wares, etc.

CEMENT

Quotations withdrawn. Prices on application.

CHAIRS

	Dozen
Step ladder	$36 00
Step ladder stools	20 00

CHOPPERS, FOOD

Universal—Dozen, No. 0, $30; No. 1, $36; No. 2, $42; No. 3, $58.

Russwin—Dozen No. 0, $24.50; No. 1, $30.60; No. 2, $36.75; No. 3, $49.00.

Full case of half dozen.

F.O.B. Montreal, Toronto.

CHURNS

List price hand churns—No. 0, $12; No. 1, $12; No. 2, $13; No. 3, $14; No. 4, $16; No. 5, $19.

List prices power churns—No. 0, $11; No. 1, $11; No. 2, $12; No. 3, $13; No. 4, $17; No. 5, $20.

Discount of 10% f.o.b. Toronto, Hamilton, Fergus, London, St. Mary's.

Net list f.o.b. Montreal, Ottawa, Kingston.

CLIPPERS, HORSE

New Market, $3.50 per pair.

No. 1 B.B. Stewart Horse Clipper, $14 list, less 25 per cent.

CLOCKS—ALARM—

Big Ben	$ 4 00
Good Morning, each	1 90
Lookout	2 35
Sleepmeter	2 50

CLOTHES BARS AND DRIERS

	Per doz.
Leather Clothes Dryers	
Clothes Bars, No. 1	14 40
No. 2	19 00
No. 3	14 40
No. 4	15 00
No. 5	18 00
No. 6	21 00

CLOTHES HORSE, Etc.

	Folding	Exten.
4 ft.	$13 50	$27 00
5 ft.	17 00	34 00
6 ft.	20 00	40 00

CLOTHES LINES (Galvanized)

No.	1,000 ft.
18—100 ft. lengths	$7 15
18—50 ft. lengths	7 80
19—100 ft. lengths	6 25
19—50 ft. lengths	7 00

F.o.b. Montreal, Toronto, London.

COBBLER SETS

Common, per set $1 35

CLOTHES LINES REELS

	Doz. net
No. 3	$20 00
No. 3½	21 65
No. 4	28 30

COIL CHAIN

	Fireweld Proof	B.B.B.
5-16 inch		19 40
⅜ inch	15 30	16 55
7-16 inch	13 15	16 15
½ inch	12 75	15 75
⅝ inch	12 00	13 65
¾ inch	11 25	13 40
⅞ inch	10 80	13 00
1 inch	10 40	12 60

F.O.B. Montreal and Toronto.

	Electric Weld Proof	B.B.B.
3-16 in.	18 50	24 25
¼ in.	17 25	22 55
5-16 in.	14 90	18 80
⅜ inch	12 90	
7-16 in.	12 50	
½ in.	12 20	
⅝ in.	11 45	
¾ in.	11 25	

F.o.b. Montreal, Toronto.

Cow ties, plus 37½%; trace chains, list, plus 25%; dog chains, add 20%; halter chains, net; tie-out chains, 32½%; stall fixtures, No. 1, or heavy, $2 doz.; stamped, No. 3 or Dominion, $2.80 doz. net.; breast chains, No. 220, ... dozen pairs.

F.o.b. Montreal, Toronto, Hamilton, London.

COMBS—CURRY—

	Doz.
No. 111	$2 00
No. 121	2 20
No. 127	2 90

CATTLE—

98	$2 60
100	3 70

F.O.B. Montreal, Toronto, Hamilton, London.

COPPER—

	Mont. Base	Toronto Base
Casting ingot, see weekly report.		
Rods, ½ to 2 in.	0 32	0 34
Soft sheets, plain, 16 oz. and heavier, lb.	0 34	0 34
Plain Tinned, 16 oz. and heavier, lb.	0 38	0 39
Polished and Tinned, 16 oz. and heavier, lb.	0 42	0 45
Tubing, lb.	0 39	0 39

Above prices are full sheets and bars. Cut sheets and bars are 5c per lb. higher.

COPPERS, SOLDERING—

Base, 3 to 8 lbs., 44c f.o.b. Toronto and Hamilton.

3 lbs., 47c; 4 to 8 lbs., 45c. F.o.b. Montreal.

CORD (SASH)

No. 6, lb.	$0 52
No. 7, lb.	0 51
Nos. 8, 9, 10, 12	0 50

F.O.B. Montreal, Toronto, Hamilton, London.

CROWBARS — $10.50, $11.00 per 100 lbs.

DOORS, SCREEN

Kasement, No. 2, oak stain, varnished, including hardware sets:—

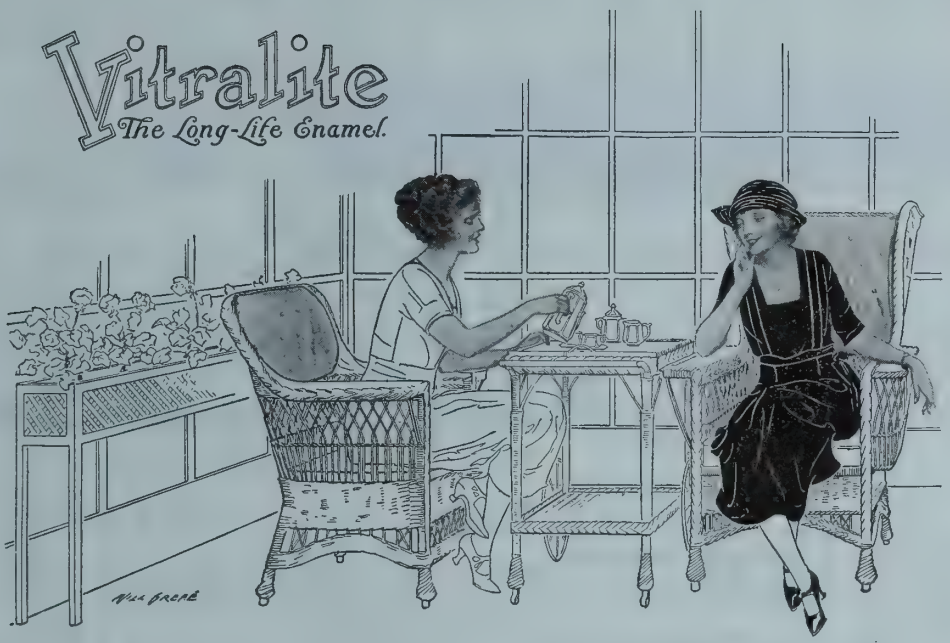
2 ft. 6 in., doz.	$45 00
2 ft. 8 in., doz.	45 60
2 ft. 10 in., doz.	46 70
2 ft. 7 in., doz.	46 80

DRILLS—

Standard Lists.

Blacksmiths', ½ in. v 2½ in. shank List each.

1/8	$0.45	19/32	$1.20
5/32	.45	⅝	1.30
3/16	.50	21/32	1.40
7/32	.55	11/16	1.50
¼	.60	23/32	1.60
9/32	.65	¾	1.70
5/16	.70	25/32	1.80
11/32	.75	13/16	1.90
⅜	.80	27/32	2.00
13/32	.85	⅞	2.10



Salesfolk Who Draw No Salary

Tommy, Betsy, and their friends are selling Vitralite Tints for you every day. Just because their work costs you nothing, don't make the mistake of overlooking their persistent efforts.

Reaching the better-class homes of your community through such quality magazines as the Atlantic Monthly, Century, Country Life in America, Harper's, House Beautiful, Review of Reviews, Scribner's and World's Work, the Tommy and Betsy advertisements are developing a call for Vitralite Tints as great or greater than the demand for the incomparable white Vitralite. This is no season to miss quality sales — if Vitralite Tints are not in your stock, write for the introductory proposition.

"Save the surface and you save all" Paint & Varnish

PRATT & LAMBERT-INC.
VARNISH MAKERS 72 YEARS
24 Courtwright St., Bridgeburg, Ontario
FACTORIES
BRIDGEBURG, ONTARIO NEW YORK BUFFALO CHICAGO

PRATT & LAMBERT VARNISH PRODUCTS

DRILLS—Continued.

7/16	.90	29/32	2.20
15/32	.95	15/16	2.30
½	1.00	31/32	2.40
17/32	1.05	1	2.50
9/16	1.10		

Intermediate sizes take list of next larger.

Bit Stock, list per doz, less 45%

3/32	$2.70	⅜	$ 8.50
⅛	3.00	7/16	10 50
5/32	3 50	½	13 00
3/16	4.00	9/16	15 50
7/32	4 50	⅝	18 00
¼	5 00	11/16	21 00
9/32	6 00	¾	24 00
5/16	7 00	⅞	30 00

Blacksmiths', ½-in. shank, Straight Shank, Straight Shank, wire, Taper Shank, 35 to 37½%.

EMERY CLOTH

See under Sandpaper.

ENAMELWARE

See prices under heading Wares.

FILES AND RASPS

Discounts below apply to list of Nov. 1, 1899.

Grest Western, Amer.	50%
Kearney, Foot, Arcade	55%
J. Barton Smith, Eagle	55%
P. H. and Imperial	55%
Globe	55%
Nicholson	32½%
Black Diamond	32½%
Delta Files	20%
Firth Files	50%

F.o.b. Toronto, Montreal, London and Hamilton.

FITTINGS—

	Montreal.	Toronto.
Cast iron fittings	15%	15%
Malleable bushings	22½%	25%
Cast bushings	22½%	25%
Unions	32½%	35%
Flanged unions	7½%	7½%
Plugs, cast iron	20%	20%
Plugs, solid	10%	10%
Plugs, countersunk	net	net
Couplings, 4 in. and under	20%	20%
Do., 2½" and larger	net	net

POUND GOODS—

GLASS—	Blk.	Gal. Montreal.
A	0 60	0 75
B	0 23½	0 33
C	0 15½	0 23½
		Toronto.
A	0 60	0 75
B	0 25	0 35
C	0 16	$ 25

NIPPLES, WROUGHT

Close and short, 4 in. and under, 40%, 4½ and larger, 30%; long, 4 in. and under, 50%, 4½ in. and larger, 40%; running thread, 4 in. and under, 20%.

Terms, 2% 30 days. Approved credit. Ontario, Quebec and Maritime Provinces.

GRINDSTONES Per 100 lbs

Under 50 lbs., 1½ to 1¾" face	5 00
Under 50 lbs., 2¼ to 3" face	4 25
Over 50 lbs., 2¼ to 3" face	4 00
Bi-Treadle, each	9 75
Cycle BB	8 75

GRIND STONE FIXTURES

	Doz
No. 22	$ 9 60
No. 33	9 95
No. 2½	11 90
No. 3	12 50

F.o.b. Toronto.

HALTERS, LEATHER Doz.

Su set, rope tie, 1 in.
Black, rope tie, 1 in.
Black, rope tie, 1¼ in.
No tie, 1 in.
No tie, 1¼ in.

HALTERS, ROPE

Sisal, 7-16 in
Do., 9-16 in.
Jute, 7-16 in.
Do., 9-16 in.

HAMMERS, NAIL

	Doz.
No. 21	$14 00
No. 1	19 00
Nos. 1½, 61½	18 75

HAMMERS, SLEDGE

Can. 2-2½ lbs., cwt.	$25 00
Do., 3-4½ lbs.	23 00
Do., 5 lbs. and over	16 00
Masons, 2-2½ lbs.	31 50
3-4½ lbs.	28 25
5 lbs. and over	23 00

F.o.b. Montreal, Toronto, Hamilton, London.

HAMMERS, STRIKING

No. 38, No. 46, 5 lbs. and over	$16 00

HAMMERS, MACHINIST

No. 30, 1-lb.	$12 60
No. 30, 1¼-lb.	13 50

Net.

HANDLE (WOOD)

All hickory handles, list plus 35%; all oak, ash and maple handles, list plus 20%; hay fork, hoe, rake, shovel and manure fork, list plus 20%; whiffletrees, doubletrees and neckyokes, list plus 35%; wood rakes, list plus 10%; horse pokes, list plus 10%; pike poles, list plus 30%.

Terms, all goods f.o.b. factories, 2% 10 days, net 30 days.

O-Cedar Mop Handles, less 30%.

HANGERS, BARN AND PARLOR

	List
Atlas, No. 0	$13 35
Atlas, No. 1	13 80
Atlas, No. 2	15 85
Stearns, 4 in.	12 80
Stearns, 5 in.	16 00
Perfect, No. 1	10 50
Canada	13 25
Hatch	13 25
National	15 00
America	19 00
Great West	30 00

HATCHETS, LATHING

No. 3	$10 25
No. 4	11 25

HATCHETS, SHINGLING

No. 1	$10 25
No. 2	11 25

HATCHETS, BARRELLING

Nos. 50, 60	$15 75

HATCHETS, CLAW

No. 7	12 25
No. 8	13 00

F.o.b. Montreal, Toronto, Hamilton, London

HEATERS, ELECTRIC

Glower Heater	12 00
Heatray Heater	14 00

Discount 22%-33%, according to quantity.

Majestic, 1 Burner	$11 50
Majestic, 2 Burner	17 50

Discount 27½%.

Universal	13 80

Discount 20 and 5%.

F.o.b. Toronto.

HINGES, SPRING

No. 200, per doz.	$2 50

HINGES, TEE AND STRAP

Heavy in Bulk.	Strap Doz. pairs.	Tee
4-inch	$3 00	$2 55
5-inch	3 70	3 20
6-inch	4 00	3 60
8-inch	5 40	4 10
10-inch	9 60	7 30
12-inch	11 90	11 60
14-inch	13 60	11 80

DISCOUNT 35%.

Light. Net Prices		
3-inch	$0 90	$0 90
4-inch	$1 08	1 00
5-inch	1 26	1 17
6-inch	1 53	1 35

Screw Hook and Strap Hinges—List prices, per dozen pairs—6 in., $4.30; 8-in., $4.80; 10-in., $6.40; 12-in., $7; 15-in., $7.50; 18-in., $11; 21-in., $12.40; 24-in., $16; 27-in., $17.20; 30-in., $18.50; 33-in., $21 50; 36-in., $24.50.

Discount, 5%.

F.o.b. Toronto, London, Hamilton and Montreal.

HOES. Grub $10 50 $11 00

HOOKS, GRASS

	Canadian	English Fox
No. 2, per doz.	$4 90	$7 50
No. 3, per doz.	5 00	8 00
No. 4, per doz.	5 10	8 50
Little Giant	8 00	
Barden Patent	8 00	

F.o.b. Montreal, Toronto.

HORSESHOES Price per keg

Patterns	Sizes made	No. 2 and larger	No. 1 and smaller Less 20c.
Light iron	0-7	$8 25	$8 50
Long heel light iron	3-7	8 25	
Medium iron	1-8	8 25	8 50
Heavy iron	6-8	8 25	
Snow	1-6	8 50	8 75
New-light "XL" steel	1-6	8 70	8 95
Featherweight "XL" steel	0-4	10 10	
Special-countersunk	0-4	10 60	
Toe-weight (front only)	1-4	11 10	

Packing—Up to 3 sizes in one keg, 10c per 100 lbs. extra. More than 3 sizes, 25c per 100 lbs. extra.

F.o.b. Montreal and Belleville.

Terms—Cash in thirty days, less 2% discount

TOE CALKS

Nos. 0, 1, 2 and larger, sharp and blunt, $2.70 to $3.00 box.

HOSE, LAWN Toronto

Corrugated, ½ in., 100 ft.	$19 00
Do., ⅝ in., 100 ft.	21 50
Do., ¾ in.	25 00

Less 5% for full reels, 500 ft.

F.o.b. Toronto and London.

IRON AND STEEL

See weekly report.

IRON, TINNED

Lion and Crown Brand, Toronto, in 22 gauge, 24 gauge and 26 gauge.

36 x 96	25c per lb.
30 x 96	25c per lb.

Less than case, 50c per 100 lbs. extra. F.o.b. Toronto.

These prices nominal.

IRONS (SAD)

Potts, polished, per set	$2 18
Potts, nickel plated, per set	2 30
Potts handles, japd., doz.	2 15
Common, No. 1, 4 and 5 lbs.	18 00
Do., 6 lbs. and up	17 00

F.o.b. Montreal.

IRONS, Electric

Model B, $7.50 list.

Classic, $8.00 list.

Discount 22% to 33%, according to quantity.

KNIVES, HAY

Spear Point	$19 00
Lightning	17 50
Heath's	17 50

LADDERS, Etc.

Step Ladders	Per ft.
Standard	0 40
Household	0 30
Faultless, 4 to 8 ft. only	0 48
Shelf Lock, 4 to 8 ft. only	0 36
Faultless, 10, 12 and 14 ft.	0 56

Single and Fruit Picking

10 ft. to 16 ft.	0 28
18 ft. to 20 ft.	0 29

F.o.b. Toronto, Hamilton, London.

Roped and Straight Extension Ladders Per ft.

20 to 32 ft.	0 32
36 to 44 ft.	0 35
Over 44 ft.	0 43
Special quality, 20 to 40 ft.	0 40
Three section extension	0 40

F.o.b. Toronto, London, Montreal, Stratford.

Fire ladders up to 32 feet are twice the price of ordinary extensions. Over 32 ft. are supplied with supporting legs at three times the price.

LANTERNS Per doz.

Short or Long Globe, plain or japd.	15 00
Dash, plain	18 75
Do., Japd.	19 25
Do., Search (r'nd reflec.)	17 00
Little Bobs	2 10-4 20

F.o.b. Toronto, Hamilton, London. Montreal.

LANTERN GLOBES—

Cold Blast, Short or Long

1 doz. cases	$1 85 doz.
3 doz. cases	1 65 doz.
6 doz. cases	1 60 doz.
Cold blast, genuine ruby	5 75

F.o.b. Toronto, London, Hamilton and Montreal.

LATCHES Per doz

Steel Thum, No. 2	$2 25
Do., No. 3	3 15
Do., No. 4	4 70
Barn Door, No. 5	3 30
Do., No. 9	3 50

F.o.b. Montreal, Toronto, London.

LEAD

For pig lead and lead and zinc products see weekly report.

MACHINES (WASHING)

	List each
Dowswell	12 75
Noiseless	17 50
Hamilton	14 00
Peerless	14 50
Snowball	19 50
New Century, style A	19 75
New Century, style B	21 75
New Century Electric	160 00
Playtime, engine drive	27 00
Ideal Power	28 00
Seafoam, electric, style A	105 00
Seafoam, engine drive	50 00
Sunshine	10 25
Popular, No. 2	12 50
Economic	
Popular, No. 1	13 00
Champion	20 25
Blue Bell, without stand	18 00
Whirlpool, water power	32 00
Puritan Water Motor Washer, complete	30 00
Hydro, 1 Tub, engine drive	57 00
Do., do., electric	116 50
Rotary water motor washer	29 00
Connor ball-bearing, with rack	22 75
Perfection, engine drive	65 00
Perfection ,electric	124 00
Beaver	27 50
Beaver, power	28 50
Connor, vacuum	27 50
Patriot	20 00
Jubilee	12 50
Canada First	20 00

Less 25%.

Freight equalized with Montreal, Ottawa, Toronto, Hamilton, Kingston, London and St. Mary's on shipments of quarter dozen and upwards.

MATTOCKS

Cutter, doz.	$14 00
Pick, doz.	14 00

F.o.b. Montreal, Toronto, London Hamilton.

MIXERS, BREAD

Canuck—	
No. 4, dozen	$36 24
No. 8, dozen	40 92
Universal—	
No. 4, dozen	49 75
No. 8, dozen	52 00

MOPS Doz. Net

Liquid Veneer	$20 00
O-Cedar, less handle	14 00
Do., with handle	16 00
S. W. Mops, complete	5 50
Mop Sticks, No. 8	2 00
Cast Head Mop	2 00
Crescent, No. 10	2 25 3 25
Crank wringing	8 25- 9 00

F.o.b. Montreal, Toronto, Hamilton, London.

MOWERS, LAWN

Adanac	25%
Woodyatt	10%
Empress	15%
Mayflower	25%
Ontario Daisy	15%
Star	10%
Brockville K	Net
Brockville C	Net
Brockville BB	Net

F.o.b. Toronto, Guelph, London, Hamilton, Brockville.

NAILS

List adopted Sept. 10, 1920.

Advance over base on common wire nails in kegs.

1 inch	$1 50	2¾ inch	$0 30
1⅛ inch	1 40	3 inch	0 20
1¼ inch	1 15	3¼ inch	0 15
1½ inch	0 80	3½ inch	0 10
1¾ inch	0 75	4 inch	0 05
2 inch	0 60	4½ inch	0 05
2¼ inch	0 55	5 inch	base
2½ inch	0 30	5½ inch	base
		6 inch	base

6½ to 12-inch 2 ga. and heavier 25c over base.

Standard Steel Wire Nails, f.o.b. London; Hamilton, Milton, $5.10 base; Toronto, $5.10.

F.O.B. Montreal, $5.00 base.

Freight equalized on above points.

Windsor, Walkerville, Sandwich, f.o.b. factory prices, carload freight allowed, ...

Sault Ste. Marie, Port Arthur, Fort William, $5.55 base, f.o.b. factory; no freight allowance.

Moulding, Flooring, Slating, Box, Fence, Barrel Nails, 25c per 100 lbs. over common nail prices. Finishing Nails, 50c per 100 lbs. advance over common nail price.

Miscellaneous wire nails, 65% off miscellaneous list, f.o.b. Toronto, Montreal, Hamilton and London.

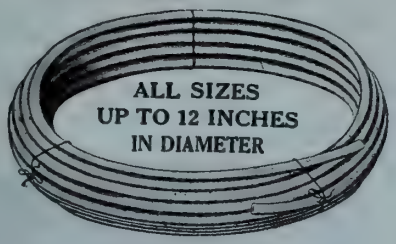
NAILS, CUT

Montreal, $5.75; London, $6.40 base; Toronto, $6.20.

Roofing Nails — American, large head, keg, $11; 25-lb. boxes, per F.o.b. Montreal, Toronto, Hamilton. 100 lbs., $12

"Pussyfoot" Closet Tanks "Aristocrat" Laundry Tubs

LEAD PIPE



SHEET LEAD

ANY WEIGHT. EIGHT FEET WIDE. ANY LENGTH.



THE CANADA METAL CO., LIMITED, TORONTO

CARTER'S

Always Recommend

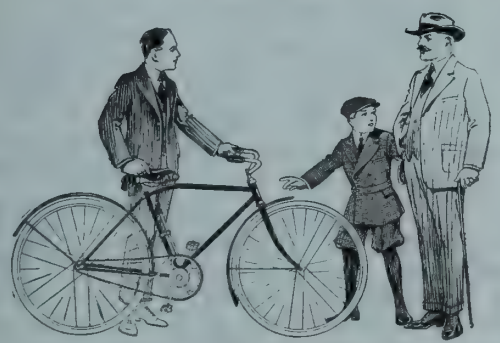
CARTER'S GENUINE DRY RED LEAD

It is worth recommending. A highly oxidized and very finely ground Red Lead that is always pure, always uniform and very economical. The best protection paint for metal work, railway and marine work, steam pipes, etc.

Carter's Genuine Orange Lead, Genuine Dry White Lead and Litharge are of a similar high quality. Write for prices and particulars.

The Carter White Lead Company of Canada, Limited, 91 Delorimier Ave., Montreal

The "Small Town" Dealer Can Make Money Selling C·C·M· Bicycles



"That's the Bike I Want, Dad!"

THERE isn't a town so small that there are not a number of boys and girls in it who want bicycles. In the surrounding district are many farm boys and girls who would find a bicycle a quick and easy way of getting to school.

And there are school teachers, clergymen, carpenters and others who are "live" prospects for bicycles.

It is really surprising how many sales enterprising C. C. M. dealers make in small towns. The business is there if you **go after it.**

Spring is here—the BIG season for bicycles. Now is the time to get into the business.

Write to-day for agency terms on one of the popular C.C.M. lines:—

Red Bird—Massey—Cleveland—Perfect—Columbia
Gendron—Ivanhoe

The Bicycle with the C·C·M· TRIPLEX HANGER

Canada Cycle & Motor Company, Limited

Montreal, Toronto, WESTON, ONT., Winnipeg, Vancouver

NAILS (HORSE)

Size	C Brand Per 25-lb.box
Capewell—	
No. 5	$6 75
No. 6	6 50
No. 7	6 25
No. 8	6 00
No. 9 to 12	5 75

Discount, 10%

"M.R.M." BRAND

No.	Net Price List Lengths	Per box of 25 lbs
3	5⅝"	$20 25
4	1¾"	10 25
5	1 15-16"	5 25
6	2⅛"	5 00
7	2 16-16"	4 75
8	2½"	4 75
9	2 11-16"	4 50
10	2⅞"	4 50
11	3 1-16"	4 50
12	3¼"	4 50

F.o.b. London, Hamilton, Montreal, Toronto.

NETTING, POULTRY

List prices per 50-yd. rolls.
Adopted March, 1900.

2-inch mesh and 19 ga. wire.

12 inch...	$1 80	48 inch...	$ 6 20
18 inch...	2 65	60 inch...	7 70
24 inch...	3 40	72 inch...	9 20
30 inch...	4 00	84 inch...	10 50
36 inch...	4 75	96 inch...	12 00
42 inch...	5 50		

1½ inch mesh and 19 ga. wire.

12 inch...	$3 50	42 inch...	$10 50
18 inch...	5 00	48 inch...	12 00
24 inch...	6 30	60 inch...	15 00
30 inch...	7 75	72 inch...	18 00
36 inch...	9 90		

1 inch mesh and 20 ga. wire.

12 inch...	$4 00	42 inch...	$12 00
18 inch...	5 50	48 inch...	14 00
24 inch...	7 00	60 inch...	17 00
30 inch...	8 50	72 inch...	20 00

¾ inch mesh and 20 ga. wire.

24 inch..	$10 50	36 inch...	$15 00
30 inch..	12 75		

½ inch mesh and 22 ga. wire.

24 inch..	$16 50	36 inch...	$24 00
30 inch..	20 00		

Discounts at present quoted apply only to 1 and 2 inch mesh setting. Other prices have been withdrawn and are quoted only on application.

Toronto, London, Montreal, Canadian netting, 2-in. mesh, plus 10%.

1-in. mesh, plus 10%.

American netting, 1-in. mesh, add 10%.

Invincible—	Per rod
1848	$0 95
2060	1 05

Put up in 10, 20 and 30-rod rolls.
F.o.b. Montreal.

Blue Ribbon—	
24-inch, per roll	5 50
36-inch, per roll	7 15
48-inch, per roll	8 35
60-inch, per roll	9 85
72-inch, per roll	11 25

Put up in 10 rod rolls.

NIPPLES

See Fittings.

OAKUM—

Special No. 1	18 50
Plumbers'	8 00

F.o.b. Montreal, Toronto.

OILS	Toronto
Royalite, gal	0 27
Palacine, gal	0 30
Gasoline, net, gal.	0 38

Above prices net.

	Gallon
Black oil (summer)	0 24.6
Black oil (winter)	0 25.1
Capital, cylinder	0 88.6
Mach. oil, regular grades	0 52.6
Imperial gas engine oil	0 59.1
Paraffine	0 31.1

List, less 15% on above.

Imperial Kerosene, tractor	1 50

List less 25%.

Polarine Oil, list	1 50
Polarine Oil, heavy, list	1 50
Polarine A, list	1 50

List, less 25%.

Gargoyle Mobiloil E and Arctic	1 60
Gargoyle Mobiloil, B	1 95
Gargoyle Mobiloil, BB	1 90
Gargoyle, Mobiloil A	1 80

List, less 15% on above.

Fuel Oil, bbl., net	0 11.2
Do., tank cars, net	0 09.2

Prices shown are barrel basis unless otherwise specified. Barrels charged extra.

OLD MATERIALS

See weekly report.

PACKING	Per lb.
Fine jute	$0 17
Coarse jute	0 13
Hemp	0 36
Square braided hemp	0 38
No. 1 Italian	0 44
No. 2 Italian	0 36

F.o.b. Toronto, Montreal.

PAPER	Per 400-ft. roll Montreal	Toronto
Dry Fibre, No. 1, Anch.	1 45	....
Do., No. 2, Anch.	0 95	....
Do., No. 2 Elephant	0 95	....
Tarred Fibre, No. 1 Anchor	1 55	....
Do., No. 2, Anchor	1 25	....
Elephant Brand, tarred, No. 2	1 25	....
Surprise Fibre	1 05	....
Stag Sheathing	1 05	....
Cyclone, dry	1 45	....
Do., tarred	1 70	....
Joliette Sheathing	0 95	....
Do., tarred	1 25	....

Per 100 lbs.

	Mont.	Toronto
Monarch Sheathing, white	8 75	....
Do., gray	6 75	....
Straw Sheathing, heavy, dry	5 10	....
Imp. White Sheathing	$6 75	....
Imp. Grey Sheathing	5 50	....
Scythe Brand dry straw	4 55	....
Spruce Sheathing, 36" and 72" wide	7 25	....
Asbestos Sheathing	13 50	....
Carpet Felt	6 50	....
Tarred Felt, 7, 10 and 16 oz.	5 35	....

F.o.b. Toronto and Montreal and Hamilton.

PASTE

Stick-Fast	
In barrels, 250 lbs., lb.	0 14
Barrels of 5 lbs., cotton bags, lb.	0 15
In kegs, 125 lbs., lb.	0 16
In 50-lb. boxes, lb.	0 18
In 25-lb. boxes, lb.	0 19
Solpar	
Barrels (200 lbs.), per lb.	0 14
2-lb. pkgs, case lots, lb.	0 16
1-lb. pkgs., case lots, lb.	0 17

PICKS

Clay—	Montreal	Toronto
5 to 6 lbs., doz.	11 50	12 00
6 to 7 lbs., doz.	12 50	13 00
Rock—		
7 lbs.	13 50	12 50
8 lbs.	13 50	12 75

F.o.b. Montreal and Toronto.

PINS, CLOTHES

	Per case
5 gross, 4-in. (loose)	$2 25
4 gross (cartons), 4 in.	2 25
Spring, 2 grs. box	1 90

F.o.b. Montreal and Toronto.

PIPE, WROUGHT

Price List No. 49, March 1, 1921.

Standard Buttweld Pipe

Per 100 feet.

	Steel Blk.	Steel Gal.	Gen. Wrot. Iron Blk.	Gen. Wrot. Iron Gal.
⅛ in.	$ 6 50	$ 8 50	$	$ ....
¼ in.	5 07	7 17	5 91	8 01
⅜ in.	5 07	7 17	5 91	8 01
½ in.	6 76	8 29	7 95	9 48
¾ in.	8 34	10 41	9 95	12 02
1 in.	12 33	15 39	14 71	17 77
1¼ in.	16 68	20 82	19 90	24 04
1½ in.	19 94	24 89	23 79	28 74
2 in.	26 83	33 49	32 01	38 67
2½ in.	42 41	52 94	....	....
3 in.	55 46	69 23	....	....
3½ in.	70 38	86 94	....	....
4 in.	83 39	103 01	....	....

Standard Lapweld Pipe

Per 100 feet.

	Steel Blk.	Steel Gal.	Gen. Wrot. Iron Blk.	Gen. Wrot. Iron Gal.
2 in.	$30 43	$37 19	$35 71	$42 37
2½ in.	45 92	56 45	54 11	64 64
3 in.	60 05	73 82	70 76	84 53
3½ in.	72 22	88 78	85 10	101 66
4 in.	95 57	105 19	100 83	120 45
4½ in.	99 70	1 24	1 30	1 54
5 in.	1 16	1 44	1 52	1 80
6 in.	1 51	1 87	1 97	2 33
7 in.	1 96	2 44	2 53	3 01
8L in.	2 06	2 56	2 66	3 16
8 in.	2 38	2 95	3 07	3 64
9 in.	2 85	3 54	3 67	4 36
10L in.	2 64	3 28	3 41	4 05
10 in.	3 40	4 22	4 39	5 21

Freight equalized on Chatham, Guelph, Hamilton, London, Montreal, Toronto, Welland.

PIPE (Conductor)

	Plain	List
2 in., in 10-ft. lengths, list.	$18 40	
3 in. in 10-ft. lengths, list.	22 30	
4 in., in 10-ft. lengths, list.	29 60	
5 in., in 10-ft. lengths, list.	40 00	
6 in., in 10-ft. lengths, list.	49 00	

Less 50/10%.

F.o.b. Toronto, Ottawa, Oshawa.

PIPE, LEAD

See weekly report.

PIPE (SOIL) Med. and extra heavy.	
2 in., 3 in.	10%
4 in.	20%
5, 6 in.	15%
8 inch	Plus 5%

SOIL PIPE FITTINGS	
2, 3, 4, 5, 6, in.	40%
8 in.	plus 5%

PIPE (STOVE)

See prices under Wares, etc.

PITCH	
Pine, black, per bbl.	$13 25
Navy pitch, per bbl.	6 50
Coal tar pitch, per cwt.	1 50

F.o.b. Montreal, Toronto

PLANTERS, CORN	
King of Field, doz.	$13 20
Triumph, doz.	11 00

PLATES, CANADA	Mont.	Toronto
Prices nominal,		
Do., 60 sheets	$10 00	011 25
Ordinary, 52 sheets	9 75	11 00

PLATES, COKE, TIN

Prices only nominal

	Tor. Per box	Mont. Per box
IX, 20x28, 112 sheets	24 50	
IXXX, 20x28, 56 sheets	15 00	
Do., 56 sheets	13 10	

"DOMINION CROWN BEST"— DOUBLE COATED TISSUE

	Nominal
IC, 14x20 base	$15 00
IX, 14x20 base	17 00
IXX, 14x20 base	19 00

F.O.B. Montreal.

PLATES, TERNE (Prices nominal)

IC, 20x28, 112 sheets	23 00

F.O.B. Toronto or Montreal.

POLISH (O-Cedar)	Doz. Net
4-oz. bottles	2 40
12-oz bottles	4 80
1-qt. can	12 00
½-gal. cans	20 00
1-gal. cans	28 00
Net.	
Liquid Veneer—	Doz. Net
4-oz.	$2 40
12-oz.	4 80
32-oz.	10 00
64-oz., each	1 34
128-oz., each	2 84

PUMPS

	Pitcher Spout	Closed Spout
No. 2	$3 10	$3 30
No. 3	3 40	3 65
No. 4	4 05	5 00

	Each
No. 70	7 00
No. 80	9 50

PUMPS, REDWING

No. 3	10 75	No. 6	18 00
No. 2	8 75	No. 6	18 00
No. 1	7 50	No. 5	15 25
No. 0	$8 25	No. 4	$12 75

F.o.b. Montreal, Toronto, Hamilton, London.

RIVETS AND BURRS

Iron rivets, 7-16 inch and smaller, blacked and tinned, 37½%; Iron burrs, 37½% off list on 200-lb. kegs.

Extras, add 1c to list on 100-lb. kegs; 3c on 50-lb. boxes; 4c on 25-lb. boxes, 8c on 1-lb. pkgs.

Copper rivets, usual proportion of burrs, 27½% off; burrs, add 10%

Extras on Copper Rivets, ½-lb. pkgs., 1c per lb.; ¾-lb. pkgs., 2c lb. Coppered Rivets, net extras, 3c per lb.

F.o.b. Montreal, Toronto, London.

ROOFING	Per square Toronto
Samson, 1-ply, roll	$3 00
Samson, 2-ply, roll	3 50
Samson, 3-ply, roll	4 10
2 ply ready roofing	2 18 2 18
3 ply ready roofing	2 55 2 60

	Mont.	Toronto
Everlastic, 1 ply	2 10	2 10
Everlastic, 2 ply	2 50	2 50
Everlastic, 3 ply	2 95	2 95
Panamoid, 1 ply	1 90	1 90
Panamoid, 2 ply	2 30	2 30
Panamoid, 3 ply	2 75	2 75
Red Star, 2 ply	2 13	2 13
Red Star, 3 ply	2 55	2 55
Amazon, ex. heavy, 80 lbs. to roll	4 75	....

Everlastic Multi-Shingles (4 in.), sq.	$6 50
Everlastic Slate Surface Single Shingles, Tylike (red or green), sq.	7 65

F.o.b. Montreal.

Everlastic Liquid Roofing cement—		
Per gal., in bbls.	0 70	0 70
5 and 10 gal. lots, gal.	0 85	0 85
1 gal. cans, gal., doz.	10 50	10 50
Coal Tar (refined), bbl.	10 25	10 50
Coal tar (crude)	9 00	9 25
Roofix Roofing Cement—		
In bbls., per gal.		0 60
In ½ bbls., per gal.		0 65
In 5s and 10s		0 70
1 gal. cans, per doz.		9 00

F.o.b. Toronto, Montreal and Hamilton.

ROPE

Pure Manila basis	0 24½
Beaver Manila basis	0 20
New Zealand hemp basis	0 20
Sisal basis	0 18

Above quotations are basis prices, ¾ in. and larger diameter. The following advances over basis are made for smaller sizes:—⅝ in., ½c; 9-16 to 7-16 in. inclusive, 1c; ⅜ in., 1½c; ¼ and 5-16 in., 2c; 8-16 in., 2½c extra.

Single lathe yarn basis	0 18
Double lathe yarn	0 18½
Yacht marline, tarred	57
Halyards	50
Beaver Halyards, wht. pol, ¾ in. basis	0 35
Hemp, deep sea line basis	50
Hemp, tarred ratline basis	43
Hemp, tarred bolt rope basis	45
Marline and Houseline	45

NOTE.—Extra charge for shorter lengths than half coils, 2c per lb. additional instead of 1c per lb. as formerly.

Italian rope basis on application.	
Cotton, ⅛ in.	0 42
Do., 5-32 in.	0 41
Do., 3-16 in.	0 38
Do., ¼ in. and up	0 37

F.o.b. Toronto, Montreal, London Welland, Hamilton.

TAPES, MEASURING (LUFKIN)—

	Each
263—50 ft. Challenge, Steel	$5 30
103—50 ft. Reliable Jr., Steel	5 34
243—50 ft. Rival, Steel	4 67
1243—50 ft., Rival Jr., Steel	4 35
603—50 ft., Metallic	3 38
604—66 ft.	3 92
403—50 ft., Linen	2 57
	Dozen
713—50 ft., Ass Skin	6 95
714—66 ft., Ass Skin	8 35
143—3 ft., Steel Pocket	3 30
145—5 ft., Steel Pocket	11 20
175—5 ft., Linen Pocket	7 30
165—5 ft., Cotton Pocket	1 65

F.o.b Montreal, Toronto, London.

SANDPAPER

B. & A. sandpaper, net list.
Star sandpaper, net list.
B. & A. emery cloth, 52½% on list.

F.o.b. Montreal and Toronto.

SCALES	Scale List	Stamping extra
Champion—		
4 lb.	$ 6 50	$0 40
10 lb.	8 75	0 45
240 lb.	13 75	0 75

Discount 5%.

600 lb.	40 00	1 00
1200 lb.	48 50	1 50
2000 lb.	65 00	1 50
2000 lb. Drop lever.	74 00	1 50

Discount 10/5%.

Champion, even balance 5% discount; standard scales, discount, 10 and 5% off list. No discount allowed on stamping charge. F.o.b. Toronto, Montreal, Hamilton.

SCREWS

Discounts off Standard List adopted Aug. 1, 1908.

Wood, F.H., bright	72½%
Wood, R.H., bright	70%
Wood, O.H., bright	70%
Wood, F.H., brass	60%
Wood, R.H., brass	57½%
Wood, O.H., brass	57½%
Wood, F.H., bronze	55%
Wood, R.H., bronze	52½%
Wood, O.H., bronze	52½%
Square cap	20%
Hexagon cap	20%



If This Were *Your* Window —

Here is a suggestion for a Univernish Window Display—easily arranged, attractive and convincing—one that will beckon the passer-by into your store for supplies of **"The Varnish that lasts longest."**

Univernish needs little introduction to the people of your community. It is known to them already through big space consumer advertisements appearing in Canadian publications of national circulation.

Tell them through your window displays that you sell Univernish. You can meet their every color requirement because Univernish is made in a wide range of transparent wood colors as well as a clear varnish.

Write us to-day for all particulars of our dealer proposition.

"Save the surface and you save all" *Paint & Varnish*

The

Dougall Varnish Co., Limited

MONTREAL

Associated with Murphy Varnish Co., U.S.A.

SCREWS, IRON BENCH, No. 14

1 in.	$16 70
1⅛ in.	24 25
1½ in.	25 25

SCYTHES — Doz.

Cast Steel	$20 00
Golden Clipper	20 95
Little Giant	22 00
Bush	20 50

SNATHS — Doz.

00 Patent	$17 50
1 loop	16 80
2 loops	15 80
3 loops	14 70
Bush	18 20

SHEETS, BLACK
See Montreal and Toronto report.

SHEETS, CORRUGATED
See weekly report.

SHEETS, GALVANIZED
See Weekly Reports.

	Queen's Hd.	Fleur-de-lis
28 gauge	$10 75	$10 00
26 gauge	10 50	9 75
24 gauge	9 90	9 35
22 gauge	9 55	8 90
18 and 20 ga.	8 85	8 75

Prices only nominal.
F.O.B. Montreal.

SOLDERING COPPERS
See Coppers.

SOLDER, BAR
See weekly report.

SPIDERS
Cast, No. 7, $1; No. 8, $1.05; No. 9, $1.15.

SPOUTS, SAP

Eureka, per M.	$16 50

STANDS, WASHTUB

Dowswell, doz.	$47 25

STAPLES (Fence—Galvanized)

Bright	$5 75
Galvanized	6 75

STOVES

Oil Burning Cooking	List each
Perfection No. 32, 2-burner	$25 50
Perfection, No. 33, 3 burner	31 00
Perfection No. 34, 4-burner	40 00
No. 22G oven for above stoves	9 00

Discount, 30 per cent. off list.

McClary Glass Front Oven No. 70, each, net	6 00
Detroit Glass Front Oven, No. 85, each, net	....
Hot Blast	Plus %

F.O.B. Sarnia, London, Toronto, Ottawa.

Oil Burning Heaters	List
No. 525, each	$ 50
No. 530, each	10 50
No. 630, each	13 50

Discount 30% off list.

Hot Blast	Plus 10%

30% discount of No. 525, No. 530, No. 630 only.

STRETCHERS, CURTAIN—

Star, No. 1, doz.	$27 60
Star, No. 2, doz.	30 00
Sun No. 1	20 00
Sun, No. 2	22 00

STRETCHERS, WIRE

Hercules, doz.	$3 60

SWEEPERS—
Carpet (Bissell's)

Amer. Queen, nick. fittings, cyco b.b.	$ 60 00
Club, jap., cyco bearing	120 00
Champion, jap. fittings	45 00
Grand, jap., cyco b.b.	68 00
Grand Rapids, nick., cyco b.b.	55 00
Do., jap., cyco b.b.	50 00
Parlor Queen, nick., cyco b.b.	62 00
Princess, nick., cyco b.b.	57 00
Standard, jap. fittings	46 00
Universal, jap., cyco bear	48 00
Do., nick., cyco bear	53 00

SWEEPERS, VACUUM (Bissell's) — Doz.

Grand Rapids, nickelled	$106 00
Household, japanned	94 00
Superba, nickeled	120 00

F.O.B. factory, Niagara Falls, Ont.

SWINGS, Ontario — $10 00

TACKS — Discount

Wire Tacks	67½/15%

Revised Hardware Tack List adopted Jan. 20, 1920. 67½/15%
Double-pointed tacks 67½/15%
Shoe findings—New list being prepared.
F.O.B. Toronto, Hamilton, Montreal and London.

TINNERS' TRIMMINGS
See prices under head of Wares.

TOASTERS, ELECTRIC

Universal	7 50
C. G.	5 00

Discount 20 and 10%.

Canadian Beauty	$5 84
Upright, with rack	6 40

TOOLS, HARVEST
Waverley, Wellandvale, Rixford, Maple Leaf, Bedford, 50 and 10% off new list.
F.O.B. Montreal, Toronto, Hamilton, London.

SPADES, SHOVELS AND SCOOPS

	1st Grade	2nd Grade	4th Grade
	%	%	%
Plain Back Shovels and Spades	35	35	35
Draining Tools	35	35	35
Hollow Back Scoops	35	35	35
Sand Shovels	35	35	35
Hollow Back Shovels	35	35	35
Hollow Back Coal Shovels	35	35	35
Riveted Back Scoops	35	35	35
Miners' Spring Point Shovels	35	35	35

Above discounts apply whether goods are sold in carload or less than carloads.
The above discounts apply only to Black List; Black List prices being as follows:

BLACK LIST			
Plain Back Shovels and Spades	$29.00	$28.00	$25.00
Draining Tools, No. 2, black	29.00	27.50	.....
Hollow Back Scoops, No. 2, black	34.50	.....	32.00
Coal Shovels, Hollow Back, No. 2, black	32.00	.....	30.00
Sand Shovels, No. 2, black	27.50	.....	24.00
Hollow Back Shovels, No. 2, black	27.50	.....	24.00
Riveted Back Scoops, No. 2, black	37.50	35.50	34.00
Miners' Spring Point Shovels, No. 2, black	36.50	.....	.....

NET EXTRAS—
For each size larger than No. 2, add 35c dozen net.
Full polished, add $1.00 per dozen net.
Half polished, add 50c per dozen net.
F.O.B. London, Hamilton, Toronto, Gananoque, Ottawa, Collingwood, Sherbrooke, Montreal, Quebec, Halifax, St. John, Moncton, and freight may be equalized thereon. On shipments less than 5 dozen F.O.B. factory only.

TRACK BARN DOOR

Hatch Trolley, per ft.	....
Brackets for above, per doz.	....
National Flat Track, 1¼ in. per ft.	....

TROUGH (EAVE)
O. G. Square bead and half round:

Size in girth.	Per 100 ft.		
8 in.	$15 90	15 in.	$28 80
10 in.	17 70	18 in.	36 50
12 in.	21 20	Less 50/10%.	

F.O.B. Toronto, Oshawa, Ottawa.

TRAPS (GAME) — Doz. with chain

Victor, No. 1 Giant, doz.	$3 35
Jump, No. 1	3 50
Hawley & Norton, No. 1	5 00
Newhouse, No. 1	7 50

F.O.B. Toronto, London, Hamilton, Montreal.

TUBS, WOOD

No. 0, per dozen	$26 40
No. 1, per dozen	23 10
No. 2, per dozen	20 90
No. 3, per dozen	17 60

F.O.B. Newmarket.

TWINE, BINDER — per ft.

550 feet	0 17¼
550 feet	0 18¾
600 feet	0 20¼
650 feet	0 21¼

Freight prepaid to nearest station in lots of 300 lbs. and over. Rebate of ⅛ cent lb. on 10,000 lbs. and ¼ cent lb. on 20,000 lb.

TWINE (COTTON)

5-lb. sack, 3-ply, lb.	0 47
Cones, 3-ply, lb.	0 44
Do., 4-ply, lb.	0 53

VALVES AND COCKS

Compression work—Standard.	34%
Fuller work—Standard	30%
Basin cocks Fuller, No. 0	30%
Nos. 1 and 2	30%
Bath Cocks—Compression	25%
Flatway stop and waste cocks, Standard	34%
Roundway stop and waste cocks—Standard	34%
Brass steam cocks, stand.	10%
Radiator valves—Standard	23%
[illegible] removable se[illegible]	10%
Globe, angle and check valves, standard	5%
Gate or Straightway	Net
Jenkins Gate Valve	10/7%
Jenkins Globe	10%
J.M.T.	10%
J.M.T. C.	15%

F.O.B. Toronto.

VALVES, FOOT

	Blk.	Galv.
1¼	0 58	0 83
1½	0 72	1 10
2	0 99	1 60

Penberthy Brass Valves

Gate Valves	15%
Regrinding Valves	10%
Swing Check Valves	5%
Compodisk Valves	10%

WARES, ETC.
Britannic, advance 65%
Scotch Grey Ware, 40%
Colonial, 5%
Imperial Ware, 5%
Pearl, 5%
Premier, list, plus 30%
Canada Ware, list, plus 30%
Crescent, 40%
Diamond, plus 30%
White Ware, 20/10%
Japanned Ware, list, plus 33 1-3%
Japd. Ware, White, list, plus 45%
Plain and Japanned Sprinklers, list plus 33 1-3%
Stamped Ware, plain, 35%
Stamped Ware, retinned, 20/10%
Copper Bottoms, plus 50%
Tinners' Trimmings, plain, 35%
Tinners' Trimmings, retinned, 20/10%
Tinners' Trimmings, General, list, plus 50%
Factory Milk Cans, list, plus 70%
Milk Can Trimmings, list, plus 90%
Cream Cans, list, plus 47½%
Railroad Cans, list, plus 40%
Sheet Iron Ware, list, plus 66 2-3%
Pieced Ware, ordinary, list, plus 75%
Pieced Tinware, C.B., list, plus 90%
Fry Pans, Acme, list, plus 5%
Fry Pans, Quick Meal, plus 50%
Spiders, steel, plus 50%
Fire Shovels, japanned, list, plus 60%
Steel Sinks, galv'zd, list, plus 50%
Steel Sinks, painted, list, plus 50%
Light Galv. Pails and Tubs, list plus, 60%
Heavy Galv. Pails and Tubs, list plus 50%
Hollow Ware, add 40%
Garbage Pails, list, plus 45%
Jap. Coal Hods, list, plus 80%
Galv. Coal Hods, list, plus 90%
Paper Lined Boards, 10%
Wood-lined Boards, list, plus 10%
Copper Boilers, list, net list.
Copper Tea Kettles, list plus 30%.
Copper Tea and Coffee Pots, list, plus 30%.
Stove and other Pipe, list, plus 100%
Stove Pipe Elbows, black and galv., list, plus, 66 2-3%.
Stove Pipe Thimbles, 40%
F.o.b. Montreal, Toronto, London, Hamilton.

WASHERS, WROUGHT
Round, plain. Sizes given are size of hole. In boxes of 50 lbs. list prices per 100 lbs.—¼ in., $28.00; 5/16 in., $24.40; ⅜ in., $22.80; 7/16 in., $21.00; ½ in., $19.60; 9/16 in., $18.80; ⅝ in., $18.60; 11/16 in., $18.40; ¾ in., $18.20; 13/16 in., $18.00; 1 1/16 in., 1⅛ in., 1¼ in. 1 5/16 in., $18.00; 1⅜ in., 1½ in. 1⅝ in., $13.40; 1¾ in., 1⅞ in., 1 in., 2⅛ in., $19.00. Discount 45% f.o.b. Montreal, Hamilton, Toronto, London and Halifax.
Car lots allowance to following points: Windsor, Walkerville, St. John, Moncton, Amherst, New Glasgow. Freight allowance: Fort William and West, 10c per 100 lbs., cash in 30 days less 2%.
Net extras, 26 to 40 lbs. of a size, $1.00; 25 lbs. of a size or less, $2.00 per 100 lbs. Package allowances—if taken in kegs about 175 lbs. each, allowance 10c per 100 lbs.; if taken in bags about 100 lbs., allowance 15c per 100 lbs.

WEIGHTS, SASH

	Tor.	Lon.	Mont.
Section, 1 lb., per 100 lbs.	$5 10	$5 25	$6 00
Section, ½ lb., per 100 lbs.	5 50	5 75	6 00
Solid, 3 to 30 lbs., per cwt.	5 00	4 75	5 00

WHEELBARROWS

Navvy, steel wheel, doz.	$105 00
Garden Steel, doz.	78 75
Light Garden, doz.	85 00

F.O.B. Montreal, Toronto, London

WIRE PRODUCTS
Annealed or Bright.
Advances over base price on sizes lighter than No. 9.

No. 9 and heavier	Base
No. 10	$0 06
No. 11	0 12
No. 12	0 20
No. 13	0 30
No. 14	0 40
No. 15	0 55
No. 16	0 70

Annealing, no extra.
Oiled and Annealed, extra, $0.15.
Coppering and liquor finish, extra, $1.00-$1.50.
Tinning, extra, $2.00-$3.00.
Bright base, $5.00.
Annealed base, $5.00.
Galvanized base, $5.70.
Barbed Wire, $6.20.
Coiled Spring Wire, 9 gauge, Toronto, $5.65; Montreal, $5.75.
Prices subject to change without notice.
Extra net, per 100 lbs.—Oiled wire, 15c.; bright, soft drawn, 25c-70c.

Stovepipe Wire.

No. 18	$9 50
No. 19	10 00

F.O.B. Toronto, London, Hamilton, Montreal, St. John, freight equalized.

WRENCHES, STILLSON

	each
6 inch	$2 00
8 inch	2 25
10 inch	2 50
14 inch	3 50
18 inch	5 00
24 inch	7 25
36 inch	13 50

Discount 45% Canadian pattern; 40% on genuine.

WRENCHES, CRESCENT, list plus 10%.

WRINGERS, CLOTHES

Domestic, No. 531E	$115 00
Dom. Bench, No. 541EB	174 00
Favorite, No. 511E	105 00
Favorite, No. 512	112 00
Royal Canadian	94 00
Favorite, No. 514	133 00
Ottawa, No. 231E	105 00
Ottawa Bench, No. 341EB	162 00
Challenge, No. 311E	95 00
Warranty	115 00
Bicycle	95 00
Eze	102 00
Rapid	92 00
Eureka	64 00

Discounts from above list, 25%.

Terms—30 days, less 2 per cent. Freight equalized on half dozen machines and upwards with the nearest of the following places to point of destination, viz.: Montreal, Kingston, Ottawa, Toronto, Lon-

TINKER TOM'S TALKS.

No. 305

Quality Counts!

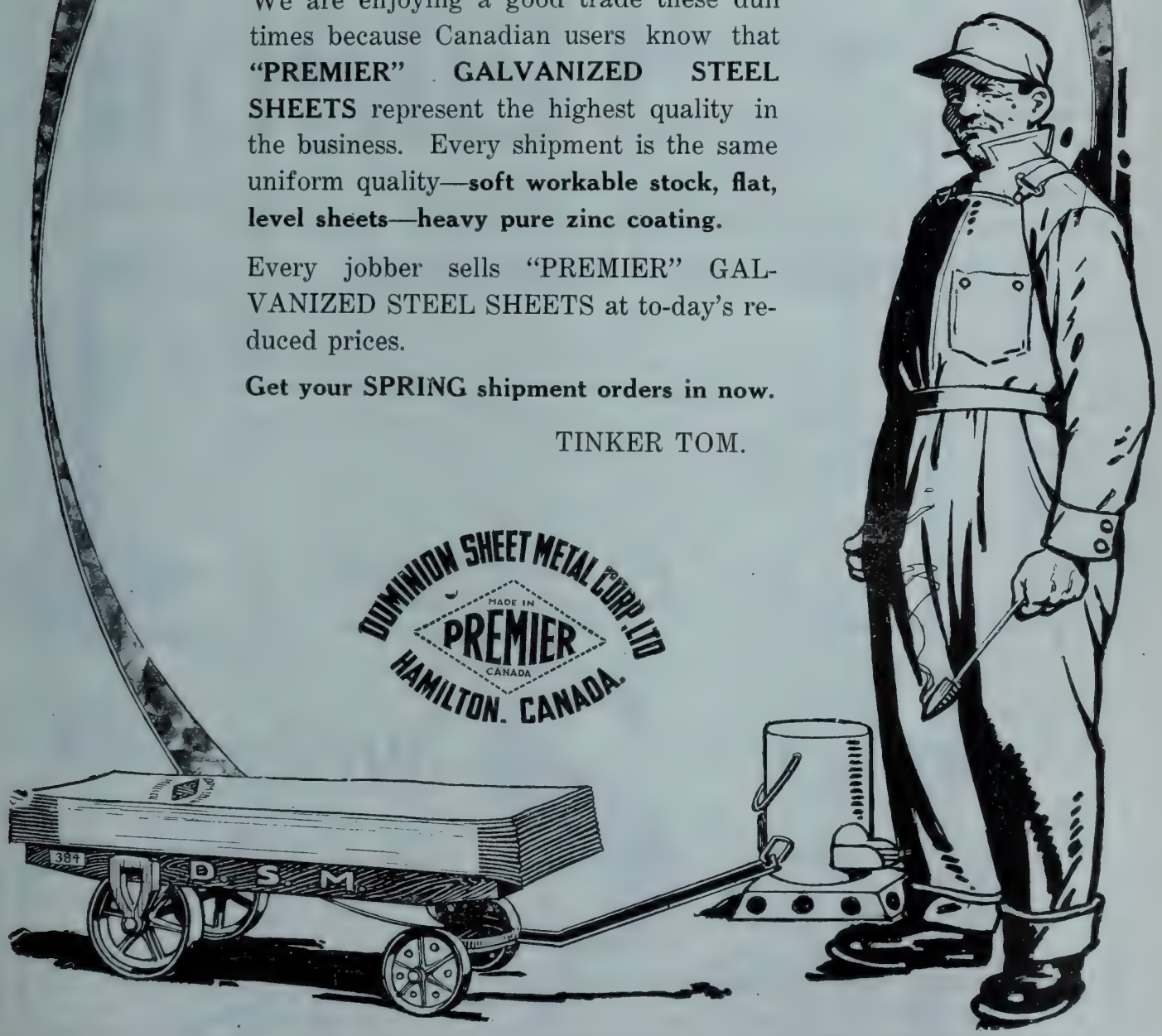
We are enjoying a good trade these dull times because Canadian users know that **"PREMIER" GALVANIZED STEEL SHEETS** represent the highest quality in the business. Every shipment is the same uniform quality—**soft workable stock, flat, level sheets—heavy pure zinc coating.**

Every jobber sells "PREMIER" GALVANIZED STEEL SHEETS at to-day's reduced prices.

Get your SPRING shipment orders in now.

TINKER TOM.

DOMINION SHEET METAL CORP. LTD
MADE IN PREMIER CANADA
HAMILTON, CANADA.



If interested tear out this page and place with letters to be answered.

Paints, Oils, Etc.

ALABASTINE
Colors and white—2½-lb. packages, $10.10 for 100 lbs., 5-lb. packages, $9.60 for 100 lbs. F.o.b. Paris or nearest jobbing house.

BLUE STONE	Montreal	Toronto
Per lb., bbls. ..	10	10

COLORS (DRY)	Per lb.
Raw and Burnt Umber, 100 lb. kegs, No. 1	06-09½
Do., pure	11-15
Raw and Burnt Sienna, 100 lb. kegs, lb.	06-09½
Do., pure	16-18
Imp. green, 100-lb. kegs..	22-23
Chrome green, pure	50-56
Chrome yellow	30-45
Brunswick green, 100-lb. keg	11-14½
Indian red, 100-lb. keg	15-20
Do., No. 1, 100-lb. keg	..-07
Lamp black	32-35
Venetian red, best bright	06½-09
Do., No. 1	08¾-05½
Drop black, pure dry	...-20
Golden ocre, 100-lb. kegs	..-09
White ochre, 100-lb. keg..	..-06
Do., barrels	..-05
Yellow ochre, barrels	04-05½
French ochre, barrels	..-10½
Spruce ochre, 100-lb. kegs.	05-08
Can. red oxide, bbls.	02¾-04½
Super magnetic red	0 05
Vermillion	1 00
English vermillion	2 25

F.o.b. Montreal, Toronto.

COLORS IN OIL, PURE	1 lb. tins
Venetian red	0 27
Indian red	0 36
Chrome yellow, pure	0 70
Golden ochre, pure	0 35
French spruce ochre, pure..	0 30
Greens, pure	0 35
Siennas	0 36
Umbers	0 36
Ultramarine blue	0 70
Prussian blue	1 20
Chinese blue	1 20
Drop black	0 42
Ivory black	0 44
Signwriters' black, pure	0 48
Lampblack	0 48
Imperial black, 25-lb. irons.	0 39

F.o.b. Montreal, Toronto

ENAMELS (white)	Gal.
Dougall white enamel	$8 00
Vitralite	9 45
Duralite	7 50
B-H "White" Enamel	9 00
Martins, White	7 00
Satinette	6 23
C.P. Co. Albagloss	6 30
C.D. Master Painters'	8 20
Mooramel	7 00
Sunshine, white	7 00
Kyanize	8 00
Solpar	4 50
Paripan	11 00
Jasperlac	5 00
Invincible	7 50
Hillcrest	7 00
Amelite A. & E.	8 40
Adelite, A. & E.	6 15

GLUE	Per lb.
English, sheet	30-32
White pigsfoot	..-50
Cake bone, 112-lb. bags..	30-32
Hides, 112-lb. bags	35-40
Ground glues, 112-lb. bags—	
English, per lb.	30-32
Canadian, per lb.	27-30

Brantford—	Per case
No. 7, 50 pcks, 1 lb.	$25 00
No. 8, 100 pcks., ½ lb.	28 00
No. 9, 200 pcks., ¼ lb.	35 00

GLASS Per 100 ft.	Single Thick	Double Thick
Under 25 ..	$19 90	$22 90
26 to 34	20 80	24 85
35 to 40	21 80	26 40
41 to 50	23 50	30 00
51 to 60	24 60	30 80
61 to 70	26 50	32 70
71 to 80	29 70	35 40
81 to 85	....	45 45
86 to 90	....	48 85
91 to 94	....	49 80
95 to 100	....	58 65
101 to 105	....	65 35
106 to 110	....	73 10

Discount box glass, Toronto, 60/10%; London, 60/10%.

For Montreal prices see Montreal list.

Cut size sheet glass, 60% off new list; cash 2%.

MONTREAL GLASS LIST

United In.	Star or 16 oz.	Double 24 oz.
Up to 25	$11 00	$16 40
26 to 40	14 00	20 90
41 to 50	15 00	23 00
51 to 60	16 00	24 00
61 to 70	17 00	25 00
71 to 80	....	27 00
81 to 84	....	34 00
85 to 90	....	36 50
91 to 94	....	37.25
95 to 100	....	43.75

Discount box glass, Montreal 50%.

Cut size sheet glass, 60% off list of November, 1919

GLAZIERS' POINTS
Zinc coated, 13c, ½-lb. pkg.
F.o.b. Montreal, Toronto.

LEAD, WHITE (Ground in oil).
Prices are per 100 lbs. in ton lots. Less than ton lots are 35c per 100 lbs. higher than quoted below. F.O.B. Brantford, 50c; London, 55c; Windsor, 60c per 100 lbs. F.o.b. Toronto and Hamilton, 45c per 100 lbs. F.o.b. Fort William and Port Arthur. 75c per 100 lbs.
Maritime differential 50c per 100 lbs. over Montreal.

	Montreal	Toronto
Anchor, Pure	$14 50	$14 95
Champion, Pure	14 50	14 95
Crown Diamond, pure	14 50	14 95
Green Seal	14 50	14 95
I.V. Perfection	14 50	14 95
Ramsay's Pure	14 50	14 95
Moore's Pure	14 50	14 95
Tiger, Pure	14 50	14 95
O.P.W. Dec. Pure..	14 50	14 95
Red Seal	14 50	14 95
O.P.W., English	14 75	15 20
Maple Leaf, pure	14 50	14 95
Elephant Genuine	15 00	15 45

B. B. Genuine Lead, less than tons, Montreal, $16.40, Toronto, $16.85.

LEAD (RED DRY)	Per 100 lbs.
Genuine, 560-lb. casks	$14 00
Genuine, 100-lb. casks	15 00
Less quantity	16 00
Genuine Eng., casks	14 00

F.o.b. Montreal, Toronto.

Lead (red in oil)	
25s	0 24
10s	0 25
5s	0 26
1s	0 29

F.o.b. Toronto, Montreal, Hamilton

LINSEED OIL
For prices see weekly report.

LITHARGE
Casks, per cwt. $17 00
Smaller quantities, per lb. 0 20

LIQUID, BRONZING
Bronzing liquid, No. 1..$1.55-$2.15
Banana oil, gal 4 25
F.o.b. Montreal, Toronto

MURESCO	Per 100 lbs. White	Tints
350-lb. bbls.	$7 15	$8 25
200-lbs., half bbls.	8 00	9 10
100-lbs., kegs	8 25	9 35
Cases 20 5-lb. pkgs.	8 80	9 90

F.O.B. Toronto.

OILS—

Fly, Creonoid—	
Barrels, per gal.	0 65
Half-barrels, per gal.	0 70
5s and 10s, per gal.	0 80
1s (1 doz.)	13 00
½ gal. cans, 1 doz. to case..	9 00

PAINTS, PREPARED
See weekly report.

Price per gallon, 1 gallon can basis	
Elephant white	$4 35
Sanitone, white	3 85
Sanitone, colors	3 75
C.P. Co., pure, white	4 45
C.P. Co., pure, colors	4 10
C.P. floor paint	3 95
Elephant floor paint	3 70
Victoria floor paint	3 40
B.-H. English, colors	4 10
B.-H. English, white	4 45
B.-H. Fresconette, white	3 85
B.-H. Fresconette, colors	3 75
B.-H. Floor	3 95
B.-H. Porch Floor	4 10
Crown Diamond, white	4 20
Crown Diamond, colors	3 85
Crown Diamond Floor	3 70
Crown Diamond, porch	3 80
Do., Flat Wall Tone, white.	3 85
Do., colors	3 75
Moore's House Colors, white	4 35
Do., House Colors, colors	4 10
Do., Preservo Paint, white.	2 95
Do., colors	2 85
Do., floor paint	3 80
Do., Sani-Flat	3 80
Moore's Porch and Deck Paint	4 10
I.V. Elastica, white	3 95
I.V. Elastica, colors	3 70
I.V. Flatine, int. wall, white..	3 85
I.V. Flatine, int. wall, colors.	3 75
Jamieson's Crown Anchor	3 85
O.P.W. Canada Brand, white	4 45
O.P.W. Canada Brand, colors	4 10
O.P.W. Canada Brand, floor.	3 95
O.P.W. Flat Wall, white	3 85
O.P.W. Flat Wall, colors	3 75
Ramsay's Pure, white	4 30
Ramsay's Pure, colors	3 95
Ramsay's floor	3 80
Ramsay's porch	3 95
Glidden's white	4 45
Glidden's colors	4 10
Martin-Senour, 100%, white..	4 45
Martin-Senour, 100%, colors..	4 10
Martin-Senour, Porch Paint..	4 10
Martin-Senour, Neutone, white	3 85
Martin-Senour, Neutone, colors	3 75
Martin-Senour, Floor Paint..	3 95
Sherwin-Williams, white	4 45
Sherwin-Williams, colors	4 10
Sherwin-Williams, floor	3 95
Sherwin-Williams, porch paint	4 10
Flat Tone, white	3 85
Flat Tone, colors	3 75
Lowe Bros., H.S., white	4 45
Lowe Bros., H.S., color	4 10
Lowe Bros., hard drying floor	3 95
Mellotone, white	3 80
Mellotone, colors	3 75
Maple Leaf, white	4 45
Maple Leaf, colors	4 10
Maple Leaf, floor	3 95
Pearcy's Prepared, colors	3 60
Pearcy's Prepared, white	4 00
Pearcy's Prepared, floor	3 30
A. & E. Adelite, white	4 45
Do., colors	4 10
Do., Industrial white	3 50

Barrett Products

Everjet Elastic Carbon Paint—	Mont.	Tor.
Barrels, per gal.	0 80	0 80
Half-barrels, per gal.	0 85	0 85
5s and 10s, per gal..	0 95	0 95
1s, per case, doz.	12 00	12 00
Everjet Black Enamel—		
Crates 2 doz., 8 oz..	$1 95	$1 95
Crates 12 doz., 8 oz..	1 70	1 70
1-gal. cans, gal	1 50	1 50
5-10 gal. cans, gal..	1 35	1 35
Barrels-half bbls., gal	1 25	1 25
Carbosota Liquid Creosote Oil—		
Barrels	0 60	0 60
Half barrels	0 65	0 65
5s and 10s, gal	0 75	0 95
1s (case 12 gals.)	8 50	9 50
H., T. & A. Co.'s Creosote Oil—		
Barrels	0 45	
Half-barrels	0 50	
5s and 10s	0 60	

F.o.b. Montreal, Toronto.

PARIS GREEN	100-lb. lots
½-lb. paper cartons, per lb..	0 52
1-lb. paper cartons, per lb..	0 50
½-lb. tins, per lb.	0 54
1-lb. tins, per lb.	0 52
25-lb. tins, per lb.	0 48
50 and 100-lb. drums, per lb.	0 46
250-lb. kegs, per lb.	0 44½
600-lb. barrels, per lb.	0 44

Terms, 1% 15, or 30 days net.
F.o.b. Montreal, Toronto, Hamilton, London, Ottawa, Quebec, Moncton, St. John's and Halifax.
Yarmouth and P.E.I. points ¼c per lb. extra.

PUTTY
See Weekly Report.

ROSIN

Barrels, 100 lbs.	6 00
Less, per lb.	0 09

SHELLAC

	Pure white	Pure orange
Per bbl.	$4 45	$3 85
Gal. jugs	4 60	4 10

F.O.B. Toronto, London, Montreal.

SHINGLE STAINS	Ord. Colors	Greens
Solignum	1 25	1 60
Martin Senours	1 40	1 60
Elastica	1 40	1 60
Hillcrest	1 40	1 60

TAR	Mont.	Toronto
Coal Tar, refined	10 25	10 50
Do., crude	9 00	9 25

PAINT AND VARNISH REMOVER

Taxite, 1 gal. cans	3 60
B.H. Vanisher	3 60
Chalco	3 60
Klensa	3 60
Cumoff	3 60
Dougall Lingerwett	3 60
Takeoff	3 60
O.P.W. Presto	3 60
Solvo	3 60
Varn-off	3 25
Adelite	3 60

VARNISHES	Per gal cans
B.-H. Floor	4 80
B.-H. Maritime Spar	6 08
B.-H. Hard Oil	3 24
B.-H. Gold Medal	4 02
Elastilite	4 50
Granitine Floor Finish	4 50
Hydrox Spar	4 65
C.P.C. Sun Varnish	4 30
C.P.C. Sun Aero Spar	4 50
C.P.C. Sun Waterproof Floor.	4 40
I.V. Elastica, No. 1	5 74
Do., No. 2	5 25
Do., Floor	4 88
Jasperite Interior and Exterior	3 75
Jasperite Indestructo, floor	3 75
Jasperite Pale Hard Oil	2 75
P. & L. No. 61	5 06
Jamieson's Copaline	4 25
M-S Marble-Ite Floor	4 87
M-S Wood-Var	4 87
M-S Durable Spar	5 78
M-S Finest Interior	5 23
Moorlastic Floor	4 25
T. 45 Floor	3 50
Moorvar Interior	3 25
Moore's Spar	5 00
Elastic Interior	3 14
Mar-not	4 40
Quick Action House	2 65
Rexspar	5 64
Scar-Not	5 13
Solpar, Spar Marine	6 00
Solpar House Spar	4 50
Solpar Floor	4 50
Solpar Interior	3 50
Kyanize Spar	5 15
Kyanize Cabinet Rubbing	4 85
Kyanize Interior and Floor	4 85
Luxeberry light	4 72
Luxeberry granite	4 90
Luxeberry spar	5 62
Ramsay's Universal	3 75
Ramsay's Agate Floor	3 95
Ramsay's 400 Hard Oil	3 25
Ramsay's, No. 720	3 00
Crown Diamond Floor	4 25
"C.D. Big 4" Exterior	5 00
"C.D. Big 4" Interior	4 50
"C.D. Big 4" Floor	4 40
C. D. General Purpose	4 15
C. D. Furniture	2 05
Dougall Univarnish, clear	5 40
Dougall Transparent, spar	6 00
Dougall Transparent, floor	5 20
Copalite	4 00
Adelite, No. 103, Floor	4 56
Adelite, No. 105, Flat	4 56
Adelite, No. 100, Spar	6 00

F.o.b. Montreal, Toronto.

WATER PAINTS	
Rockface, bbls., 250 lb.	0 05
Opalite, 300 lb. bbls.	0 13½
Opalite, 100 lb. kegs	0 14½
1 gal. packages, per pkg.	0 75
½ gal. package, per pkg.	0 40

WATER PAINTS (per 100-lbs.) 5-lb. pkgs.	White	Colors
Decotint	9 50	9 50
Coralite	9 50	9 50
Perfecto	8 50	9 50
Solpar	8 80	9 90
C. D. Wall Coating, white	8 75	
Do., colors		9 25
A. & E Hygiene Kal.	0 42	0 48
Do. in 100 lb. kegs	0 09	....
Do., in 300 lb. bbls	0 08	....

WASTE	
Cream, Polishing	0 22

WHITE			
XXX	0 21	XXX	0 18½
XX	0 19½	XX, grad	$ 17½
X	0 17½	XLCR	0 16½
XC	0 16½	X Empire	0 15
		X Press.	0 13½

COLORED	Fancy	
	0 15	
No. 1,...	0 14½	Lion .. 0 13½
No. 7....	0 13½	Standard 0 12
No. 1A...	0 12½	Popular . 0 10½
No. 1B...	0 11½	Keen . . 0 09

Above lines subject to trade discount for quantity.

WAX	
B.H. Wax	0 50
Berry Bros.	0 70
Imperial Floor Wax	0 40
Anchor	0 33
O.P.W. Lion Brand	0 50
Old English	0 67
Johnson's	0 67
Jamieson's liquid wax, gal.	3 50
Ramsay's	0 45
Martin-Senours	0 58
I.V. Wax	0 59
Sherwin-Williams	0 60
Solpar	0 40
Sturgeon French Polish	0 60
Crown Diamond	0 45
Hillcrest	0 45
Plymouth Rock	0 60

F.o.b. Montreal and Toronto.

WHITING
Gliders, bolted, in bbls. 3 25
Stocks very light, prices nominal.

WOOD ALCOHOL	Per gal
In five gallons	$2 75
Methylated Spirits	1 90-2 55

F.o.b. Montreal Toronto London

GLASS

GLASS—We are receiving regularly large quantities of Belgium glass. We stock or manufacture Plate, Bevelled Plate, Mirrors, Figured, Leaded, Wired and Prism Glass.

DELIVERIES—We can make immediate deliveries or spring import shipments.

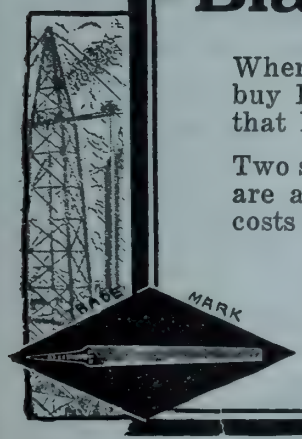
PRICES—At a time when you want to buy at the lowest prices we urge you to place your orders with us. Our prices are attractive.

Write, Phone or Wire for Prices

HOBBS Manufacturing Company, Limited

MONTREAL TORONTO LONDON WINNIPEG

Black Diamond for Cutting



When you buy a file, you buy cutting service. For extra cutting value, buy Black Diamonds. Made since 1863 to a standard of file quality that has won highest honors at expositions and at the bench.

Two simple steps will lead to better filing except where Black Diamonds are already used. Our catalog is free for the asking. A shop trial costs nothing and will show convincing results.



Established 1863

Black Diamond File Works

G.& H. Barnett Company 1078 Frankford Ave. Philadelphia, Pa.

Owned and Operated by Nicholson File Co.

Window S RED Glass

Also Plate, Figured, Bent, and Ornamental Glass

Stained, Wired, Mirror

Order Early

The Toronto Plate Glass Importing Co., Limited

Don Roadway **Toronto**

If interested tear out this page and place with letters to be answered.

Winnipeg Hardware Quotations

AMMUNITION

Powder, per keg, $11.00.

Soft shot, per cwt., $15.50; chilled, $17.00; buckshot, $16.30; ball, $16.70.

AMMUNITION, DOMINION

	Blk. List	Lesmok List	Smkless List
BB caps	.....	.....	$ 7 00
22 Short	.....	$10 00	10 70
22 S. Mush.	.....	.....	11 50
22 Long	.....	12 00	15 00
22 L. Mush.	.....	.....	16 00
22 L.D. do.	.....	.....	18 70
22 L. Rifle.	.....	14 00	17 50
25 Short	$23 50	.....	.....
32 Short	23 50	.....	70 00
25/20	.....	.....	70 00
25 Colt Auto	.....	.....	53 00
30 Mausey	.....	.....	91 00
32 S. & W.	.....	.....	42 00
32 S. Colt	33 50	.....	.....
32 Colt Auto	.....	.....	63 00
32/30	.....	.....	70 00
38 S. & W.	.....	.....	54 50
44 G. Getter	.....	.....	66 50
44/40	.....	.....	64 00
455 Target	.....	.....	85 00
250 Sav. H.P.	.....	.....	160 00
280 Ross	.....	.....	209 00
25/35	.....	.....	125 50
30/30	.....	.....	144 50
303 Savage	.....	.....	144 50
303 British	.....	.....	190 00
32/40	.....	.....	121 50
32 Special	.....	.....	144 50
32 Rem. Rim.	.....	.....	144 50
33 Win.	.....	.....	190 00
35 Rem. Rim.	.....	.....	159 50
351 Self Ldg.	.....	.....	121 50
38/55	.....	.....	152 00
45/70-405	133 00	.....	.....

Jobbers' Discount on Winchester and Savage Ammunition, 40%; U. M. C., 40% off Dominion List.

Dominion Amunition — Discount 30/20% off Dominion List.

ANVILS

Peter Wright, 60 to 69 lbs., 29½c a lb.; 70 to 79 lbs., 28½c; 80 lbs. and over, 27½c.

Farriers' Clip Horn, 28½c a lab. Norris, 80 lbs. and over, 16c.

AUGER BITS

Standard List Prices per Dozen.

3/16	$6 00	18/16	$12 00
4	5 00	19	14 00
5	5 00	20	14 00
6	5 00	21	16 00
7	5 00	22	16 00
8	5 00	23	18 00
9	6 00	24	18 00
10	6 00	35	21 00
11	7 00	26	21 00
12	7 00	27	24 00
13	8 25	28	24 00
14	8 25	29	27 00
15	9 50	30	27 00
16	9 50	31	30 00
17	12 00	32	30 00

Discounts from standard list prices.

Irwin ..... 40% on list

Gilmour ..... 10% on list

AXES

Single Bit	$17 50	$19 00
Double Bit		24 50
Broad Axes		60 00

AXES, BENCH

No. 2	$22 00
No. 3	24 75
No. 4	26 95
No. 5	29 70
No. 6	88 00

BAR IRON

Round and square.—3-16 in., ¼ in., and 5-16 in., $7 base. Round and square over 2 in., up to and including 2 ¾in., and flats over 1 in. x 4 in. up to 6 in. wide, $6.40 base. Rounds over 2¾ in. to 6 in., $6.90 base. Swedish iron, $8; sleighshoe steel, $6.25; spring steel, $6.50; machinery steel, $8.

BARS, CROW, $12.00 per 100 lbs.;

BELT LACING

In sides tanned, $2.50 per lb.; cut, $3.00 per lb.; rawhide, sides $2.50 cut $3.00

Blue Stone (Vitriol). 11½c.

BELTING

Rubber, 6 in. and under 54%; over 6 in., 47%

Agricultural or No. 1 leather belting, 15 10-10% off list.

Standard, 15-10% off list. Extra 15%.

The "double" list is just twice the

BOARD, BEAVER Per M ft.

1,000 ft. to 5,000 ft..... $51.50

BOILERS, RANGE

30-gal., each 15 00

BOLTS—

Carriage, ⅜ in. and smaller, up to 6 in., 15%; over 6 in., net list; 7-16 in. and larger, 5%; Machine, ⅜ in. and under, up to 4 in., 32½%; over 4 in., 5%; 7-16 in. and over, 10%; machine set screws, 25%; plough bolts, 12½%; stove bolts, 60%; shaft bolts, 5% adv.; tire bolts, 40%; sleigh shoe bolts, 5% adv.

BORAX Borax, per lb., 14c.

BUTTS

Plated—No. 241 Antique Copper and Dull Brass Finish.

	Per pr.
2½ x 2½ in.	0 45
3 x 3 in.	0 46
3½ x 3½	0 47
4 x 4 in.	0 59
4½ x 4½ in.	0 88
5 x 5 in.	1 55

Wrought Steel—

No. 800	net prices
No. 804	net prices
No. 838	net prices
No. 840	net prices

CARPET FELT Per Roll

16 oz.—50 lbs.	4 70
20 oz.—54 lbs.	5 90

CHAIN

Coil, Elec. Weld, 3-16 in., $19.25; ¼ in., $17.75; 5-16 in., $15.55; ⅜ in., $13.55; 7-16 in., $13.20; ½ in., $12.85; 9-16 in., $12.85; ⅝ in., $12.15; ¾ in., $11.90.

B.B. Short Link—3-16 in., $17.75; 7-16 in., $15.40; ½ in., $15.75; 9-16 in., $15.75; ⅝ in., $14.15; ¾ in., $13.95; ⅞ in., $13.35; 1 in., $13.15.

Logging—¼ in., $21.15; 5-16 in., $17.95; ⅜ in., $15.95; 7-16 in., $15.60; ½ in., $15.25.

CHIMNEYS, LAMP

A, crimp top, per doz., $1.85; B, per doz., $2.15; Rochester plain top, per doz., $2.70.

CHOPPERS, FOOD

Universal, No. 0, $2.30; No. 1, $3.15; No. 2, $3.75; No. 3, $5.00.

CHURNS

Power — No. 0, $11.00; No. 1, $11.00; No. 2, $12.00; No. 3, $13.00; No. 4, $17.00.

Hand — No. 0, $9.00; No. 1, $9.00; No. 2, $10.00; No. 3, $11.00; No. 4, $13.00.

CLEVISES, MALL. 21c per lb.

CLIPPERS, HORSE Each

Stewart, No. 1	$10 88
Hand, Newmarket	3 60

CLOCKS—Alarm

	Each
Big Ben	$4 05
Baby Ben	4 05
America	1 95
Sleepmeter	2 75

CLOTHES LINE WIRE Doz.

50 foot	$4 50
100 foot	8 00

COPPER

Sheet and planished copper, 60c per lb. Tinned, 55c.

CORD SASH

Coils or Hanks.

8, 9, 10 ..... $0 60 lb.

DRILLS

See Eastern list.

Bit stock discount	40%
Blacksmiths' ½ inch shank	25%
Straight shank	25%
Do., wire	25%
Taper shank	25%

EAVETROUGH

Eavetrough, per 100 ft., 8 in., $7.20; 10 in., $7.88; 12 in., $9.00; 15 in., $13.05.

Conductor pipe, 2 in., per 100 ft., $9.00; 3 in., $10.80; 4 in., $13.73; 5 in., $18.90.

ENAMELWARE

See Wares.

FILES

Globe	Discount 50/5%
Nicholson Gen.	Discount 30%

FITTINGS—Malleable

Class A	50%
Class B and C, off new list	60%
Bushings	10%
Unions, "Dart"—	
¼ to 2-in.	15%
⅛, 2½, 3½ and 4-in.	5%
Nipples, 4 in. and under	45%

FRY PANS Each

Cast iron, No. 8	$1 05
No. 9	1 15

GALVANIZED WARE

See Wares.

GLASS, WINDOW Single Double

Up to 25-in.	$ 8 00	.....
26 to 40 in.	9 72	14 68
41 to 50 in.	10 48	15 84
51 to 60 in.	10 80	16 32
61 to 70 in.	11 20	16 92

GLASS (Plate)

20%.

GLOBES, LANTERN Doz

Cold Blast	$1 75
Short	1 75
Genuine Ruby	5 00

GRIDDLES, PANCAKE

Round, No. 1	$1 05
No. 2	1 15
Oblong, No. 8L	1 10
No. 9L	1 25
No. 3	1 90

GRINDSTONES

price of "single."

Per 100 lbs., $3.75.

Mounted on steed frames, $7.75 to $10.25.

HARVEST TOOLS. 50% and 10%.

HAMMERS— Adze-Eye, Plain

	Doz.
No. 0, 1½ lb.	$20 20
No. 1, 1¼ lbs.	19 05
No. 1½, 1 lb.	18 95
No. 2, 13 oz.	18 50
No. 22, 1¼ lbs.	15 00
No. 21, 1 lb.	13 65

Bell Face Doz.

No. 61, 1¼ lbs.	$19 05
No. 61½, 1 lb.	18 95
No. 62, 13 ozs.	18 50
No. 65, 1¼ lbs.	15 00
No. 64, 1 lb.	13 65

HAMMERS, MACHINISTS'

	Doz.
No. 30 up to and including	
No. 1	$13 85
No. 1½	16 15
No. 2	18 50
No. 2¼	20 20

HAMMERS, MASONS'

No. 43, 5 lb. and over, $23 per cwt.

HAMMERS' STRIKING

Double face, No. 38, 5 lbs., $17.00. per cwt.

HINGES—Net prices.

Light Strap.—3 in., 93c per doz. prs.; 4 in., $1.13; 5 in., $1.27; 6 in., $1.60; 8 in., $2.33; 10 in., $3.27.

Light Tee—3 in., 93c per doz. prs.; 4 in., $1.00; 5 in., $1.20; 6 in., $1.40; 8 in., $1.67; 10 in. $2.27.

Heavy Strap.—4 in., $2.25 per doz. prs.; 5 in., $2.80; 6 in., $3; 8 in., $4.05; 10 in., $6.90; 12 in., $8.40; 14 in., $9.90.

Heavy Tee—4 in., $2 per doz. prs.; 5 in., $2.40; 6 in., $2.75; 8 in., $3.15; 10 in., $5.40; 12 in., $8.80; 14 in., $9.20.

Corrugated Strap—4 in., $1.80 per doz. prs.; 5 in., $2.35; 6 in., $3.20; 8 in., $4.90; 10 in., $7.50; 12 in., $11.30.

Corrugated Tee—4 in., $2.15 per doz. prs.; 5 in., $3; 6-in., $3.50; 8 in., $5.90; 10 in., $8.85.

Screw Hook and Strap.—6 in., $4.45 per doz. prs.; 8 in., $4.95; 10 in., $6.60; 12 in., $7.20; 15 in., $7.75; 18 in., $11.35; 21 in., $12.75; 24 in., $16.50.

HORSESHOES

Iron, No. 0 to 1, $9.95; No. 2 and larger, $9.70; snowshoes, No. 0 to No. 1, $10.20; No. 2 and larger, $10.05; hand drilled, No. 0 to 1, $17.50; No. 2 and larger, $17; toe weight, $11.95.

HOSE, GARDEN

	3-ply	Per 100 ft. Multiped
½ in.	$13 50	$21 00
⅝ in.	15 50	.....
¾ in.	17 50	28 00

IRON, GALVANIZED

	Apollo and "Fleur-de-Lis" Premier
10¾ oz. or 28 Eng.	$10 95
28 Am. or 26 Eng.	10 55
26 Am. or 26 Eng.	9 95
24	9 80
22	9 80
18 and 20	9 65
16	9 50

IRONS, SAD

Common Sad Iron, 6 and over 18c per lb.; 4 and 5 lbs. 20c per lb.

Mrs. Potts' No. 55, set $2 60

Mrs. Potts, No. 50, set 2 70

Mrs. Potts' common sad iron handles, $2.40 dozen. Mrs. Potts' improved, $3.00 a dozen.

JACKSCREWS

15% on list.

KNIVES—HAY

Heath's	$17 50
Lightning	17 50

LADDERS, STEP

Common, 4 ft., $1.85; 5 ft., $2.15; 6 ft., $2.55; 7 ft., $3; 8 ft., $3.50; 10 ft., $4.75.

LADDERS, EXTENSION

20 to 32 ft., per ft., 37½c; 36 to 40, 41c.

LANTERNS

Cold Blast

No. 2, Japd.	16 50
No. 2, Coppd.	19 25
No. 2, plain	15 75
Short Globe, doz.	15 75

LATCHES—THUMB, STEEL

	Doz
102	$2 40
103	2 45
104	2 85
Barn Door	
5	3 85
8	4 25
9	6 50

LEAD PIPE, $12.06.

LEAD WASTE, $12.96.

WHITE LEAD

Decorators' pure, 25 lb. drums, $16.10 per 100 lbs.

LINSEED OIL

See weekly report.

MACHINES—WASHING

	Each
Dowswell	$ 9 00
New Century	16 30
Canadian	9 00

MATTOCKS

Pick, $14.25; cutter, $14.25.

MOPS

O-Cedar, No. 1	$16 00
O-Cedar, No. 3	16 00
Self-wringing	6 75
Mop Handles	2 10

MOWERS—LAWN

	12 in.	14 in.	16 in
Woodyatt	$ 12 00		$12 75
Empress	14 25		15 00
Daisy	8 75		9 50
Star	7 40		7 95
K—3-blade	9 60	10 25	10 60
C—4-blade	10 70	11 25	11 75
BB—4-bld.	12 45	13 00	13 65

NAILS

Wire, f.o.b. Fort William, $5.55 base; Winnipeg, $6.20. Cut f.o.b. Winnipeg, $7.75.

NAILS, HORSE, 25-lb. Box

	MRM	Capewell	New Peerless
No. 4	.....	.....	$7 75
No. 5	$5 25	$7 00	5 75
No. 6	5 00	6 75	5 50
No. 7	4 75	6 50	5 25
No. 8	4 75	6 25	5 00
No. 9	4 00	6 00	4 75



SILKSTONE

(REGISTERED TRADE MARK)

FLAT WALL COLOURS

Suppose you write us to-day about Silkstone and other lines that will benefit your business? We know you want to satisfy customers and build permanent, lasting trade; Silkstone is one of a line that does that to perfection.

You can sell it because Silkstone beautifies walls at less cost than wall paper. It can be washed easily without rubbing off. Its soft, silky finish gives an artistic effect much appreciated by home lovers. It is economical, durable and satisfies good taste.

Let us show you that it is profitable to sell. If a thing sells well and pays the merchant well, you certainly want it working for you in your store, don't you?

"Save the surface and you save all" *Paint & Varnish*

Write and let us explain the advantage of an agency

G. F. Stephens & Co.
Limited

Paint and Varnish Makers

Winnipeg Calgary Edmonton

If interested tear out this page and place with letters to be answered.

Winnipeg Hardware Quotations—Continued

NETTING—POULTRY

1 in. mesh x 24 in.	$6 61
30 in.	8 92
36 in.	10 50

NUTS

Square, small lots, blank, $4.50; tapped, $5.00 advance on list; Hexagon, small lots, blank, $4.75; tapped, $5.25 advance on list; case lots all styles, 1c less than above.

OAKUM

Clipper, spun, bale 50 lbs. $11 50
Clipper, unspun, bale, 50 lbs. ....
Plumbers, bale 50 lbs. 7 00

OILS—	Gallon
Kerosene	0 34
Gasoline	0 47
Black (summer)	0 36
Black (winter)	0 36½
Imperial kerosene tractor	1 35
Capital cylinder	1 00½
Castor machine	0 60½
Imperial gas engine	0 65
Discount 10%.	
Polarine	1 35
Polarine A	1 35
Polarine heavy	1 35
Gargoyle Mobile A	1 68½
Gargoyle Mobile B	1 93½
Gargoyle Mobile BB	1 88½
Gargoyle Mobile E and Arctic	1 53½
Fuel oil	On application
Discount 25%.	
Wm. Penn Motor, medium	1 53
Do., heavy	1 58
French C, medoum	0 85
French A, heavy	1 20
Transmission, No. 1	0 75
Steam cylinder, No. 650C	1 10
Volunteer, reg. gas engine	0 60
Century caster machine	0 55
Melrose Harvester machine	0 70
25% and 10%.	

PAINTS, PREPARED

See weekly report.
(1 gallon can basis)

Stephens' white	$4 60
Stephens' colors	4 25
Stephens' floor	4 10
Silkstone white	4 00
Silkstone colors	3 90
Stephens' barn	2 35
Stephens' barn, extra color	2 55
Lion white	4 60
Lion colors	4 25
H.D. floor	4 10
Velvetone white	4 00
Velvetone tints	3 90
Ramsay's white	4 45
Do., colors	4 10
Dultone, White	4 00
Do., colors	3 90
Martin-Senour, white	4 60
Senour's floor	4 10
M.S. Neutone, white	4 00
M.S. Neutone, colors	3 90
M.S. Red Schoolhouse	2 50
M.S. Standard Barn	1 37

PAPER, BUILDING

Dry Fibre, No. 1	$1 25
Sunrise	1 10
Anchor, tarred	1 45
O.K. tarred	1 45
Tarred Felt	6 75

PICKS, CLAY

5-6 lb., $12.25 doz.; 6-7 lb., $13.25 doz.; 7-8 lb., $14.25 doz.

PIPE, WROUGHT

Per 100 ft.	Blk.	Galv.
⅛ in.	$ 6 21	$ 8 69
¼ in.	5 67	8 01
⅜ in.	5 85	8 19
½ in.	7 88	9 54
¾ in.	9 72	10 02
1 in.	14 40	17 78
1¼ in.	19 44	24 03
1½ in.	23 27	28 80
2 in.	31 32	38 70
2½ in.	50 76	63 00
3 in.	66 60	81 90
3½ in.	83 70	103 05
4 in.	99 90	122 40
4½ in.	118 80	146 70
5 in.	138 60	171 00
6 in.	180 00	221 40

PLASTER PARIS, per bbl...$6 00

PLATES, CANADA

18 x 21, per box, ordinary, $11.50; 18 x 24, ordinary, $11.50; 20 x 28, ordinary, $11.75.

POLISH

	Liquid Veneer Doz.	O-Cedar Doz.
4-oz.	$ 2 40	$ 2 40
12-oz.	4 80	4 80
1-quart	10 00	12 00
½-gal.		20 00
1-gal.	28 08	28 00

PULLEYS, CLOTHES LINE

	Doz.
No. 58, jap. 5" wheel	$4 90
No. 158, gal. 5" wheel	5 10

PUMP OILERS, GENUINE CANNON

No. 1, $18.50 doz.; No. 3, $21 doz.; No. 2½, $23.50.

PUMPS

Pitcher spout, No. 1, $3 each; No. 2, $3.55 each; No. 3, $3.80 each; No. 4, $4.60 each.

PUTTY

100-lb. irons	$7 20
25-lb. irons, per cwt.	7 80
1½-lb. tins	0 14½

RIVETS AND BURRS

Iron rivets, 30%; copper, No. 8, 42½c; No. 10, 46c; No. 12, 49¼c.

ROPE

British Manila—¼ in., 5-16 in., 24½c; ⅜ in., 24c; 7-16 in., ½ in., 9-16 in., 23½c.; ⅝ in., 23c; ¾ in. and larger, 22½c.

Pure Manila.—¼ in., 5-16 in., 29¾c.; ⅜ in., 29¼c; 7-16 in., ½ in., 9-16 in., 28¾c; ⅝ in., 28¼c; ¾ in. and larger, 27¾c.

Sisal—¼ in., 5-16 in., 22¼c; ⅜ in., 21¾c; 7-16 in., ½ in., 9-16 in., 21¼c; ⅝ in., 20¾; ¾ in. and larger, 20¼c.

Lath yarn, 20¼c.

Cotton Rope—3-16 in., 55c; ¼ in. and up, 54c.

SANDPAPER—

	B. & A. Quire	B. & A. Ream	Star Quire	Star Ream
00, 0	$0 41	$ 7 10	$0 43	$ 7 80
½	0 43	7 55	0 43	7 80
1	0 48	8 55	0 45	8 35
1½	0 52	9 95	0 50	9 50
2	0 58	11 50	0 60	11 00
2½	0 75	13 25	0 80	14 65
3	0 85	15 10	0 90	16 70

SASH BALANCES (Caldwell)

50% on list.

SAWS, BUCK

Happy Medium, $17.25; Watch Spring, $17.50; Lance Tooth or Lightning Blades, $20.00.

SCREWS

Bright iron round head, 65%; flat head, 67½%; oval head, 65%; round head, brass, 52½%; flat head brass, 55%; coach, 25%.

Set Screws, 5%. Cap Screws, 15%.

SCYTHES—	Doz.
Bramble	$.....
Bush	20 50
Excelsior	.....
Cast	20 00

SHOVELS AND SPADES

Shovels—Fox and Olds, D.H., Sqr. Pt., $16.25 per doz.; D.H., Rd. Pt., $16.25; L.H. Sq. Pt., $16.25; L.H. Rd. Pt., $16.25; Bulldog & Jones, D. H., Rd. Pt., $20.20; D.H., Sq. Pt., $19.85; L.H., Rd. Pt., $19.85; L.H., Sq. Pt., $19.85. Black Cat and Moose & Jones Scoops—No. 4, $23.60; No. 6, $24.35; No. 8, $25.05.

SLEDGES, BLACKSMITHS'

No. 37, 5 lbs. and over, $20.25 per cwt.

SNATHS

No. 2 loop	$17 25
Bush	19 50

STEEL SHEETS, BLACK

10 gauge	$7 30
12 gauge	7 30
14 gauge	7 35
16 gauge	7 45
18-20 gauge	7 95
22-24 gauge	8 00
2½ gauge	8 05
28 gauge	8 40

STANDS	Each
Washtub, Reverse Drip	$4 15
Range boiler, 12 in.	1 50

SWEEPERS — CARPET

See list in regular "Current Market Quotations" Column, f.o.b. factory, Niagara Falls, Ont.

SWEEPERS — VACUUM	Doz.
Grand Rapids, nickeled	$109 00
Household, japanned	97 00
Superba, nickeled	123 00

F.O.B. jobbers' warehouses, Winnipeg.

SOLDER, per lb., 31c to 32.

SPIKES — BOAT

Pressed, ¼ in., $10.80; 5-16, $10.05; ⅜ in., $9.25; ½ in., $9.

STAPLES

Bright iron, $5.80, Fort William, $6.45, Winnipeg; galvanized staples, ... Fort William .... Winnipeg.

STEEL

Sleighshoe, $6.55 base per cwt.; plow, common, $12; crucible plow, $16.00; angle, $7.00; harrow, $6.55 base; cast, octagon tool steel, 20c base; square tool, 20c base; spring, $6.00; tire, $7.50. Mild, 3-16, ¼, 5-16, $7.00 base. Round, square flat, up to and including ¼, ⅜ to 2 in.,$5.95 base. Round and square, over 2 in., and including 2¾ in., flat over ¼ and up to 6 in. wide, $6.40 base; round over 2¾ in. to 6 in., $6.90 base. Band steel, $5.95 base.

STEEL HOOPS

½ in., $8.35; ⅝ in., $8.00; ¾ in. $7.40; ⅞ in., $7.10; 1 in., $7.00; 1¼ in., $6.90; 1½ in., $6.80.

STEEL SQUARES

10% on list.

TACKS. Carpet, 65% off list.

TIES. Cow. ....

TIN AND TERNE PLATE—

20 x 28 I.C. box	$26 25
20 x 28 I.X. box	29 50
20 x 33 I.C. box	32 50
20 x 33 I.X. box	36 50
Terne plates	24 00

TRAPS, GAME—

	Victor Doz.	H.& N. Doz.	Jump Doz.
No. 0	$2 40	$....	$....
No. 1	2 85	5 20	3 85
No. 1½	4 35	7 85	5 70
No. 2	6 00	11 00	9 00
No. 3	10 15	14 70	12 30

TUBS—	Wood	Fibre
No. 0	$25 55	$31 55
No. 1	22 20	27 05
No. 2	19 00	22 50
No. 3	16 80	19 10

TURPENTINE

See weekly report.

TWINE (WRAPPING)	Lb.
Cotton, 3-ply, cones	$0 48
Cotton, 3-ply, balls	0 50
Cotton, 4-ply, cones	0 52
Cotton, 4-ply, balls	0 55

VARNISHES—

Stephens' Luminette, gal.	$4 00
Stephens' Exalite, gal.	4 75
Lion Brand Color Varnish, per gal.	4 50

WARES, ETC.—

Scotch Grey Graniteware.

Colonial Imperial, Pearl, list plus 2½% advance.

Premier, Canada, Diamond, plus 40%

Whitewear, 22½% off.

Japanned Ware, list, plus 45%

Japanned Ware, white, list plus 57½%

Japanned Sprinklers, list plus 45%.

Stamped Ware, plain, 20-10-2½% discount.

Stamped Ware, retinned, 15-5-5%

Pieced Tinware, ordinary, list plus 90%

Pieced Tinware, copper bottoms, list plus 105%

Sheetiron Ware, list plus 72½%.

Light Galvanized Pails, plus 72½%

Tubs—
Light, plus 72½%
Heavy, 62½%
Pails and Tubs, plus 72½%

Jap. Coal Hods, list plus 92½%

Galvanized Coal Hods, list plus 102½%

WASHERS—

Size	Case lots	Less
3-16 in.	$16 90	$17 40
¼ in.	13 92	15 42
5-16 in.	14 04	14 54
⅜ in.	13 05	13 55
7-16 in.	12 28	12 78
½ in.	11 84	12 34
9-16 in.	11 73	12 23
⅝ in.	11 62	12 12
¾ in.	11 51	12 01
⅞ in.	11 40	11 90
1 in.	11 40	11 90
1⅛ in.	11 40	11 90
1¼ in.	11 62	12 12
1⅜ in.	11 62	12 12
1 7-16 in.	11 62	12 12
1½ in.	11 62	12 12

WASTE

Cream, polishing 0 24½

WHITE

XXX Extra	$0 21
XX Grand	0 20
XLCR	0 19
X Empire	0 17½
X Press	0 16

COLORED

Fancy	$0 17½
Lion	0 16
Standard	0 14½
Popular J	0 13
Keen	0 11½

Above lines subject to trade discount for quantity.

WEIGHTS, SASH	Per 100 lbs
Sectional	$7 50
Solid	7 00

WELL WHEELS	Doz.
Cast, covered, 8 in.	$11 60
Cast, plain, 10 in.	15 60
12 in.	18 85
14 in.	24 00

WHEELBARROWS	Each
U. S.	$ 6 60
General purpose	7 90
Stone	13 75
Navvy, doz.	105 00

WIRE — BARB

Lyman, 4-point, $5.65 Winnipeg; Glidden Cattle, 2-pt., $5.45 Winnipeg; Baker, 2-pt., $5.35 Winnipeg; plain twist, cwt., Winnipeg, $7.00 100 lbs.; galvanized, Winnipeg, No. 9, $7.80; No. 12, $8.05; coil spring, plain, Winnipeg, No. 9, $7.05; No. 12, $7.25.

Patented screen in 100-ft. rolls. $3.50 per 100 sq. feet.

WIRE — PLAIN

Bale ties, 14-gauge, single loop, $7.90 Winnipeg, $7.25 Fort William. Brass snare wire, per lb., 90c.

WIRE — ANNEALED

No. 9, $6.75; No. 10, $6.81; No. 12, $6.95; No. 14, $7.15; No. 15, $7.30; No. 16, $7.45, per 100 lbs.

WRENCHES — NUT

Agricultural—	
6-inch	$ 9 00
8-inch	10 80
10-inch	12 60
12-inch	16 20
15-inch	21 60
Perfect Handle—	
6 inch	15 00
8 inch	17 50
10 inch	.....
12 inch	.....
15 inch	.....
18 inch	.....

WRENCHES—PIPE

Trimo—30% off list.
Stillson—30% off list.

Always Ready	— Dozen— Black	N. P.
No. 1	$4 60	$ 5 00
No. 2	6 30	6 75

WRINGERS, CLOTHES	Doz
Universal	$49 50
New Eze	76 50
Regent	69 00

The Trade Mark behind the "Hardware House of Quality"

DIAMOND A BRAND — ASHDOWN'S GUARANTEE

The Largest Wholesale Hardware Dealers in Canada

Kasement Skrene Dores

Cost No More and Wear Longer

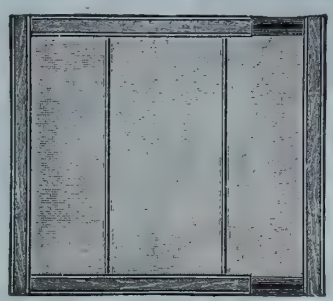
There are no other screen doors like Kasement Skrene Dores on the market to-day. The strongest and lightest made. A man weighing 200 pounds can swing on a "Kasement" door like a gate, without damaging door or hardware.

They cost no more than any make of good door—wear longer, and they are the cheapest in the end.

A complete set of nickel-plated "Kasement" hardware, packed in individual cartons, is furnished with each door.

Fit perfectly, even on a casement that is "out of line." May be hung in 15 minutes. Save time and labor. Made of selected B. C. fir, thoroughly air-dried and excellent quality mesh wire cloth, black painted. Plain designs, neat, attractive, and in a variety of finishes.





We guarantee "Kasement" Skrene Dores not to sag, warp, or pull apart, and to give absolute satisfaction. We authorize dealers to refund purchase price if customer is not entirely satisfied.

Window Screens

Offer a Wide Field of Sales and Profit

These reliable, dependable screens offer a wide field of sales and profit. Many of last season's screens in the hands of consumers have been badly stored through the winter or otherwise abused so that they must be replaced this season.

These popular screens are made of hardwood, and oil finished. The edges of the wire cloth are entirely covered with wood. Angle irons fit closely to the wire, leaving no space for flies to enter. Perfectly adjustable by means of double dovetailed tongues.

Window Ventilators

Keep Out Dirt and Rain



The Continental is a leader. Made with sanitary cloth, this Ventilator is of selected hardwood, oil stained and finished in "Mission Oak." A fine mesh cotton cloth, buff-colored and specially treated, forms the center of the ventilator, and acts as a filter, therefore keeping out all drafts, dirt and dust, rain and snow, and at the same time permitting the constant circulation of fresh air. Specially adapted for use in the home, schoolroom, offices, factories, institutions and hospitals, etc.

The J. H. Ashdown Hardware Co., Limited

Winnipeg, Canada

Calgary **Saskatoon** **Edmonton**

If interested tear out this page and place with letters to be answered.

North Star Oil & Refining Company LIMITED

WILLIAM PENN MOTOR OIL

"High as the Stars in Quality"

Red Star Gasoline

★

Family Safety Coal Oil



Head Office
WINNIPEG
Branches throughout the West



Opening the Strap

O-Rib-O Adjustable Taper Stove Pipe

This handy patent permits adjustment to fit any stove collar with a smoke-tight joint. No large assortment of taper pipes is necessary, which allows the merchant to economize storage space. It is a quick seller, built for service.

O-Rib-O Manufacturing Co.
Winnipeg, Manitoba

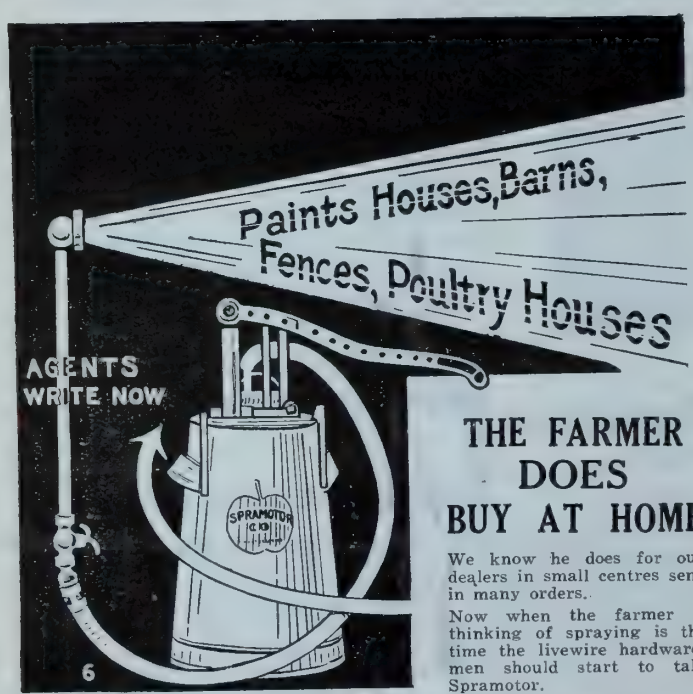
"Dazee Brand" Woodenware

Buy Western-made Washboards, Step Ladders, Bake Boards, Ironing Boards, Clothes Horses, Tub Stands, etc. For sale by all jobbers. We guarantee the quality will please you. If jobber does not supply you write us direct.

The Brett Mfg. Co., Limited
WINNIPEG, MAN.

KINREAD'S KANT-BREAK HALTER

"The Line of Progress"
R. R. Kinread
72-74 Princess St. Winnipeg



THE FARMER DOES BUY AT HOME

We know he does for our dealers in small centres send in many orders.

Now when the farmer is thinking of spraying is the time the livewire hardwaremen should start to talk Spramotor.

There are so many proofs that the Spramotor method is the quickest, the most effective, the farmer will need but a little encouragement, and the sale is made.

Don't Leave Business That is Yours to Some Other Agent, Mr. Hardwareman. Become our agent—we want you if you are reliable.

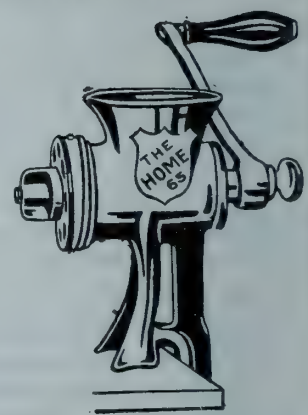
SPRAMOTOR CO. 28 King Street, London, Canada

AGENTS WANTED EVERYWHERE

Spramotor
It isn't a SPRAMOTOR unless we made it.

BRITISH AND FOREIGN AGENTS, WRITE

Mathematics Are Useful BUT—



Only simple arithmetic is necessary in figuring out which lines really net an instant profit. But favorable "After-Effect" is much more important than first profit. For is it not the key to further sales?

In selling a

Maxwell
Food Chopper

there is the usual fair profit, plus satisfaction to the user — the favorable "After-Effect" — from which *You* will reap both direct and ultimate benefit. Your shoulder behind this line will prove a good investment.

MAXWELLS LIMITED, ST. MARYS, ONT.

If interested tear out this page and place with letters to be answered.

Willow Clothes Baskets

3 Popular Sizes

ORDER NOW

Walter Woods & Co.

Hamilton and Winnipeg



No. 2332

DOOR CHAINS
NEW STYLE

Electric Welded Link Chain (brass plated) on Cast Brass Mount.

A big demand is being shown for this door chain as a protection against burglaries, which are now so common.

Made in Canada.

Toronto Lock Mfg. Co.

Toronto Canada

SIMONDS

CROSS-CUT SAWS

Cut easy, saw fast and stay sharp longer than other brands. They are fully guaranteed. Hardware dealers should get our catalog and prices.

Simonds Canada Saw Co., Limited

ST. JOHN, N.B. MONTREAL, QUE. VANCOUVER, B.C.

HARDWARE & METAL is the only weekly hardware paper in Canada and is read by practically every worth-while buyer, both wholesale and retail, in Canada. HARDWARE & METAL is the logical medium to use if you have a message for the Canadian hardware trade.

If interested tear out this page and place with letters to be answered.

THE BUYERS' GUIDE

If what you want is not here, write us, and we will tell you where to get it. Let us suggest that you consult also the advertisers' index, facing the inside back cover, after having secured advertisers' names from the directory. The information you may desire may be found in the advertising pages. This department is maintained for the benefit and convenience of our readers. The insertion of advertisers' headings is gladly undertaken, but does not become part of any advertising contract.

ABRASIVES
The Carborundum Co., Niagara Falls, N.Y.
Canadian Hart Products Ltd., Hamilton, Ont.

AGRICULTURAL PRODUCTS
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

AIR COCKS
James Morrison Brass Mfg. Co., Ltd., Toronto.

ALABASTINE
The Alabastine Co., Ltd., Paris, Ont.

ALUMINUM
British Aluminium Co., Toronto.
Canada Metal Co., Toronto.
A. C. Leslie & Co., Montreal.

ALUMINUM CASTINGS
The Toronto Lock Mfg. Co., Toronto.

ALUMINUM WARE
The Aluminum Goods Mfg. Co., Manitowoc, Wis.
The Aluminum Specialties Co., Ltd., Toronto.
The Aluminium Ware Mfg. Co., Oakville, Ont.
Buncher & Haseler, Ltd., Birmingham, Eng.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Landers, Frary & Clark, New Britain, Conn.
McLain, The Louis, Co., Toronto.
Napper & Davenport, Birmingham, Eng.
W. D. Shambrook & Co., Hamilton.
The Veribest Aluminum Co., Ltd., Toronto, Ont.
E. T. Wright & Co., Limited, Hamilton, Ont.

AMMUNITION
Caverhill, Learmont & Co., Montreal.
Dominion Cartridge Co., Montreal.
Dupont Powder Co., Wilmington, Del.

ANCHOR BOLTS
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

ANVILS
Thos. Davidson Mfg. Co., Ltd., Montreal.

ARMS
Colts Patent Fire Arms, Hartford, Conn.
The Fraser Co., Agents B.S.A., Montreal, Que.
Iver Johnson Arms & Cycle Works, Fitchburg, Mass.
Savage Arms Corpn., Utica, N.Y.

ART GLASS
Hobbs Mfg. Co., Montreal, Que.
Ontario Plate Glass, Ltd., The, Hamilton, Ont.
The Toronto Plate Glass & Importing Co., Toronto.

ASBESTOS
Wm. J. Brown, Montreal, Que.

AUTO ACCESSORIES, EQUIPMENT AND SUPPLIES (JOBBERS)
Hyslop Bros., Toronto.
Towe & Towe, London, Ont.
Samuel Trees & Co., Ltd., Toronto.

AUTO ACCESSORIES, EQUIPMENT AND SUPPLIES (MANUFACTURERS)
Adams & Elting Co., Toronto.
Ames, Holden, McCready, Limited, Montreal.
The Armeroid Co., Toronto.
The Air-Tite Mfg. Co., St. Thomas, Ont.
Boston Varnish Co., Everett Station, Boston, Mass.
Burgess-Norton Mfg. Co., Geneva, Ill.
Canada Cycle & Motor Co., Ltd., Weston, Ont.
Canadian General Electric Co., Ltd., Toronto.
Canadian National Carbon Co., Toronto.
Canadian Winkley Co., Ltd., Windsor, Ont.
Cannon Oiler Co., Keithsburg, Ill.
The Carborundum Co., Niagara Falls, N.Y.
Canada Dry Cells, Ltd., Winnipeg.
The Chicago Flexible Shaft Co., Chicago, Ill.
The Dominion Chain Co., Ltd., Niagara Falls, Ont.
The Dustbane Mfg. Co., Ottawa, Ont.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
The Eclipse Mfg. Co., Indianapolis, Ind.
The Goodyear Tire & Rubber Co., Ltd., Toronto.
Goodell-Pratt Co., Greenfield, Mass.
Guelph Spring & Axle Co., Ltd., Guelph, Ont.
Gutta Percha & Rubber, Ltd., Toronto.
The Hamilton Cotton Co., Limited, Hamilton, Ont.
Will. B. Lane, Chicago, Ill.
Motor Necessities Co. of Canada, Winnipeg, Man.
Motor Sundries Limited, Toronto, Ont.
The F. E. Partridge Rubber Co., Guelph, Ont.
Ren Automotive Supply Mfg. Co., Preston, Ont.
Rock Island Mfg. Co., Chicago, Ill.
A. Schrader Sons, Inc., Toronto.
Smith & Hemenway Co., Inc., Irvington, N.J.
Trimont Mfg. Co., Roxbury, Mass.
Wilkinson & Kompass, Hamilton.
J. H. Williams & Co., Ltd., St. Catharines, Ont.

AUTOMATIC SCREW MACHINE PRODUCTS
Burgess-Norton Mfg. Co., Geneva, Ill.

AUTOMOBILE PARTS
Burgess-Norton Mfg. Co., Geneva, Ill.
Canada Foundries & Forgings, Ltd., Welland, Ont.

AXES
Burgess-Norton Mfg. Co., Geneva, Ill.
Can. Foundries and Forgings, Ltd., Brockville, Ont.
Caverhill, Learmont & Co., Montreal.
The National Farming Machinery Limited, Montmagny, Que.
Shurly-Dietrich Co., Ltd., Galt, Ont.
Steel Co. of Canada, The, Hamilton, Ont.

AXLES
Guelph Spring & Axle Co., Ltd., Guelph, Ont.

AXLES, CAR
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

BABBITT METAL
The British Smelting & Refining Co., Montreal.
Canada Metal Co., Toronto.
Caverhill, Learmont & Co., Montreal.
Great Western Smelting & Refining Co., Limited, Vancouver, B.C.
Hoyt Metal Co., Toronto.

BAIT, FISHING
Allcock, Laight & Westwood Co., Toronto, Ont.

BARB WIRE
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

BARREL COVERS
E. B. Eddy Co., Hull, Que.

BATTERIES, DRY
Burgess Batteries Ltd., Winnipeg, Man.
Canadian National Carbon Co., Ltd., Toronto.
Canada Dry Cells Ltd., Winnipeg.
Canadian General Electric Co., Toronto.

BATTERIES, FLASHLIGHT
Burgess Batteries Ltd., Winnipeg, Man.
Canadian National Carbon Co., Ltd., Toronto.

BATHS, ENAMELLED AND COPPER
Canada Metal Co., Toronto.

BATHROOM FIXTURES
The Gendron Mfg. Co., Ltd., Toronto.
Landers, Frary & Clark, New Britain, Conn.

BALE TIES
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
Laidlaw Bale-Tie Co., Limited, Hamilton, Ont.

BOLTS, CANT HOOK AND PEAVY
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

BELTING, TRANSMISSION, ELEVATOR AND CONVEYOR
The Dominion Belting Co., Ltd., Hamilton, Ont.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Ltd., Toronto.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

BELTING, STITCHED COTTON DUCK
Dominion Belting Co., Hamilton, Ont.

BELTING, RUBBER
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Ltd., Toronto.

BENDS, BRASS, IRON AND LEAD
Jas. Morrison Brass Mfg. Co., Toronto.

BEVELS
Brown & Sharpe Mfg. Co., Providence, R.I.
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
L. S. Starrett Co., Athol, Mass.

BIBBS, BASIN AND BATH COCKS, COMPRESSION
Jas. Morrison Brass Mfg. Co., Toronto.

BIBBS, BASIN AND BATH COCKS, FULLER
Jas. Morrison Brass Mfg. Co., Toronto.

BILLET, BLOOMS AND SLABS
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

BOILERS
The Gurney Foundry Co., Ltd., Toronto.

BOLTS AND NUTS
Canadian Tube & Steel Products Co., Ltd., Montreal.
Caverhill, Learmont & Co., Montreal.
London Bolt & Hinge Works, London, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Stanley Works, The, New Britain, Conn.
Wilkinson & Kompass, Hamilton.

BOLTS, EYE
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
J. H. Williams & Co., Ltd., St. Catharines, Ont.

BOLTS, FLUSH
The Toronto Lock Mfg. Co., Toronto.

BOLTS, HANGER SCREW
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

BOLTS, RAILWAY
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

BORING BARS
J. H. Williams & Co., Ltd., St. Catharines, Ont.

BOOTS, RUBBER
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

BOOT CALKS AND TOOLS
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

BOX OPENING TOOLS
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

BOXES, TIN
A. R. Whittall Can Co., Ltd., Montreal.

BRADS, WIRE
The Western Wire & Nail Co., London, Ont.

BRASS CASTINGS AND GOODS
Canada Metal Co., Toronto.
Jas. Cartland & Sons, Ltd., Birmingham, Eng.
Jas. Morrison Brass Mfg. Co., Toronto.
Stratford Brass Co., Ltd., Stratford, Ont.
Frederick Giles & Sons, Birmingham, England.
The Toronto Lock Mfg. Co., Toronto.

BRASS SHEETS AND RODS
A. C. Leslie & Co., Montreal.
Canada Metal Co., Toronto.
Graham Nail Works, The, Toronto.
Laidlaw Bale Tie Co., Hamilton.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Stanley Works, The, New Britain, Conn.

BALERS, STEEL
Spielman Agencies, Montreal.

BARN DOOR HANGERS
Beatty Bros., Limited, Fergus, Ont.
Canada Steel Goods Co., Hamilton, Ont.
N. Slater Co., Limited, Hamilton, Ont.
The Stanley Works, New Britain, Conn.
Taylor-Forbes Co., Guelph, Ont.

BASKETS
Walter Woods & Co., Hamilton, Ont.

BEARINGS
Burgess-Norton Mfg. Co., Geneva, Ill.

BIT, BRACES
Caverhill, Learmont & Co., Montreal.

BLACK LEAD
John Oakey & Co., Ltd., London, Eng.

BLACK SHEETS
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

BLASTING SUPPLIES
Dupont Powder Co., Wilmington, Del.

BOX STRAPPING
The Stanley Works, New Britain, Conn.

BITS, AUGER
E. C. Atkins & Co., Hamilton, Ont.
Caverhill, Learmont & Co., Montreal.
Millers Falls Company, Millers Falls, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Rule & Level Co., New Britain, Conn.
Wilkinson & Kompass, Hamilton.
Whites Limited, Collingwood, Ont.

BITS, FORSTNER
Progressive Mfg. Co., Torrington, Conn.

BITS, EXTENSION
Millers Falls Company, Millers Falls, Mass.

BICYCLES
Canada Cycle & Motor Co., Toronto.
Hyslop Bros., Ltd., Toronto.

BICYCLE PARTS
Burgess-Norton Mfg. Co., Geneva, Ill.

BIRCH SEATS
Canadian Veneering Co., Montreal, Que.

BRACKETS, SHELF
Canada Steel Goods Co., Hamilton.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Stanley Works, New Britain, Conn.

BRACES
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
The Peck, Stow & Wilcox Co., Southington, Conn.
Vaughan & Bushnell, Chicago, Ill.

BRAKES
Canada Cycle & Motor Co., Ltd., Toronto, Ont.

BRAKE LINING
The Hamilton Cotton Co., Limited, Hamilton, Ont.

BRASS FITTINGS AND RODS
James Morrison Brass Mfg. Co., Ltd., Toronto.

BREAD AND CAKE MAKERS
Thos. Davidson Mfg. Co., Ltd., Montreal.
Landers, Frary & Clark, New Britain, Conn.

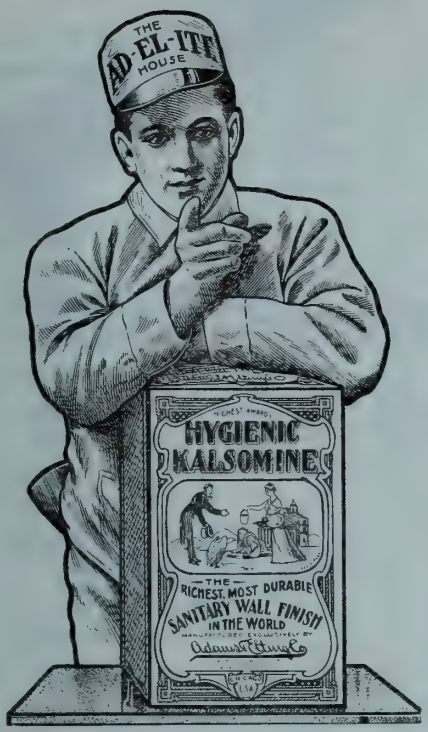
BREAD BOARDS
Schultz Bros. & Co., Ltd., Brantford, Ont.

BREAST DRILLS
Stanley Rule & Level Co., New Britain, Conn.
Goodell-Pratt Co., Greenfield, Mass.

BRONZE CASTINGS
The Toronto Lock Mfg. Co., Toronto.

BRUSH AND BROOM MANUFACTURERS
The Boeckh Company, Ltd., Toronto.
Meakins & Sons, Ltd., Hamilton.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Ltd., Port Elgin, Ont.
Walter Woods & Co., Hamilton.
The Waterloo Broom & Brush Co., Ltd., Waterloo, Ont.

HYGIENIC KALSOMINE



For Economical Spring Decorating

Thousands of neglected walls need cleaning and redecorating this Spring, and your customers will want a good, sanitary finish which can be easily applied—one that is artistic, yet not expensive. Hygienic Kalsomine is the answer.

It is made in all popular shades and has unlimited decorative possibilities.

It is easily applied, spreads farthest, and dries without imperfections. It mixes completely in hot water, eliminating waste and the work of straining.

Hygienic Kalsomine affords a legitimate margin of profit and brings in large returns through continuous sales.

Valuable Booklet Free

"The Home Decorator" shows many artistic color combinations possible with Hygienic Kalsomine. It will help you solve your Spring Decorating Problems. Write for copy to-day.

PAINTS AD-EL-ITE VARNISHES
COPYRIGHT 1918 BY ADAMS & ELTING CO.

Ad-el-ite Perfect Paints for Every Purpose

ADAMS & ELTING CO.

17 Adelaide St. E. TORONTO

New York Chicago

If interested tear out this page and place with letters to be answered.

THE BUYERS' GUIDE

BRUSHES, SHAVING, MANUFACTURERS
The Boechk Company, Limited, Toronto.
Meakins & Sons, Limited, Hamilton, Ont.
Rubberset Co., Ltd., Toronto, Ont.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.

BRUSHES, FLOOR, MANUFACTURERS
The Boechk Company, Ltd., Toronto.
Meakins & Sons, Ltd., Hamilton, Ont.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.

BRUSHES, GENERAL, MANUFACTURERS
The Boechk Company, Ltd., Toronto.
Meakins & Sons, Ltd., Hamilton, Ont.
T. S. Simms & Co., Ltd., Fairville, St. John, N B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.

BRUSHES, SCRUB, SHOE AND STOVE MANUFACTURERS
The Boeckh Company, Ltd., Toronto.
Meakins and Sons, Limited, Hamilton, Ont.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.

BUILDING PAPERS
The Barrett Co., Ltd.
Alex. McArthur & Co., Montreal, Que.

BURLAP, DECORATIVE WALL
The Dominion Oilcloth & Linoleum Co., Ltd., Montreal.

BUSINESS MACHINES
The International Business Machines Ltd., Toronto.
The National Cash Register Co., Toronto.

BUTTONS, ELECTRIC PUSH
The Toronto Lock Mfg. Co., Toronto.

BUTTER MOLDS
Wm. Cane & Sons Co., Ltd , Newmarket, Ont.
Walter Woods & Co., Hamilton, Can.

BUTTER TUBS (COVERED)
E. B. Eddy Co., Ltd., Hull, Que.

BUTTER WORKERS
Beatty Bros., Ltd., Fergus, Ont.

BUTTS AND HINGES
Canada Foundries & Forgings, Brockville, Ont.
Canada Steel Goods Co., Hamilton.
Caverhill, Learmont & Co., Montreal.
Chicago Spring Butt Co., Chicago, Ill.
The Stanley Works, New Britain, Conn.
The Steel Co. of Canada, Ltd., Hamilton, Ont.
The Toronto Lock Mfg. Co., Toronto.
Whites Limited, Collingwood, Ont.

BURRS
The Stanley Works, New Britain, Conn.
Steel Co. of Canada, Ltd., Hamilton.
Parmenter & Bulloch, Gananoque.

BUILDERS' BRASS FOUNDRY
Frederick Giles & Sons, Birmingham, England.

BUILDERS' CASTINGS OF ALL KINDS
The Katie Foundry Co., Galt, Ont.

BUILDERS' HARDWARE
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Canada Steel Goods Co., Hamilton, Ont.
Jas. Cartland & Son, Ltd., Birmingham, Eng.
Caverhill, Learmont & Co., Montreal.
Chicago Spring Butt Co., Chicago, Ill.
National Hardware Co., The, Orillia, Ont.
N. Slater Co., Limited, Hamilton, Ont.
Stanley Davies, Weston, Ont.
The Stanley Works, New Britain, Conn.
Stratford Brass Co., Ltd., Stratford, Ont.
The Toronto, Lock Mfg. Co., Toronto.
Whites Limited, Collingwood, Ont.

BUILDERS' SUPPLIES
The Barrett Co., Ltd.

BUMPERS, RUBBER
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

CABINET HARDWARE
Stratford Brass Co., Ltd., Stratford, Ont.

CALKS, BOOT
The Lufkin Co. of Canada, Ltd., Windsor, Ont.

CALIPERS AND DIVIDERS
Brown & Sharpe Mfg. Co., Providence, R.I.
Caverhill, Learmont & Co., Montreal, Que.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

CALIPER GAUGES
J. H. Williams & Co., Ltd., St. Catharines, Ont.

CAMP FURNITURE AND GOODS
The Woods Mfg. Co., Ltd., Ottawa, Ont.

CANS
The A. R. Whittall Can. Co., Ltd., Montreal.

CANS, OIL
Cannon Oiler Co., Keithsburg, Ill.

CAN OPENERS
The United Royalties Corp., New York, N.Y.

CARBON REMOVER
The Dustbane Mfg. Co., Ottawa, Ont.

CARBORUNDUM
Carborundum Co., Niagara Falls, N. Y.
The Canadian Hart Products Ltd., Hamilton, Ont.

CARRIAGE HARDWARE
Stratford Brass Co., Ltd., Stratford, Ont.
The Steel Co., of Canada, Ltd., Hamilton, Ont.
Wilkinson & Kompass, Hamilton, Ont.

CARRIAGE TOP MATERIALS
The Steel Co., of Canada, Ltd., Hamilton, Ont.

CARPET, SWEEPERS
Bissell Carpet Sweeper Co., of Canada, Ltd., Niagara Falls, Ont.
Caverhill, Learmont & Co., Montreal.
Walter Woods & Co., Hamilton.

CARRIERS, HAY
Beatty Bros., Ltd., Fergus, Ont.

CARTRIDGES
Dominion Cartridge Co., Ltd., Montreal.

CASEMENT FASTENERS AND FITTINGS
Frederick Giles & Sons, Birmingham, Eng.

CASTERS
The Bond Engineering Works, Ltd., Toronto.
Canada Foundries & Forgings, Ltd., Brockville.
National Hardware Co., The, Orillia, Ont.
The Toronto Lock Mfg. Co., Toronto.

CATCHES, SCREEN DOOR
Burgess-Norton Mfg. Co., Geneva, Ill.

CEMENT
The Barrett Co., Ltd.

CEMENT, RUBBER
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

CEMENT, ROOFING
The Barrett Co., Ltd.
Geo. W. Reed & Co., Ltd., Montreal, Que.

CHAINS, CUT-LINK
The Niagara Falls Metal Stamp's Works, Niagara Falls, N.Y.

CHAINS (TIRE)
The Dominion Chain Co., Niagara Falls, Ont.

CHAIN PIPE WRENCHES
J. H. Williams & Co., Ltd., St. Catharines, Ont.

CHAIR SEATS
Canadian Veneering Co., Acton Vale, Que.

CHISELS, CAPE, COLD, ETC.
Brown-Boggs Co., Ltd., Hamilton, Ont.
Caverhill, Learmont & Co., Montreal.
Goodell-Pratt Co., Greenfield, Mass.
The Peck, Stow & Wilcox Co., Southington, Conn.
Stanley Rule & Level Co., New Britain, Conn.
The Toronto Lock Mfg. Co., Toronto.

CHECKING FLOOR HINGES
Chicago Spring Butt Co., Chicago, Ill.
The Toronto Lock Mfg. Co., Toronto, Ont.

CHEMICAL SPECIALTIES
J. and C. S. Bolinders, Mek Verst A. B., Stockholm, Sweden.
Vol-Peek Mfg. Co., Montreal.

CHOPPERS, FOOD
F. W. Lamplough & Co., Montreal, Que.
Landers, Frary & Clark, New Britain, Conn.

CHOPPERS, ICE
Burgess-Norton Mfg. Co., Geneva, Ill.

CHUCKS
Goodell-Pratt Co., Greenfield, Mass.

CHUCKS, TAP
Greenfield Tap & Die Corp. of Canada, Ltd., Galt, Ont.

CHURNS, HAND AND POWER
Beatty Bros. Ltd., Fergus.
J. J. Blow, London, Eng.
Caverhill, Learmont & Co., Montreal.
The Dazey Churn Co., St. Louis, Mo.
Dowswell, Lees Co., Hamilton.
Landers, Frary & Clark, New Britain, Conn.
Maxwells, Ltd., St. Marys, Ont.
Walter Woods & Co., Ltd., Hamilton, Ont

CHURN, MIXER
The United Royalties Corp., New York, N.Y.

CLAMPS, "C"
J. H. Williams & Co., Ltd., St. Catharines, Ont.

CLAMPS, MITRE AND DRAW
Burgess-Norton Mfg. Co., Geneva, Ill.

CLAMPS
Canada Foundries & Forgings, Ltd., Brockville.

CLEAVERS
Burgess-Norton Mfg. Co., Geneva, Ill.
J. H. Williams & Co., Ltd., St. Catharines, Ont.

CLEANER, WINDOW AND GLASS
Lafontaine & Harvey, London, Eng.

CLEAN-OUT DOORS
The Katie Foundry Co., Galt, Ont.

CLEVISES, MALLEABLE
The International Malleable Iron Co., Ltd., Guelph.

CLIPPERS, HORSE
B. & S. H. Thompson & Co., Ltd., Montreal, Que.
The Flexible Shaft Co., Limited, Toronto.

CLIPPERS, HORSE AND COW
The Flexible Shaft Co., Ltd., Toronto.

CLOCKS
The New Haven Clock Co., New Haven, Conn.
The Western Clock Co., Peterborough, Ont.

CLOSET SEATS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Canadian Veneering Co., Acton Vale, Que.

CLOTHES DRYERS
The Aero Mfg. Co., Ltd., Sherbrooke, Que.
Dowswell Lees & Co., Ltd., Hamilton, Ont.
Schultz Bros. Mfg. Co., Ltd., Brantford, Ont.

CLOTHES LINE (WIRE)
The Steel Co. of Canada, Ltd., Hamilton, Ont.
The Western Wire & Nail Co., London, Ont.

CLOTHES LINE REELS
The United Royalties Corp., New York, N.Y.

CLOTHES PINS
Wm. Cane & Sons, Ltd., Newmarket, Ont.

CLOTHES RACKS
Walter Woods & Co., Ltd., Hamilton, Ont.

CLOTHES REELS
The Katie Foundry Co., Galt, Ont.

CLOTHES WASHERS AND WRINGERS, ELECTRIC
Beatty Bros. Limited, Fergus, Ont.
Appliances, Limited, Toronto.

COLLAR PADS
American Pad & Textile Co., Chatham.

COFFEE PERCOLATERS AND URNS
Canadian General Electric Co., Toronto.
Landers, Frary & Clark, New Britain, Conn.

CORRUGATED FASTENERS
Steel Co. of Canada, Ltd., Hamilton.
The Stanley Works, New Britain, Conn.

CONVEYORS, OVERHEAD
Beatty Bros., Ltd., Fergus, Ont.

COAL CHUTES
The Katie Foundry Co., Galt, Ont.

COAL HODS
Thos. Davidson Mfg. Co., Montreal, Que.

COBBLERS' SETS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Katie Foundry Co., Galt, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

COKE, FURNACE, FOUNDRY AND DOMESTIC
Steel Co., of Canada, Ltd., The, Hamilton, Ont.

CONCRETE REINFORCING TWISTED SQUARES
Burlington Steel Co., Ltd., Hamilton, Ont.

CONDENSATION UNITS
The Westco Pumps Ltd., Toronto.

CONDUCTOR PIPE, HOOKS, HEADS, ETC.
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Wheeler & Bain, Toronto.

CONNECTING RODS
The Steel Co., of Canada, Ltd., Hamilton, Ont.
J. H. Williams & Co., Ltd., St. Catharines, Ont.

CONTAINERS
The A. R. Whittall Can. Co., Ltd., Montreal.

COOKING WARE, GLASS
The Corning Glass Works, Corning, N.Y.

COPING SAWS
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

COTTON GLOVES
American Pad & Textile Co., Chatham.

COTTER PINS
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
James Austin & Sons, Ltd., London, Eng.

CORDAGE
The Aero Mfg. Co., Ltd., Sherbrooke, Que.
The Brantford Cordage Co., Ltd., Brantford, Ont.
Consumers Cordage Co., Montreal and Halifax.
Doon Twines Ltd., Kitchener, Ont.
Plymouth Cordage Co., Welland, Ont., and North Plymouth, Mass.

CORNERS, CHEST
The Brainerd Mfg. Co., East Rochester, N.Y.

COUNTERS
Thomas Lewis Arnett, Souris, Man.

COUNTER-SINKS
Goodell-Pratt Co., Greenfield, Mass.

COUPLINGS, PUMP ROD
Edward E. Johnson Inc., St. Paul, Minn.

COUPLINGS, PIPE
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

CRANK PULLS (WIRE)
The Steel Co. of Canada, Ltd., Hamilton, Ont.

CRANK SHAFTS
J. H. Williams & Co., Ltd., St. Catharines, Ont.

CROWBARS
B. J. Coghlin & Co., Montreal.

CULTIVATORS
C. S. Norcross & Sons, Bushnell, Ill.

CULVERTS, METAL
The Pedlar People Ltd., Oshawa, Ont.

CURTAIN POLE FITTINGS
G. B. Birch & Co., Birmingham, Eng.

CUTLERY
Adcock & Brewer, Ltd., Montreal, Que.
The Acme Shear Co., Bridgeport, Conn.
Bridgeport Hdwe. Co., Bridgeport, Conn.
Burgess-Norton Mfg. Co., Geneva, Ill.
Geo. Butler & Co., Ltd., Sheffield, Eng.
The Canadian Wm. A. Rogers Co., Ltd., Toronto.
Caverhill, Learmont & Co., Montreal.
G. L. Cohoon, Montreal.
Thos. Ellin & Co., Ltd., Sheffield, Eng.
Fred. Ellis & Son, Sheffield, Eng.
Geneva Cutlery Co., Geneva, N.Y.
James Hutton & Co., Montreal.
Jonathan Crookes & Son, Ltd., Sheffield, Eng.
F. W. Lamplough & Co., Montreal, Que.
Landers, Frary & Clark, New Britain, Conn.
A. Macfarlane & Co., Ltd., Montreal, Que.
Oneida Community, Ltd., Oneida, N.Y.
Henry Rogers, Son & Co., Ltd., Sheffield, Eng.
Wm. Rogers Mfg. Co., Niagara Falls, Ont.
Wiebusch & Hilger, New York.
Marples & Co., Sheffield, England.

CUTTERS
A. S. and A. L. Brown & Co., Montreal, Que.
Butterfield & Co., Inc., Rock Island, Que.
Trimont Mfg. Co., Roxbury (Boston, Mass).

CUSPIDORS
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.

CUSPIDORS (FIBREWARE)
E. B. Eddy Co., Ltd., Hull, Que.

DAIRY PAILS
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.

DAMPERS, STOVE PIPE
Can. Foundries & Forgings, Brockville, Ont.

DESKS, SCHOOL
Can. Foundries & Forgings, Brockville, Ont.

DIAPHRAGMS, RUBBER
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Ltd., Toronto.

DIES, STOCKS, ETC.
Butterfield & Co., Rock Island, Que.
Can. Foundries & Forgings, Ltd., Welland, Ont.
Greenfield Tap & Die Corporation, Galt, Ont.

DISH WASHER, ELECTRIC
The Hurley Machine Co., Limited, Toronto.

DISPLAY RACKS AND STANDS
Cameron & Co., Toronto.

DOORS
Kasement Skrene Dore Co., Toronto.
Sanderson-Harold Co., Ltd., Paris, Ont.

"Save the Surface and you save all" Paint & Varnish

Registered **Floglaze**

The Finish that Endures

Home and Farm Shades

for bigger turnover and bigger profits

Floglaze

Home and Farm shades can be used on practically everything about the home and farm—for finishing all interior and exterior articles, whether wood, or metal. Gives a brilliant, high lustre and long wearing surface.



Floglaze

Home and Farm brings to your paint department a concentrated and complete line of "Superior to Paint" finishes. This enables you to realize a maximum of profit at a minimum investment of capital.

Universal usefulness increases retail turnover and produces bigger profit.

With strong assurance in and keen enthusiasm about Floglaze Home and Farm you can make ready for a bumper crop of 1921 sales. Get in line to cash in on this proposition.

We invite your enquiry for our booklet "A Guide to Larger Profits," which shows where larger profits can be made with Floglaze—the finish that endures.

THE IMPERIAL VARNISH & COLOR CO. LIMITED

HEAD OFFICE **TORONTO** CANADA

MONTREAL **WINNIPEG** **VANCOUVER**

Sole Distributors for Manitoba, Saskatchewan and Alberta.

Distributors for British Columbia
The Callander Shore Co. Limited
155 Pender St. W.
Vancouver, B.C.

MILLER-MORSE HARDWARE CO.
"THE BIG WINNIPEG HOUSE"

Eastern Distributors:
Paint & Varnish Limited
243 Beaver Hall Hill
Montreal, Que.

If interested tear out this page and place with letters to be answered.

THE BUYERS' GUIDE

DOOR BELLS
The Toronto Lock Mfg. Co., Toronto.

DOOR BOLTS
Canada Steel Goods Co., Hamilton, Can.
The Stanley Works, New Britain, Conn.

DOOR KNOBS
Cartland & Son, Ltd., James, Birmingham, Eng.
Stanley Davies, Weston, Ont.
Frederick Giles & Sons, Birmingham, England.
The Toronto Lock Mfg. Co., Toronto.

DOOR CHECKS
Canadian Yale & Towne, St. Catharines.
The Toronto Lock Mfg. Co., Toronto.

DOOR HANGERS
Can. Foundries & Forgings, Ltd., Welland, Ont.
Can. Steel Goods Co., Hamilton, Can.
N. Slater Co., Limited, Hamilton, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

DOOR SPRINGS
Jas. Cartland & Son, Ltd., Birmingham, Eng.
Chicago Spring Butt Co., Chicago, Ill.
The Kasement Skrene Dore Co., Toronto.

DOOR PULLS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Kasement Screen Dore Co., Toronto.
Stratford Brass Co., Ltd., Stratford, Ont.

DOOR STRIP
Atlas Iron, Wire & General Metal Works, Toronto.
The Peck, Stow & Wilcox Co., Southington, Conn.

DRAINERS, CELLAR
James Morrison Brass Mfg. Co., Ltd., Toronto.

DRILLS, BREAST
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Cnn.
Millers Falls Company, Millers Falls, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.

DRILL CHUCKS
Goodell-Pratt Co., Greenfield, Mass.

DRILLS, BLACKSMITHS'
Can. Foundries & Forgings, td., Brockville, Ont.

DRILLS
Butterfield & Co., Rock Island, Que.
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Rule & Level Co., New Britain, Conn.
The Toronto Lock Mfg. Co., Toronto.
Wilkinson & Kompass, Hamilton, Ont.
The Sheffield Twist Drill & Steel Co., Ltd., Sheffield, England.

DRILLS, RATCHET
The Keystone Manufacturing Co., Buffalo, N.Y.

DROP FORGINGS
Can. Foundries & Forgings, Ltd., Welland, Ont.
J. H. Williams & Co., Ltd., St. Catharines, Ont.
Spielmann Agencies, Montreal.
The Steel Co., of Canada, Ltd., Hamilton, Ont.

DRY COLORS
Brandram-Henderson, Montreal.
Canada Paint Co., Ltd., Montreal.
R. C. Jamieson & Co., Ltd., Montreal.
Sherwin-Williams Co., Ltd., Montreal.
A. Ramsay & Son Co., Montreal.
G. F. Stephen & Co., Ltd., Winnipeg.
Martin-Senour Co., Ltd., Montreal.
McArthur Irwin, Montreal.

DRY CELLS
Canada Dry Cells, Ltd., Winnipeg.
Canadian National Carbon Co., Toronto.
Canadian General Electric Co., Ltd., Toronto.
Spielmann Agencies, Montreal.

DUSTERS
Channell Limited, Toronto.

DYNAMITE
Canadian Explosives, Ltd., Montreal, P.Q.
Du Pont American Industries, Wilmington, Del.

EAVESTROUGH
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Wheeler & Bain, Toronto.

EGG BEATERS
Collette Mfg. Co., Collingwood.
The United Royalties Corp., New York., N.Y.

EGG CASES
Miller Bros. Co., Limited, Montreal.
Walter Woods & Co., Hamilton.

EGG CASE FILLERS
Miller Bros. & Co., Limited, Montreal.
Walter Woods & Co., Hamilton.

EJECTORS AND SYPHONS
Jas. Morrison Brass Mfg. Co., Toronto.

ELBOWS
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.

ELECTRIC APPLIANCES
The Canadian General Electric Co., Ltd., Toronto.
The Canadian Westinghouse Co., Ltd., Hamilton. Ont.
The National Electric Heating Co., Ltd., Toronto.
The Renfrew Electric Products Ltd., Renfrew, Ont.

ELECTRIC BELLS
Canadian General Electric Co., Ltd., Toronto.

ELECTRIC FANS
Canadian General Electric Co., Ltd., Toronto.
Canadian Westinghouse Co., Ltd., Hamilton, Ont.

ELECTRIC FIXTURES
Canadian General Electric Co., Ltd., Toronto.

ELECTRIC GRATES
Barton-Netting Co., Ltd., Windsor, Ont.

ELECTRIC LIGHTING SUPPLIES
The Barton-Netting Co., Ltd., Windsor, Ont.

ELECTRIC MOTORS AND GENERATORS
Canadian Westinghouse Co., Limited, Hamilton, Ont.

ELECTRIC SPECIALTIES
Canadian General Electric Co., Ltd., Toronto.
Canadian Westinghouse Co., Ltd., Hamilton, Ont.
Canadian National Carbon Co., Toronto.
Landers, Frary & Clark, New Britain, Conn.
National Electric Heating Co., Toronto.
Spielmann Agencies, Montreal.

ELECTRIC SUPPLIES
Canadian General Electric Co., Ltd., Toronto.
Canadian Westinghouse Co., Ltd., Hamilton, Ont.

ELECTROPLATE WARE
W. J. Anthony & Sons, Ltd., Bormingham, Eng.

EMERY GLASS AND PAPERS
John Oakey & Sons, London, Eng.

EMERY (GRAIN AND SHEETS)
James Hutton & Co., Montreal, Que.
John Oakey & Co., Ltd., London, Eng.

EMERY GRINDERS
Western Hardware Mfg. Co., Milwaukee, Wis.

EMERY WHEEL DRESSERS
Burgess-Norton Mfg. Co., Geneva, Ill.
The Canadian Hart Products Ltd., Hamilton, Ont.

ENAMELS
The Barrett Co., Ltd.
Sturgeons, Ltd., Toronto.

ENAMEL, STOVE PIPE
The Deco-Tint Co., Montreal, Que.

ENAMELLED WARE
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Sheet Metal Products Co. of Canada, Ltd., Toronto.
Republic Stamping & Enameling Co., Toronto.

ENGINES, GAS
The London Gas Power Co., Ltd., London, Ont.

EQUIPMENT, STORE
Thomas Lewis Arnett, Winnipeg.
Cameron & Co., Toronto.

ESCUTCHEON PINS
Parmenter & Bulloch Co., Ltd., Gananoque, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

EXPLOSIVES
Canadian Explosives, Ltd., Montreal, P.Q.
Du Pont American Industries, Wilmington, Del.

EXTINGUISHERS, FIRE
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

FANLIGHT OPENERS
Jas. Cartland & Sons, Ltd., Birmingham, Eng.

FARM LIGHTING OUTFITS (SYSTEMS)
Can. General Electric Co., Ltd., Toronto.

FASTENERS, CASEMENT, STORM, SASH & SCREEN
Burgess-Norton Mfg. Co., Geneva, Ill.
Stanley Davies, Weston, Ont.
Stratford Brass Co., Ltd., Stratford, Ont.
The Stanley Works, New Britain, Conn.
The Toronto Lock Mfg. Co., Toronto.

FAUCETS, PETROLEUM
Can. Foundries & Forgings, Ltd., Brockville, Ont.

FEED BOXES
Can. Foundries & Forgings, Ltd., Brockville, Ont.

FEED COOKERS
Wheeler & Bain, Toronto.

FELTS (TARRED AND CARPET)
The Barrett Co., Ltd.
Alex. McArthur & Co., Montreal, Que.

FENCING AND GATES
Banwell-Hoxie Wire Fence Co., Hamilton.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
Steel Co., of Canada, Hamilton, Ont.

FENCE POSTS
The Burlington Products, Ltd., Hamilton, Ont.
The Canadian Steel & Wire Co., Ltd., Hamilton.

FENCING, STAPLES AND HOOKS
The Weston Wire & Nail Co., London, Ont.

FENCES, WOVEN WIRE, FARM AND ORNAMENTAL
Banwell-Hoxie Wire Fence Co., Hamilton.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
Wheeler & Bain, Toronto.

FENDERS FOR BUGGY AND CARRIAGE
The Steel Co., of Canada, Ltd., Hamilton, Ont.

FILES
E. C. Atkins Co., Hamilton, Can.
G. & H. Barnett Co., Philadelphia, Pa.
Henry Disston & Sons, Limited, Toronto.
The Ingersoll File Co., Ingersoll, Ont.
Nicholson File Co., Port Hope, Ont.
Simonds Canada Saw Co., Montreal.
Wilkinson & Kompass, Hamilton, Ont.

FILLERS
Boston Varnish Co., Everett St'n, Boston, Mass.

FIRE ARMS
Colts Patent Fire Arms Mfg. Co., Hartford, Conn.
Iver Johnson Arms & Cycle Works, Fitchburg, Mass.

FIRE DOOR FITTINGS
N. Slater Co., Limited, Hamilton, Ont.
Taylor-Forbes Co., Guelph, Ont.
The Toronto Lock Mfg. Co., Toronto.

FIRE EXTINGUISHERS
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

FIRE DEPARTMENT SUPPLIES
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Ltd., Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.

FIRE ESCAPES
The Dennis Wire & Iron Wks., Co., Ltd., London.

FIRE PAILS
E. B. Eddy Co., Ltd., Hull, Que.

FIREPLACE FIXTURES, OPEN GRATES, BASKET GRATES

DAMPERS AND DUMPS
The Barton Netting Co., Ltd., Windsor, Ont.
The Toronto Lock Mfg. Co., Toronto.

FIREPLACE SCREENS
Canada Wire & Iron Goods Co., Hamilton, Ont.

FISHING TACKLE AND ACCESSORIES
Allcock, Laight & Westwood Co., Ltd., Toronto.
Marble Arms & Mfg. Co., Gladstone, Mich.

FLAGS
The Woods Mfg. Co., Ltd., Ottawa, Ont.

FLASHLIGHTS, ELECTRIC
Canadian General Electric Co., Ltd., Toronto.
Canadian National Carbon Co., Toronto.

FLATWARE
Canadian Wm. A. Rogers, Toronto.
Oneida Community, Ltd., Oneida, N.Y.

FLOATS
Empire Level Mfg. Co., Milwaukee, Wis.

FLOWER POTS
E. B. Eddy Co., Ltd., Hull, Que.

FLAT SWATERS
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

FOOD CHOPPERS
F. W. Lamplough & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.

FOOTBALLS
Jabez Cliff & Co., Ltd., Walsall, Eng.

FLINT CLOTHS
John Oakey & Sons, London, Eng.

FLOOR CHECKS, SINGLE OR DOUBLE
Chicago Spring Butt Co., Chicago, Ill.

FLOOR DRESSING
The Commercial Oil Co., Ltd., Hamilton, Ont.
Imperial Oil, Ltd., Toronto, Ont.

FLOOR STANDS
Jenkins Bros., Ltd., Montreal.

FOOT WARMERS
The Chicago Flexible Shaft Co., Chicago, Ill.

FLOOR WAX
The Deco-Tint Co., Montreal, Que.
S. C. Johnson & Sons, Inc., Brantford, Ont.

FORCE CUPS
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

FORGES
The Canadian Blower & Forge Co., Limited, Kitchener, Ont.

FORGINGS
Can. Foundries & Forgings, Ltd., Welland, Ont.
The Steel Co., of Canada, Ltd., Hamilton, Ont.

FORGINGS, DROP
Can. Foundries & Forgings, Ltd., Welland, Ont.

FRUIT JARS
Walter Woods & Co., Hamilton.

FUNNELS
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.

FURNACES
Burrow Stewart & Milne, Ltd., Hamilton.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Clare Bros. Co., Ltd., Preston, Ont.
The Empire Stove & Furnace Co., Ltd., Owen Sound, Ont.
The Enterprise Foundry Co., Ltd., Sackville, N.B.
Findlay Bros., Ltd., Carleton Place, Ont.
The Galt Stove & Furnace Co., Ltd., Galt, Ont.
The Hall-Zryd Foundry Co., Ltd., Hespeler, Ont.
McClary Mfg. Co., Limited, London, Ont.
The Monitor Stove Co., Ltd., Toronto, Ont.
The Pease Foundry Co., Ltd., Toronto.
Jas. Stewart Mfg. Co., Ltd., Woodstock, Ont.

FURNITURE POLISH
Canada Paint Co., Ltd., Montreal.
Channel Limited, Toronto.
The Deco-Tint Co., Montreal, Que.
Imperial Oil, Ltd., Toronto, Ont.
Sherwin-Williams Co., Ltd., Montreal.

FUSES, ELECTRIC
Canadian Westinghouse Co., Limited, Hamilton.

FUSE WIRE
Canada Metal Co., Ltd., Toronto.

GALVANIZED IRON BARS
The Steel Co., of Canada, Ltd., Hamilton, Ont.

GALVANIZED PIPE
Canada Metal Co., Ltd., Toronto.

GALVANIZED STEEL SHEETS
Dominion Sheet Metal Co., Ltd., Hamilton, Ont.
A. C. Leslie & Co., Montreal.

GALVANIZED WARE
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Sheet Metal Products, Ltd., Toronto.

GALVANIZED STEEL SHEETS
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

GALVANIZING
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

GARDEN CULTIVATORS AND WEEDERS
C. S. Norcross & Sons, Bushnell, Ill.
Eureka Planter Co., Woodstock.

GARAGE HARDWARE
Canada Steel Goods Co., Hamilton, Ont.
N. Slater Co., Limited, Hamilton, Ont.
The Stanley Works, New Britain, Conn.

GARBAGE CANS
Thos. Davidson Mfg. Co., Ltd., Montreal.
Sheet Metal Products, Ltd., Toronto.
The Steel Trough & Machine Co., Ltd., Tweed, Ont.

GAS WATER HEATERS
Jas. Morrison Brass Mfg. Co., Toronto.

GASKETS, RUBBER
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Ltd., Toronto.

GASOLINE
Imperial Oil Co., Ltd., Toronto, Ont.
The North Star Oil & Refining Co., Limited, Winnipeg.

GASOLINE TANKS AND PUMPS
S. F. Bowser Company, Ltd., Toronto, Can.
The Steel Trough & Machine Co., Ltd., Tweed, Ont

GATES, GALVANIZED
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.

GATES, STEEL AND WIRE
Banwell-Hoxie Wire Fence Co., Hamilton.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

MEAKINS BRUSHES

Repeat Sales



Meakins Brushes have brought many dealers increased business. Meakins Brushes are a profit-making line that leads to repeat sales. These reliable, efficient brushes are made from selected materials by experienced mechanics. You can "sell" your prospect on the fact that the bristles will not come out. Every Meakins Brush is Rubber Set.

Meakins Brushes are known from coast to coast for their durability. When the consumer asks for paint brushes, he naturally expects Meakins. Order through your jobber.





Write for complete catalogue.

Meakins & Sons, Limited, Hamilton, Ont.

Warehouses:

Winnipeg, London, Toronto, Montreal, Vancouver. Pilkington Bros., Calgary, Alta.

If interested tear out this page and place with letters to be answered.

THE BUYERS' GUIDE

GAUGE COCKS, STANDARD AND HEAVY
The James Morrison Brass Mfg. Co., Ltd., Toronto.

GAUGES
Brown & Sharpe Mfg. Co., Providence, R.I.
Goodell Pratt Co., Greenfield, Mass.
Greenfield Tap and Die Corporation, Galt, Ont.
The James Morrison Mfg. Co., Ltd., Toronto.
L. S. Starrett Co., Athol, Mass.
Stanley Works Co., New Britain, Conn.
J. H. Williams & Co., Ltd., St. Catharines, Ont.

GENERAL RUBBER SPECIALTIES
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

GENERATORS
Canadian General Electric Co., Toronto.

GLASS, ART
The Consolidated Plate Glass Co., of Canada, Limited, Toronto.
Ontario Plate Glass, Ltd., Hamilton, Ont.
Hobbs Mfg. Co., Montreal, Que.

GLASS BENDERS
Toronto Plate Glass Importing Co., Toronto.

GLASS, CARRIAGE
Hobbs Mfg. Co., Montreal, Que.
The Ontario Plate Glass, Ltd., Hamilton, Ont.

GLASS CUTTERS
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.

GLASS CUTTING BOARDS
The Lufkin Rule Co., of Canada, Ltd., Windsor.

GLASS, DOOR
The Consolidated Glate Glass Co. of Canada, Limited, Toronto.
Hobbs Mfg. Co., Montreal, Que.
The Ontario Plate Glass, Ltd., Hamilton, Ont.

GLASS, FANCY
The Consolidated Plate Glass Co. of Canada, Limited, Toronto, Ont.
Hobbs Mfg. Co., Montreal, Que.
The Ontario Plate Glass Ltd., Hamilton, Ont.

GLASS, WINDOW PLATE, ORNAMENTAL
The Consolidated Plate Glass Co. of Canada, Limited, Toronto.
Hobbs Mfg. Co., Montreal, Que.
Ontario Plate Glass, Ltd., Hamilton, Ont.
A. Ramsay, Son & Co., Montreal.
The Regina Plate Glass Co., Ltd., Regina, Sask.
The Saskatchewan Glass & Supply Co., Ltd., Moose Jaw, Sask.
G. F. Stephens & Co., Ltd., Winnipeg.
Toronto Plate Glass Importing Co., Toronto.

GLAZIERS' DIAMONDS
A. Ramsay, Son & Co., Montreal.

GLOVES AND MITTS
American Pad & Textile Co., Ltd., Chatham, Ont.
The Hamilton Carhartt Co., Ltd., Toronto.

GLUE, SHEET AND GROUND
R. C. Jamieson & Co., Ltd., Montreal.
A. Ramsay, Son & Co., Montreal.

GOLF BAGS
The Woods Mfg. Co., Ltd., Ottawa, Ont.

GOLF BALLS
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

GRANITE WARE
Sheet Metal Products, Ltd., Toronto.

GRATES
The Barton Netting Co., Ltd., Windsor, Ont.

GREASE AND OIL CUPS
The James Morrison Brass Mfg. Co., Ltd., Toronto.

GREASE GUNS
Stevens & Co., New York.

GRINDERS, HAND AND POWER
The Carborundum Co., Niagara Falls, N. Y.
A. G. & A. L. Brown & Co., Montreal, Que.
The Star Specialty Mfg. Co., Chicago, Ill.
Taylor-Forbes Co., Ltd., Guelph, Ont.
Western Hardware Mfg. Co., Milwaukee, Wis.

GRINDING WHEELS
The Carborundum Co., Niagara Falls, N.Y.
The Canadian Hart Products Ltd., Hamilton, Ont.
The Cleveland Stone Co., Cleveland, Ohio.

GRINDSTONES
The Carborundum Co., Niagara Falls, N.Y.

GRINDSTONE FIXTURES
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Cleveland Stone Co., Cleveland, Ohio.

GUARDS, WIRE
Canada Wire & Iron Goods Co., Hamilton, Ont.

GUNS
Caverhill, Learmont & Co., Montreal.
The Fraser Co., Agents B.S.A., Montreal, Que.
Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.
Savage Arms Corporation, Utica, N.Y.

GUN PARTS
The Fraser Co., Agents B.S.A., Montreal, Que

GUNSIGHTS
Marble Arms & Mfg. Co., Gladstone, Mich.

HACK SAWS
Brown & Sharpe Mfg. Co., Providence, R.I.
Clemson Bros., Inc., Hamilton, Ont.
Diamond Saw and Stamping Works, Buffalo, N.Y.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Co., Millers Falls, Mass.
L. S. Starrett Co., Athol, Mass

HACK SAW BLADES
E. C. Atkins & Co., Hamilton, Ont.
Clemson Bros., Inc., Hamilton, Ont.
Diamond Saw & Stamping Works, Buffalo, N.Y.
Goodell-Pratt Co., Greenfield, Mass.
Henry Disston & Sons, Ltd., Toronto.
Millers Falls Company, Millers Falls, Mass.
Smith & Hemenway Co., Inc., Irvington, N. J.

HACK SAW FRAMES
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Brown & Sharpe Mfg. Co., Providence, R. I.
Henry Disston & Sons, Limited, Toronto.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
L. S. Starrett Co., Athol, Mass.

HACK SAW MACHINES
Diamond Saw & Stamping Works, Buffalo, N. Y.
Goodell-Pratt Co., Greenfield, Mass.

HAME CHAINS
The Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.

HAMMERS
Canada Foundries & Forgings, Brockville, Ont.
The Peck, Stow & Wilcox Co., Southington, Conn.
Stanley Works, New Britain, Conn.
Vaughan & Bushnell, Chicago, Ill.

HAND DRILLS
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.

HANDLES
J. H. Still Mfg. Co., St. Thomas, Ont.

HANDLES, CHEST AND DRAWER
Burgess-Norton Mfg. Co., Geneva, Ill.
The Brainerd Mfg. Co., East Rochester, N. Y.
N. Slater Co., Limited, Hamilton, Ont.
Taylor-Forbes & Co., Limited, Guelph, Ont.

HANDLES, DOOR
The Toronto Lock Mfg. Co., Toronto.

HANDLES, CRANK, BALANCE, MACHINE
J. H. Williams & Co., Ltd., St. Catharines, Ont.

HAND PULLS
North Bros., Mfg. Co., Philadelphia, Pa.

HAND TAPS
Greenfield Tap and Die Corp.

HANGERS, BARN DOOR
Canada Steel Goods Co., Ltd., Hamilton, Ont.
Beatty Bros., Ltd., Fergus, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
N. Slater Ltd., Hamilton, Ont.
Taylor-Forbes & Co., Limited, Guelph, Ont.
The Toronto Lock Mfg. Co., Toronto.

HANGERS, DOOR
Beatty Bros., Ltd., Fergus, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Canada Steel Goods Co., Hamilton, Ont.
F. E. Myers & Bro., Ashland, Ohio.
N. Slater Co., Limited, Hamilton, Ont.
Taylor-Forbes & Co., Limited, Guelph, Ont.
The Stanley Works, New Britain, Conn.

HANGERS, DOOR AND TRACK
Beatty Bros., Ltd., Fergus, Ont.
Canada Steel Goods Co., Hamilton, Ont.
N. Slater Limited, Hamilton, Ont.

HANGERS, STORM, SASH AND SCREEN
The Stanley Works, New Britain, Conn.

HARDWARE, CARRIAGE AND AUTOMOBILE
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

HARDWARE, DOOR
The Hamilton Stove & Heater Co., Hamilton.
Taylor-Forbes & Co., Limited, Guelph, Ont.

HARDWARE, BARN DOOR
Beatty Bros., Limited, Fergus, Ont.

HARDWARE JOBBERS
Towe & Towe, London, Ont.

HARDWAREC, FINISHING
Taylor-Forbes & Co., Limited, Guelph, Ont.

HARDWARE SPECIALTIES
The Brainerd Mfg. Co., East Rochester, N.Y.
Burgess-Norton Mfg. Co., Geneva, Ill.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Can. Forgings & Forgings, Ltd., Brockville, Ont.
Chicago Spring Butt Co., Chicago, Ill.
Landers, Frary & Clark, New Britain, Conn.
Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.
N. Slater Co., Limited, Stratford, Ont.
Stratford Brass Co., Ltd., Stratford, Ont.
Taylor-Forbes Co., Guelph, Ont.

HARDWARE STORE FITTINGS
Stratford Brass Co., Ltd., Stratford, Ont.

HARNESS HARDWARE
Samuel Trees & Co., Ltd., Toronto.

HATCHETS
Burgess-Norton Mfg. Co., Geneva, Ill.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Marble Arms & Mfg. Co., Gladstone, Mich.
The Peck, Stow & Wilcox Co., Southington, Conn.

HASPS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Brainerd Mfg. Co., East Rochester, N.Y.
Canada Steel Goods Co., Hamilton, Ont.
The Toronto Lock Mfg. Co., Toronto, Ont.

HAWKS, ALUMINUM
Empire Level Mfg. Co., Milwaukee, Wis.

HEADLIGHT, GLASS
Hobbs Mfg. Co., Montreal, Que.
The Ontario Plate Glass, Ltd., Hamilton, Ont.

HEATERS
Anthes Foundry, Ltd., Winnipeg, Man.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
O-Rib-O Mfg. Co., Winnipeg, Man.
Thos. Davidson Mfg. Co., Ltd., Montreal.
The McClary Mfg. Co., Ltd., London, Ont.
Jas. Morrison Brass Mfg. Co., Ltd., Toronto, Ont.
The Perfection Stove Co., Ltd., Sarnia, Ont.
Jas. Stewart Mfg. Co., Ltd., Woodstock, Ont.
Sheet Metal Products, Ltd., Toronto.

HEATERS, AUTO
Chicago Flexible Shaft Co., Chicago, Ill.

HEATERS, ELECTRIC
Canadian Westinghouse Co., Limited, Hamilton, Ont.
Landers, Frary & Clarke, New Britain, Conn.
The National Electric Heating Co., Ltd., Toronto.
The Renfrew Electric Products Ltd., Renfrew, Ont.

HEAVY HARDWARE SPECIALTIES
Burgess-Norton Mfg. Co., Geneva, Ill.

HEELS AND SOLES, RUBBER
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Goodyear Tire & Rubber Co., Ltd., Toronto.
Gutta Percha & Rubber Ltd., Toronto.

HINGES, BOX AND REFRIGERATOR
The Brainerd Mfg. Co., East Rochester, N.Y.

HINGES, ORNAMENTAL
The Lawson Mfg. Co., Chicago, Ill.
The Stanley Works, New Britain, Conn.

HOOKS, HAT AND COAT
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.
Taylor-Forbes Co., Limited, Guelph, Ont.

HINGES, SPRING
Chicago Spring Butt Co., Chicago, Ill.
The Lawson Mfg. Co., Chicago, Ill.
Taylor-Forbes Co., Guelph, Ont.
The Toronto Lock Mfg. Co., Toronto.

HINGES, STRAP AND TEE
Canada Steel Goods Co., Hamilton, Can.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
N. Slater Co., Limited, Hamilton, Ont.

HOCKEY STICKS
Hall-Zryd Foundry Co., Limited, Hespeler, Ont.
The St. Marys Wood Specialty Co., Ltd., St. Marys
J. H. Still Mfg. Co., St. Thomas.

HOISTS
Manitoba Bridge & Iron Works, Ltd., Winnipeg

HOIST HOOKS
Williams & Co., J. H., Brooklyn, N.Y.

HOLLOW WARE
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Landers, Frary & Clark, New Britain, Conn.

HORSE BLANKETS AND HORSE COVERS
The Woods Mfg. Co., Ltd., Ottawa, Ont.

HORSE SLINGERS
Collins Mfg. Co., Toronto.

HONES, RAZOR
The Carborundum Co., Niagara Falls, N.Y.
The Canadian Hart Products Ltd., Hamilton, Ont.

HOOKS, COAT AND HAT
The Brainerd Mfg. Co., East Rochester, N.Y.
Jas. Cartland & Sons, Ltd., Birmingham, Eng.
The Steel Co. of Canada, Ltd., Hamilton, Ont.
The Toronto Lock Mfg. Co., Toronto.

HOOKS, FISH
Allcock, Laight & Westwood Co., Toronto, Ont.

HORSE SHOES
The Steel Co. of Canada, Ltd., Hamilton, Ont.
Wilkinson & Kompass, Hamilton.

HORSE SHOE PADS
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

HOSE CLAMPS
The Ontario Lantern & Lamp Co., Ltd., Hamilton.

HOSE, FITTINGS AND SUPPLIES
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Caverhill, Learmont & Co., Montreal.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
The Empire Brass Mfg. Co., Ltd., London, Ont.
The Goodyear Tire & Rubber Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.

HOSE MENDERS
The Ontario Lantern & Lamp Co., Ltd., Hamilton.

HOT AIR REGISTERS
Barton Netting Co., Limited, Windsor, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont
Jas. Stewart Mfg. Co., Woodstock, Ont.

HOUSEHOLD APPLIANCES
Canadian Westinghouse Co., Limited, Hamilton, Ont.

HOUSEHOLD PAILS
Wm. Cane & Sons, Hamilton, Ont.
E. B. Eddy Co., Hull, Que.

ICE CREAM FREEZERS
Wm. Cane & Sons, Co., Ltd., Newmarket, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
North Bros. Mfg. Co., Philadelphia, Pa.

INCUBATORS
Collins Mfg. Co., Toronto.

INDICATORS, SPEED
Brown & Sharpe Mfg. Co., Providence, R.I.
Henry Disston & Sons, Limited, Toronto.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

INDURATED WARE
E. B. Eddy Co., Ltd., Hull, Que.

INJECTORS, AUTOMATIC
Jas. Morrison Brass Mfg. Co., Toronto, Ont.

INSTRUMENTS OF PRECISION
Brown & Sharpe Mfg. Co., Provdence, R.I.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

INSURANCE
The Canadian Hardware & Implement Underwriters, Winnipeg, Man.

IRON, MERCHANTS BAR
London Rolling Mill Co., Ltd., The, London, Ont.
The Steel Co. of Canada, Ltd., Hamilotn, Ont.

IRON, CORRUGATED
Canada Metal Co., Toronto.

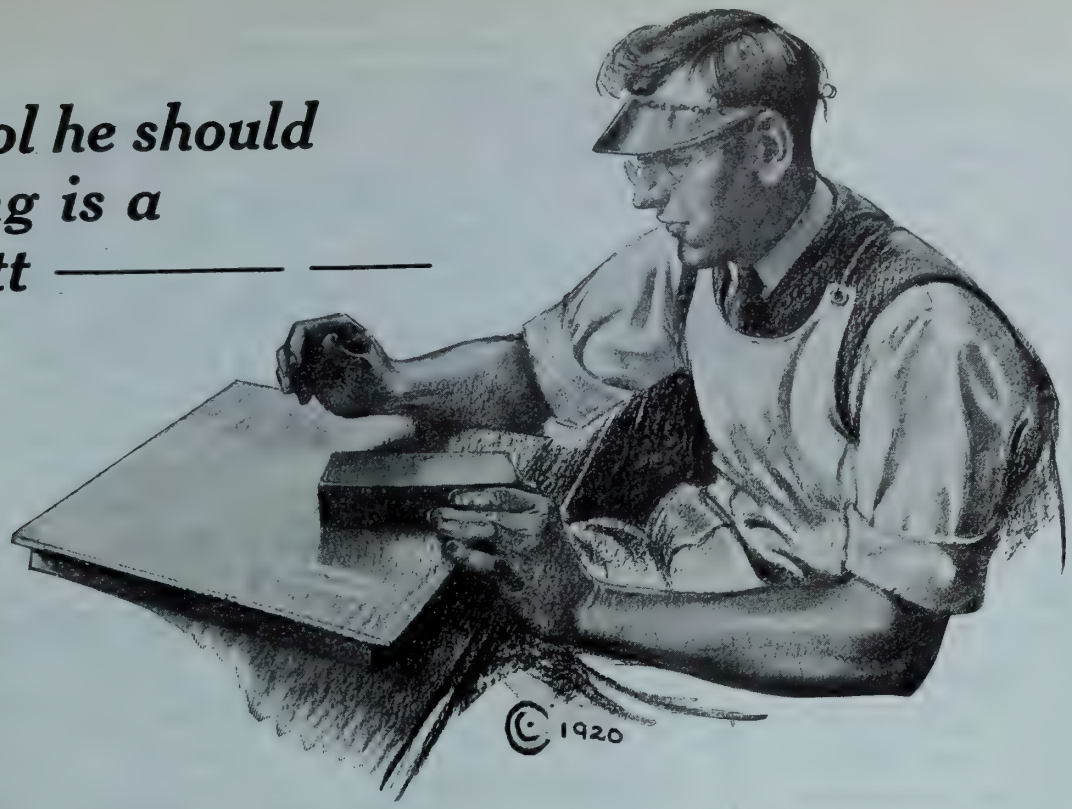
IRON HANDLES
Can. Foundries & Forgings, Ltd., Brockville, Ont.

IRON, HORSE SHOE
The Steel Co. of Canada, Ltd., Hamilotn, Ont.

IRON AND STEEL BARS
Caverhill, Learmont & Co., Montreal, Que.
A. C. Leslie & Co., Ltd., Montreal.
The Steel Co. of Canada, Ltd., Hamilton, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Nova Scotia Steel Co., New Glasgow, N.S.

IRON, BAR
London Rolling Mill Co., Ltd., The, London, Ont.

The tool he should be using is a Starrett ——— ——



Have You This Tool In Stock?



There are four hermaphrodite calipers of Starrett make. One of these—the tool to be used here—is designed especially for laying out work such as marking lines parallel with the edge of a block, finding temporary centers, etc. Another, designed for less sensitive adjustment, is used where the requirements are not so rigid. Two of them have lock joints, permitting work over flanges, etc.

The caliper this machinist is using may be found in the new Starrett Catalog No. 22 MA. See if you have it in stock.

THE L. S. STARRETT COMPANY

The World's Greatest Toolmakers
Manufacturers of Hack Saws Unexcelled

ATHOL, MASS.

42-149

Sell Starrett Tools

If interested tear out this page and place with letters to be answered.

THE BUYERS' GUIDE

IRONS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

IRONS, ELECTRIC
The Canadian General Electric Co., Ltd., Toronto.
The Canadian Westinghouse Co., Ltd., Hamilton, Ont.
The National Electric Heating Co., Ltd., Toronto.
The Renfrew Electric Products Ltd., Renfrew, Ont.

IRONING BOARDS
Schultz Bros. Mfg. Co., Ltd., Brantford, Ont.
The Stratford Mfg. Co., Stratford, Ont.

IRONING MACHINES, ELECTRIC
The Hurley Machine Co., Limited, Toronto.

IRON FOR STAYBOLTS
London Rolling Mill Co., Ltd., The, London, Ont.

IRONWORK, BUILDERS'
The Dennis Wire & Iron Works, Ltd., London.

JACK PLANES
Stanley Works, New Britain, Conn.

JACK SCREWS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Millers Falls Company, Millers Falls, Mass.

JAPANS
Boston Varnish Co., Everett Stn., Boston, Mass.
The Sherwin-Williams Co., Ltd., Montreal, Que.

JARS, FRUIT
The Dominion Glass Co., Ltd., Montreal, Que.

KETTLES
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Thos. Davidson, Mfg. Co., Ltd., Montreal.
The Wentworth Mfg. Co., Limited, Hamilton, Ont.

KEYHOLE SAWS
E. C. Atkins & Co., Hamilton, Ont.
Bridgeport Hardware Co., Bridgeport, Conn.

KITCHEN WARE
Thos. Davidson Mfg. Co., Ltd., Montreal.
J. H. Hanson Co., Limited, Montreal, Que.
Sheet Metal Products Co., Toronto.

KNIVES, BEET
E. C. Atkins & Co., Hamilton, Ont.

KNIVES, CORN
E. C. Atkins & Co., Hamilton, Ont.

KNIVES, CUTTING
Landers, Frary & Clark, New Britain, Conn.

KNIFE CLEANER
The Vono Co., Dudley Port, Staffs, Eng.

KNIVES, MACHINE
E. C. Atkins & Co., Hamilton, Ont.

KNIVES, POCKET AND TABLE
Geo. Butler & Co., Ltd., Sheffield, Eng.
G. L. Cohoon, Montreal.
Thos. Ellin & Co., Limited, Sheffield, Eng.
Jonathan Crookes & Son, Ltd., Ltd., Sheffield, Eng.
James Hutton & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.
F. W. Lamplough & Co., Montreal, Que.
Whites Limited, Collingwood, Ont.
Wiebusch & Hilger, New York.
Marples & Co., Sheffield, England.
T. E. Rowbotham & Son, Sheffield, England.

KNIVES, SPORTSMEN'S
Marble Arms & Mfg. Co., Gladstone, Mich.

KNIVES, PUTTY
Brideport Mfg. Co., Bridgeport, Conn.

KNOBS, DRAWER
The Brainerd Mfg. Co., East Rochester, N.Y.

KNOCKERS, DOOR
The Toronto Lock Mfg. Co., Toronto.

LADDERS, STEP, EXTENSION, STORE, ETC.
Beatty Bros., Ltd., Fergus, Ont.
N. Slater Co., Ltd., Hamilton, Ont.
The Stratford Mfg. Co., Stratford, Ont.

LAMPS, NITROGEN AND TUNGSTEN
The Canadian Tungsten Lamp Co., Hamilton, Ont.

LAMP BLACK
L. Martin Co., New York, N.Y.
A. Ramsay & Son Co., Montreal.
Wilckes-Martin-Wilckes Co., New York.

LAMP BURNERS
The Ontario Lantern & Lamp Co., Ltd., Hamilton.

LAMP CHIMNEYS
Walter Woods & Co., Hamilton.

LAMP COLORING AND FROSTING
Spielmann Agencies, Ltd., Montreal.

LAMPS AND LANTERNS, GASOLINE
The Coleman Lamp Co., Limited, Toronto.
National Stamping & Electric Wks., Chicago, Ill.

LAMPS, LANTERNS, ELECTRIC, HAND
Northern Electric Co., Ltd., Montreal.
Canadian General Electric Co., Toronto.
Canadian National Carbon Co., Toronto.
Dominion Battery Co., Toronto.
National Stamping & Electric Wks., Chicago, Ill.
The Ontario Lantern & Lamp Co., Hamilton, Ont.
Spielmann Agencies, Ltd., Montreal.

LAMPS, ELECTRIC
Canadian General Electric Co., Ltd., Toronto.
Canadian Westinghouse Co., Limited, Hamilton.
The Ontario Lantern & Lamp Co., Hamilton, Ont.

LAMPS AND LANTERNS, GASOLINE AND KEROSENE
The Coleman Lamp Co., Limited, Toronto.
National Stamping & Electric Works, Chicago.
The Ontario Lantern & Lamp Co., Ltd., Hamilton.

LANTERNS OIL
Thos. Davidson Mfg. Co., Montreal.
The Ontario Lantern & Lamp Co., Ltd., Hamilton.
E. T. Wright & Co., Limited, Hamilton, Ont.

LATCHES
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Gendron Mfg. Co., Ltd., Toronto.
Taylor-Forbes Co., Limited, Guelph, Ont.
The Toronto Lock Mfg. Co., Toronto, Ont.

LATH METAL
Pedlar People, Ltd., Oshawa, Ont.

LATHE DOGS, DROP FORGED
J. H. Williams & Co., St. Catharines, Ont.

LATHE DOGS
The Steel Co. of Canada, Ltd., Hamilton, Ont.
J. H. Williams & Co., St. Catharines, Ont.

LAWN MOWERS
Can. Foundries & Forgings, Ltd., Brockville.
The Eureka Planter Co., Ltd., Woodstock, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.
Whites Limited, Collingwood, Ont.

LAWN SEATS
The Stratford Mfg. Co., Stratford, Ont.

LAWN SPRINKLERS
Can. Foundries & Forgings, Ltd., Brockville, Ont.

LAWN SWINGS
The Stratford Mfg. Co., Stratford, Ont.

LEAD, BLACK
John Oakey & Sons, London, Eng.

LEAD, CALKING AND PIG
The Canada Metal Co., Limited, Toronto, Ont.
Consolidated Mining and Smelting Co. of Canada, Montreal, Que.
The Great Western Smelting & Refining Co., Vancouver, B.C.

LEAD PENCILS
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.

LEAD SHEETS AND PIPE
Canada Metal Co., Toronto.
Consolidated Mining and Smelting Co. of Canada, Montreal, Que.
Hoyt Metal Co., Toronto.
A. C. Leslie & Co., Montreal.

LEAD TRAPS AND BENDS
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.

LEAD IRONS
The A. R. Whittal Can. Co., Ltd., Montreal.

LEAD WASHERS
Canada Metal Co., Ltd., Toronto.

LENS
The Hamilton Mirror Plate Co., Limited, Hamilton, Ont.
The Ontario Plate Glass, Ltd., Hamilton, Ont.

LETTERS AND FIGURES, EMBOSSED
The Niagara Falls Metal Stamp'g Works, Niagara Falls, N.Y.
The Toronto Lock Mfg. Co., Toronto.

LEVELS
Campbell Agencies, Toronto.
Henry Disston & Sons, Limited, Toronto.
Empire Level Mfg. Co., Milwaukee, Wis.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
J. Sand & Sons, Detroit, Mich.
Stanley Rule & Level Co., New Britain, Conn.
L. S. Starrett Co., Athol, Mass.
Whites Limited, Collingwood, Ont.

LEVELS, ALUMINUM
Campbell Agencies, Toronto.
Empire Level Mfg. Co., Milwaukee, Wis.
Goodell Pratt Co., Greenfield, Mass.
J. Sand & Sons, Detroit, Mich.

LEVEL GLASSES
Stanley Rule & Level Co., New Britain, Conn.

LEVELS, MASONS
Henry Disston & Sons, Limited, Toronto.
Empire Level Mfg. Co., Milwaukee, Wis.

LINES, WIRE, CLOTHES
Walter Woods & Co., Hamilton.
Western Wire & Nail Co., London.

LINOLEUM
The Dominion Oilcloth & Linoleum Co., Ltd., Montreal, Que.

LINOLEUM FINISHES
Boston Varnish Co., Everett Stn., Boston, Mass.

LINSEED OIL
Brandram-Henderson, Montreal.
The Canada Paint Co., Limited, Winnipeg, Man.
Dominion Linseed Oil Co., Baden and Toronto.
R. C. Jamieson & Co., Ltd., Montreal.
Ontario Oil & Turpentine Co., Ltd., Toronto.
Prairie City Oil Co., Winnipeg, Man.
A. Ramsay & Son Co., Montreal.
The Sherwin-Williams Co., Ltd., Montreal, Que.

LOCKS
The Canadian Yale & Towne Mfg. Co., St. Catharines, Ont.
The Belleville Hardware & Lock Mfg. Co., Belleville, Ont.
The Hamilton Stove & Heater Co., Hamilton, Ont.
The National Machinery & Supply Co., Limited, Hamilton, Ont.
The Toronto Lock Mfg. Co., Toronto.

LOCK WASHER EQUIPMENT
Sleeper & Hartley, Inc., Worcester, Mass.

LOCKERS
Canada Wire & Iron Goods Co., Hamilton, Ont.
Dennis Wire & Iron Works Co., Ltd., London, Ont.

LOCOMOTIVE TOOLS
J. H. Williams & Co., St. Catharines, Ont.

LUMBER TOOLS
Thos. Pink & Co., Pembroke, Ont.
T. F. Shurly Co., Ltd., St. Catharines, Ont.

MACHINES, DOUBLE CUTTING
E. C. Atkins & Co., Hamilton, Ont.

MACHINISTS' TOOLS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
J. H. Williams & Co., St. Catharines, Ont.

MALLEABLE IRON CASTINGS
The Gurney Foundry Co., Ltd., Toronto.
The International Malleable Iron Co., Ltd., Guelph, Ont.

MANTLES
The Barton Netting Co., Ltd., Windsor, Ont.
Thomas Lewis Arnett, Souris, Man.

MANGLES, CLOTHES
Taylor-Forbes Co., Limited, Guelph, Ont.

MANTLES, GAS
R. M. Moore & Co., Ltd., Vancouver, B.C.

MATCHES
E. B. Eddy Co., Hull, Que.

MATS AND MATTING, RUBBER
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Ltd., Toronto, Ont.
The Port Hope Mat & Mfg. Co., Port Hope, Ont.

MAULS
Can. Foundries & Forgings, Ltd., Brockville, Ont.

MEAT CHOPPERS
Landers, Frary & Clark, New Britain, Conn.

MECHANICAL RUBBER PRODUCTS
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

METAL BOXES AND DRAWERS
Cameron & Co., Toronto, Ont.

METAL CUTTING SAWS
Clemson Bros., Inc., Hamilton, Ont.

METAL SAWS, POWER
Clemson Bros., Inc., Hamilton, Ont.

METALS, HEAVY AND SHELF
Henry Rogers, Sons & Co., Ltd., Wolverhampton, Eng.

METAL STAMPINGS
Kales Stamping Co., Ltd., Walkerville, Ont.
The Niagara Falls Metal Stamp'g Works, Niagara Falls, N.Y.

METALS, EXPANDED, INGOT, SHEET, TUBE, ETC.
Canada Metal Co., Toronto, Ont.
Hoyt Metal Co., Toronto, Ont.
A. C. Leslie & Co., Montreal, Que.

METAL SPECIALTIES
Burgess-Norton Mfg. Co., Geneva, Ill.
Hamilton Stamp & Stencil Wks., Hamilton, Ont.
Niagara Falls Metal Stamping Wofks, Niagara Falls, N.Y.
O-Rib-O Mfg. Co., Winnipeg, Man.

METAL STORE AND FRONT CONSTRUCTION
The Consolidated Plate Glass Co. of Canada, Limited, Toronto.

METERS
Canadian General Electric Co., Toronto.

MENDERS, GRANITEWARE, POT AND PAN
Collette Mfg. Co., Collingwood, Ont.
H. Nagle Co., Montreal, Que.

MICA
Mica Co. of Canada, Ltd., Hull, Que.

MICROMETERS
Brown & Sharpe Mfg. Co., Providence, R.I.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

MILK CANS
Thos. Davidson Mfg. Co., Ltd., Montreal.
Sheet Metal Products, Ltd., Toronto.

MILK PAILS
E. B. Eddy Co., Ltd., Hull, Que.

MILLBOARD
E. B. Eddy Co., Ltd., Hull, Que.

MIRRORS
Hobbs Mfg. Co., Montreal, Que.
Ontario Plate Glass, Ltd., Hamilton, Ont.
The Regina Plate Glass Co., Ltd., Regina, Sask.
Saskatchewan Glass & Supply Co., Ltd., Moose Jaw, Saskatchewan.
Toronto Plate Glass Importing Co., Toronto.

MITRE BOXES
E. C. Atkins & Co., Hamilton, Ont.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
Stanley Works, New Britain, Conn.

MITRE BOX SAWS
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto.

MOLASSES GATES
Can. Foundries & Forgings, Ltd., Brockville, Ont.

MOPS
Can. Foundries & Forgings, Ltd., Brockville, Ont.

MOTORS
Canadian General Electric Co., Toronto.

MOTOR CARS
Ford Motor Co. of Canada, Ltd., Ford, Ont.

MOTOR GENERATORS
Canadian Electric Company, Toronto.

NAIL MACHINERY
Sleeper & Hartly, Inc., Worcester, Mass.

NAILS, WIRE AND CUT
Canadian Tube Steel Products, Ltd., Montreal.
Caverhill, Learmont & Co., Montreal.
Canada Metal Co., Ltd., Toronto.
The Graham Nail Works, Toronto.
Laidlaw Bale-Tie Co., Ltd., Hamilton.
The Steel Co. of Canada, Limited, Hamilton, Ont.
Western Wire & Nail Co., London, Ont.
Whites Limited, Collingwood, Ont.

NAIL PULLERS
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Millers Falls Company, Millers Falls, Mass.
Smith & Hemenway Co., Inc., Irvington, N.J.

NAILS, HORSE SHOE
The Montreal Rolling Mills Co., Montreal, Que.
Steel Co. of Canada, Ltd., Hamilton.

NAME PLATE TRANSFERS
Canada Decalcomania Co., Ltd., Toronto.
Steel Co. of Canada, Ltd., Hamilton, Ont.
Parmenter & Bulloch, Gananoque, Ont.
Western Wire & Nut Co., London.

NIPPLES
Steel Co. of Canada, Ltd., Hamilton.

NITROGEN LAMPS
The Canadian Tungsten Lamp Co., Ltd., Hamilton.

NEWSPRINT PAPER
E. B. Eddy Co., Ltd., Hull, Que.

NUTS, HOT PRESSED
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Barrett Roofings, Cements Industrial Paints etc.

Everlastic "Rubber" Roofing.

Everjet Elastic Carbon Paint

Everlastic Liquid Roofing Cement.

Plastic Elastigum Patching Cement.

Introducing Everlastic Multi-Shingles—(4 Shingles in One)

THE Barrett Company, Limited, which for 75 years has been recognized for its preeminence in the manufacture of roofing and roofing materials, is now manufacturing Everlastic *Slate-Surfaced* Multi-Shingles—the newest thing in roofing.

Every home owner wants a roof that is beautiful, durable and not expensive. Multi-Shingles have been developed to fill this demand. When laid they look exactly like individual shingles and make a roof worthy of the finest buildings.



The soft, natural-slate shades of red or green furnish color and texture to the roof and at the same time give it great durability, exceptional fire-resistance and freedom from painting. No artificial coloring is used.

Each strip of Everlastic Multi-Shingles is 32¼ inches long by 10 inches high. The self-spacing cut-outs are 8 inches apart and 4 inches deep by ½ inch wide.

They come in strong packages containing enough shingles for one-half square —50 square feet. Each color packed separately. Weight of package, ready for shipment, 90 pounds.

Be sure to look for the Barrett Everlastic trade mark on every package.

The Barrett Company LIMITED

MONTREAL TORONTO
WINNIPEG VANCOUVER
ST. JOHN, N.B. HALIFAX, N.S.



Modern home showing effect secured by use of Barrett Everlastic Multi-Shingles.

If interested tear out this page and place with letters to be answered.

THE BUYERS' GUIDE

NUTS, THUMB
J. H. Williams & Co., Brooklyn, N.Y.

OILCLOTH
The Dominion Oilcloth & Linoleum Co., Ltd., Montreal.

OIL CANS
Cannon Oiler Co., Keithsburg, Ill.

OIL, COAL
Imperial Oil Co., Ltd., Toronto.

OILS, CYLINDER
J. H. Ashdown Co., Ltd., Winnipeg, Man.
Canadian Oil Co., Toronto, Ont.
Imperial Oil Co., Ltd., Toronto.
The North Star Oil & Refining Co., Limited, Winnipeg, Man.
The Prairie City Oil Co., Ltd., Winnipeg, Man.

OIL CAKE AND MEAL
Dominion Linseed Oil Co., Toronto.
Sherwin Williams Co., Winnipeg.

OIL HOLE COVERS
Canadian Winkley Co., Windsor.

OIL, MOTOR, ROAD, HARNESS, NEATSFOOT, SEPARATOR AND GAS ENGINE
The Commercial Oil Co., Ltd., Hamilton, Ont.
Imperial Oil, Ltd., Toronto.
The North Star Oil & Refining Co., Limited, Winnipeg, Man.
Canadian Oil Co., Winnipeg.
The Prairie City Oil Co., Winnipeg.
The Tide Water Oil Co., New York, N.Y.

OIL STONES
The Canadian Hart Products, Ltd., Hamilton, Ont.

OIL STOVES
Thos. Davidson Mfg. Co., Detroit, Mich.
The McClary Mfg. Co., Ltd., London, Ont.
The Perfection Stove Co., Ltd., Sarnia, Ont.
Sheet Metal Products, Ltd., Toronto.

OIL STORAGE AND DISTRIBUTING SYSTEMS
S. F. Bowser Company, Ltd., Toronto, Ont.

OIL TANKS AND PUMPS
S. F. Bowser Company, Ltd., Toronto, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.

OILERS
Cannon Oiler Co., Keithsburg, Ill.
Thos. Davidson Mfg. Co., Ltd., Montreal.

ORNAMENTAL FENCE
Atlas Iron, Wire & General Metal Works, Toronto.
Banwell Hoxie Wire Fence Co., Ltd., Hamilton.

ORNAMENTAL IRON AND WIRE WORK
Canada Wire & Iron Goods Co., Hamilton, Ont.
Dennis Wire and Iron Works, London, Ont.

PACKINGS
Wm. J. Brown, Montreal, Que.
Consumers Cordage Co., Montreal and Halifax.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Ltd., Toronto.
Jenkins Bros., Ltd., Montreal.

PACKING RUBBER
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Co., Ltd., Toronto.

PADS
E. B. Eddy Co., Ltd., Hull, Que.

PADS FOR HORSES
American Pad and Textile Co., Chatham.

PADLOCKS
C. O. Clark & Bro., Montreal, Que.

PAINT, COLD WATER
The Deco-Tint Co., Montreal, Que.

PAINT, READY-MIXED, HOUSE, BARN, ROOF, FLAT WALL, CONCRETE, FLOOR, CEMENT, ALUMINUM, MARINE AND DECK
The Barrett Co., Ltd.
The Brandram-Henderson, Ltd., Montreal.
Canada Paint Co., Montreal.
The Flint Varnish & Color Works of Canada, Limited, Montreal, Que.
The Garland Co., Cleveland, Ohio.
The Glidden Co., Ltd., Toronto.
Imperial Varnish & Color Co., Ltd., Montreal.
S. C. Johnson & Sons, Inc., Brantford, Ont.
Lowe Bros., Ltd., Toronto, Ont.
Martin-Senour Co., Ltd., Montreal.
McArthur-Irwin, Ltd., Montreal.
Benjamin Moore & Co., Toronto.
The Ottawa Paint Works, Ltd., Ottawa, Ont.
A. Ramsay & Son Co., Montreal.
Sherwin-Williams Co., Montreal.
G. F. Stephens & Co., Ltd., Winnipeg.

PAINT BRUSHES
The Boeckh Company, Ltd., Toronto.
Meakins & Sons, Hamilton.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.

PAINT AND VARNISH REMOVER
Brandram-Henderson, Ltd., Montreal, Que.
Canada Paint Co., Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal.
Lowe Bros. Co., Ltd., Toronto, Ont.
Martin-Senour Co., Ltd., Montreal, Que.
Sherwin-Williams Co., Montreal.
A. Ramsay & Son Co., Montreal.

PAINT, OIL, STORAGE AND HANDLING SYSTEMS
S. F. Bowser Company, Ltd., Toronto, Can.

PAPER BALERS
Climax Baler Co., Hamilton.
Spielmann Agencies, Montreal.

PARIS GREEN
Canada Paint Co., Montreal.
McArthur-Irwin, Ltd., Montreal.
Sherwin-Williams Co., Montreal.

PAPER BAGS
E. B. Eddy Co., Ltd., Hull, Que.
Walter Woods & Co., Hamilton.

PAPER NAPKINS
E. B. Eddy Co., Ltd., Hull, Que.

PAILS
E. B. Eddy Co., Ltd., Hull, Que.
Thos. Davidson Mfg. Co., Ltd., Montreal.

PAILS, HOUSEHOLD
E. B. Eddy Co., Ltd., Hull, Que.
Sheet Metal Products, Ltd., Toronto, Ont.

PAILS, WOODEN
Wm. Cane & Sons Co., Ltd., Hull, Que.

PAILS, GALVANIZED AND TIN
Sheet Metal Products, Ltd., Toronto.
The Steel Trough & Machine Co., Ltd., Tweed.

PERCOLATORS, COFFEE
Canadian General Electric Co., Toronto.
Landers, Frary & Clark, New Britain, Conn.

PETROLEUM FAUCETS
Landers, Frary & Clark, New Britain, Conn.

PHOSPHOR TIN AND COPPER
The Hoyt Metal Co., Limited, Toronto.

PICK HANDLES
J. H. Still Mfg. Co., St. Thomas, Ont.

PIGEON NESTS
E. B. Eddy Co., Ltd., Hull, Que.

PIG IRON
A. C. Leslie & Co., Ltd., Montreal.
Nova Scotia Steel Co., New Glasgow, N.S.
Steel Co. of Canada, Ltd., Hamilton.

PINS, ESCUTCHEON
Parmenter & Bulloch, Gananoque.

PIPE, ACID RESISTING
The Hoyt Metal Co., Ltd., Toronto, Ont.

PIPE CUTTERS (STAND)
Trimont Mfg. Co., Roxbury (Boston, Mass).

PIPE CLEANERS
PIPE STOCKS AND DIES
Greenfield Tap & Die Corporation, Galt, Ont.

PIPE, BLACK AND GALVANIZED
American Rolling Mills, Middleton, Ohio.
Canada Metal Co., Toronto.
Canadian Tube & Iron Co., Ltd., Montreal.
Caverhill, Learmont & Co., Montreal.
The Jas. Morrison Brass Mfg. Co., Ltd., Toronto.
Steel Co. of Canada, Ltd., Hamilton.
Thos. Davidson Mfg. Co., Ltd., Montreal.

PIPE FITTINGS
The International Malleable Iron Co., Ltd., Guelph.
Fittings, Limited, Oshawa, Ont.

PIPE, GALVANIZED CONDUCTOR
Thos. Davidson Mfg. Co., Ltd., Montreal.
Wheeler & Bain, Toronto.

PIPE, LEAD
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

PIPE, RAIN WATER CONDUCTOR
Canada Metal Co., Toronto.

PIPE, STOVE AND FURNACE
Collins Mfg. Co., Toronto.

PIPE, WROUGHT, BLACK AND GALVANIZED
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

PISTON PINS
Burgess-Norton Mfg. Co., Geneva, Ill.

PISTON ROD PACKING
Dunlop Tire & Rubber Co., Ltd., Toronto.

PISTON AND VALVE PACKINGS
The Barrett Co., Ltd.

PISTOLS
Colts Patent Fire Arms, Hartford, Conn.
Savage Arms Corpn., Utica, N.Y.

PLANES
Caverhill, Learmont & Co., Montreal.
Stanley Rule & Level Co., New Britain, Conn.
Whites, Limited, Collingwood, Ont.

PLANTERS, CORN
The Eureka Planter Co., Woodstock, Ont.
The Otterville Mfg. Co., Ltd., Otterville, Ont.

PLIERS
A. G. and A. L. Brown & Co., Montreal, Que.
Matthias Klein & Sons, Chicago, Ill.
Kraeutler & Co., Inc., Newark, N.J.
F. W. Lamplough & Co., Montreal, Que.
The Peck, Stow & Wilcox Co., Southington, Conn.

PLIERS, CUTTING
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
F. W. Lamplough & Co., Montreal, Que.

PLIERS, COMBINATION
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Can. Foundries & Forgings, Ltd., Brockville.
Goodell-Pratt Co., Greenfield, Mass.

PLUGS, RUBBER
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
The Chamberlain Desolvo Co., Toronto.

PLUMBERS' SUPPLIES, RUBBER
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

PLUMBERS' TOOLS
The Jas. Morrison Brass Mfg. Co., Ltd., Toronto.
J. H. Williams & Co., Ltd., St. Catharines, Ont.

POLISHES, AUTO AND FURNITURE
Channell Limited, Toronto, Ont.
Home Products, Ltd., Hamilton, Ont.

POLISHING HEADS
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.

POLISHES, KNIFE
Jas. Oakey & Sons, Ltd., London, England.

POLISHES, METAL
The Deco-Tint Co., Montreal, Que.
Home Products, Ltd., Hamilton, Ont.

POLE LINE MATERIAL
Canadian General Electric Co., Ltd., Toronto.
Northern Electric Co., Montreal.
The Steel Co., of Canada, Ltd., Hamilton, Ont.

POSTS, ANGLE IRON
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.

POSTS, FENCE, STEEL
Burlington Steel Co., Ltd., Hamilton, Ont.

POST HOLE DIGGERS
Can. Foundries & Forgings Ltd., Brockville, Ont.
Canada Wire & Iron Goods Co., Hamilton, Ont.

POULTRY EQUIPMENT
The Collins Mfg. Co., Toronto, Ont.

POULTRY NETTING
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
A. C. Leslie & Co., Ltd., Montreal.

POULTRY LEG BANDS
Rideau Specialty Co., Smiths Falls, Ont.

POWDER, SMOKELESS
E. I. du Pont de Nemours & Co., Wilmington, Del.

PRISMS, SIDEWALK
Hobbs Mfg. Co., Montreal, Que.

PRUNING SHEARS
Adcock & Brewer, Ltd., Montreal.
The Peck, Stow & Wilcox Co., Southington, Conn.

PULLS, DRAWER
Taylor-Forbes Co., Limited, Guelph, Ont.

PUSH AND PULL PLATES
The Toronto Lock Mfg. Co., Toronto.

PULLEYS, CLOTHES
The Katie Foundry Co., Galt, Ont.

PUMPING SYSTEMS, AUTOMATIC
The Westco Pumps Ltd., Toronto.

PUMPS
Beatty Bros., Ltd., Fergus.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
R. McDougall Co., Ltd., Galt.
F. E. Meyers & Bro., Ashland, Ohio.
The Westco Pumps Ltd., Toronto.

PUMP, HAND AND POWER, FOR PAINTS, OILS, OIL AND GASOLINE
S. F. Bowser Company, Ltd., Toronto, Can.

PUMPS, CURB, FOR OIL AND GASOLINE
S. F. Bowser Company, Ltd., Toronto, Can.

PUMPS, SELF-MEASURING
S. F. Bowser Company, Ltd., Toronto, Can.

PUMPS, SEMI-ROTARY
Can. Foundries & Forgings, Ltd., Brockville, Ont.

PUMPS, GASOLINE
S. F. Bowser Company, Ltd., Toronto, Can.

PUMP OILERS
Cannon Oiler Co., Keithsburg, Ill.

PUNCHES, CENTRE DRIVE, ETC.
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Mayhew Steel Products, Inc., New York.
Stanley Works, New Britain, Conn.

PUNCHES, BELT
E. C. Atkins & Co., Hamilton, Ont.

PUNCHES, TICKET
Bridgeport Hdwe. Mfg. Co.,, Bridgeport, Conn.

PUTTY
Brandram-Henderson, Montreal.
R. C. Jamieson & Co., Ltd., Montreal.
Canada Paint Co., Montreal.
Benjamin Moore & Co., Ltd., Toronto.
A. Ramsay & Son Co., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
G. F. Stephens & Co., Ltd., Winnipeg.
Sherwin-Williams Co., Montreal.

PUTTY IRONS
The A. R. Whittal Can. Co., Ltd., Montreal.

PULLEYS
The Aero Mfg. Co., Ltd., Sherbrooke, Que.
Can. Foundries and Forgings, Ltd., Brockville, Ont.

QUOITS
Can. Foundries and Forgings, Ltd., Brockville, Ont.

RACKS, HAY
Can. Foundries and Forgings, Ltd., Brockville, Ont.

RADIATORS
The Gurney Foundry Co., Ltd., Toronto.

RADIATORS, AUTO
The North Star Oil & Refining Co., Limited, Winnipeg, Man.

RADIATOR VALVES
Jenkins Bros., Ltd., Montreal.

RAILWAY TIE PLATES
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

RAILROAD SUPPLIES, RUBBER
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.

RAKES
Shurly-Dietrich Co., Ltd., Galt, Ont.

RAZORS
Auto-Strop Safety Razor Co., Toronto, Ont.
Geo. Butler & Co., Ltd., Sheffield, Eng.
Campbell Agencies, Toronto, Ont.
The Canadian Sales Co., Toronto.
Caverhill, Learmont & Co., Montreal.
G. L. Cohoon, Montreal.
Thos. Ellin & Co., Limited, Sheffield, Eng.
Geneva Cutlery Co., Geneva, N.Y.
James Hutton & Co., Montreal.
Gillette Safety Razor Co., Ltd., Montreal.
F. W. Lamplough & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.
The Mab Co., Birmingham and Sheffield, Eng.
A. Macfarlane & Co., Limited, Montreal, Que.
Marples & Co., Sheffield, Eng.
Wiebusch & Hilger, New York.

RATCHET DRILLS
Goodell-Pratt Co., Greenfield, Mass.

REAMERS
Millers Falls Company, Millers Falls, Mass.
Butterfield & Co., Rock Island, Que.
Taylor-Forbes Co., Ltd., Guelph, Ont.

RECIPROCATING DRILLS
Goodell-Pratt Co., Greenfield, Mass.

REFRIGERATORS
Thos. Davidson Mfg. Co., Ltd., Montreal.
Sanderson-Harold Co., Ltd., Paris, Ont.

REELS, FISHING
Allcock, Laight & Westwood Co., Toronto, Ont.

TRADE M MARK

Roofing and Building Papers That Continually Boost Your Store

Building Papers, Tarred Felt, Sheathings and Tar Products, and Wrapping Paper of all kinds that give service in use, reflecting credit on the dealer and inspiring confidence in all the lines he sells—that's the McArthur line.

Drop us a line for an interesting little booklet on Roofing Materials. It will tell you of each one of our lines—reasons why they sell, and serve the consumer so that you hold his future trade.

We cannot tell of all the lines here, but, for instance, "Black Diamond" Tarred Felt is pure wool tarred roofing felt, from selected woollen rags saturated with pure coal tar, producing the most durable roofing felt possible to make.

Ask for Literature

Alex. McArthur & Co., Ltd.

Established 1879

82 McGill Street Montreal, Canada

NAILS WIRE BALE TIES

WIRE HOOPS FOR KEGS *and* BARRELS

STRAIGHTENED RODS COPPERED AND TINNED WIRE

The quality of our product is highly commended.

THE GRAHAM NAIL WORKS

Operated by the CANADA METAL CO., Ltd.

TORONTO

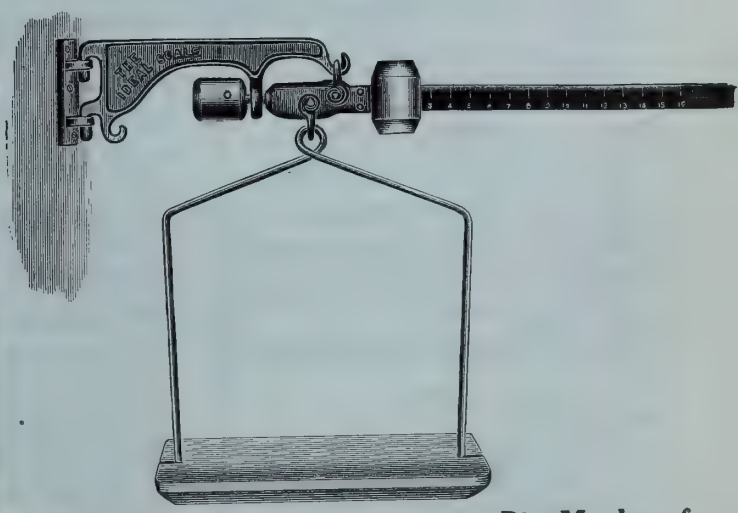


OUR HOCKEY STICKS

Are made in the largest and best equipped factory in Canada. They are manufactured with a view to get the best QUALITY, SHAPE and FINISH. They LOOK WELL, SELL WELL, and LAST WELL.

Write for Copy of Price List Just Issued

ST. MARYS WOOD SPECIALTY CO., Ltd.
ST. MARYS, ONT.



DEALERS! There is a Big Market for Household Scales

Are you in a position to fill the demand?

The Ideal Household Scale is the lowest priced and most accurate household scale on the market. A substantial, good looking article, which instantly commends itself. Its advantages are obvious. On the wall out of the way, two sockets being supplied with every scale to enable it to be moved. You can't afford not to stock this line. For further particulars, enquire of your jobber.

Manufactured by

BRAUN & BONNICK, LTD., 86 John St., Toronto

Hale Bros., Montreal, Eastern Representatives

If interested tear out this page and place with letters to be answered.

THE BUYERS' GUIDE

REFRIGERATOR DRIP PANS
E. B. Eddy Co., Ltd., Hull, Que.

REGISTERS, (HOT AIR)
Canada Foundries & Forgings, Brockville.
Jas. Stewart Mfg. Co., Woodstock, Ont.

RIFLES
The Fraser Co., Agents B.S.A., Montreal, Que.
The Remington U.M.C. Co., Windsor, Ont.

RIVETS
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Parmenter-Bulloch Co., Gananoque, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

RIVET BURRS
The Union Iron & Metal Co., Ltd., Toronto.

ROBES, SLEEPING
The Woods Mfg. Co., Ltd., Ottawa, Ont.

ROD ENDS
J. H. Williams & Co., St. Catharines, Ont.

RODS, PISTON AND PUMP
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

RODS, RADIUS FORD
Burgess-Norton Mfg. Co., Geneva, Ill.

RODS, STRAIGHTENED
The Graham Nail Works, Toronto.

ROOFING CEMENT AND PAINT
The Barrett Co., Ltd.
Geo. W. Reed & Co., Ltd., Montreal, Que.

ROOFING, METAL
Pedlar People, Ltd., Oshawa, Ont.

ROOFING, READY
The Barrett Co., Ltd.
The Brantford Roofing Co., Ltd., Brantford, Ont.
Gee. W. Reed & Co., Ltd., Montreal, Que.
Alex. McArthur & Co., Montreal, Que.
The Standard Paint Co., of Canada, Ltd., Montreal, Que.

ROOFING, RUBBER
The Barrett Co., Ltd.
Geo. W. Reed & Co., Ltd., Montreal, Que.

ROPE
Doon Twines, Ltd., Kitchener, Ont.
Plymouth Cordage Co., Welland, Ont., and Plymouth, Mass.
Consumers Cordage Co., Montreal, Que.
Independent Cordage Co., Toronto, Ont.

ROPE, WIRE
Canada Wire & Iron Goods Co., Hamilton, Ont.

ROSIN
Ontario Oil & Turpentine Co., Ltd., Toronto, Ont.

RUBBER SHEET, VULCANIZED
Wm. J. Brown, Montreal, Que.

RUBBER PRODUCTS
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Gutta Percha & Rubber, Ltd., Toronto.

RULES
Brown & Sharpe Mfg. Co., Providence, R.I.
Goodell-Pratt Co., Greenfield, Mass.
The Lufkin Rule Co., Windsor, Ont.
The Stanley Rule & Level Co., New Britain, Conn.
L. S. Starrett Co., Athol, Mass.

RULES, STEEL, STRAIGHT AND FOLDING

RULES, FOLDING BOXWOOD
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.
The Stanley Rule & Level Co., New Britain, Conn.

RULES, SPRING JOINT
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

RULES, BOARD AND LOG
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.
The Stanley Rule & Level Co., New Britain, Conn.

SADDLERY HARDWARE
Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.

SAFETY RAZORS
Auto-Strop Safety Razor Co., Toronto, Ont.
The Gillette Safety Razor Co., Limited, Montreal.

SAFES
J. J. Taylor Limited, Toronto.
Goldie & McCulloch Ltd., Galt, Ont.

SASH WEIGHTS
Canadian Die Casting Co., Ltd., Montreal, Que.

SAWS, BUCK
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto.

SAWS, CROSSCUT AND BAND
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto.
T. F. Shurly Co., Ltd.,, St. Catharines.
Shurly-Dietrich Co., Ltd., Galt, Ont.

SAWSET
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto.
Taylor-Forbes Co., Limited, Guelph, Ont.

SAWS, COMPASS
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto.

SAWS, COPING
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto.
Millers Falls Company, Millers Falls, Mass.

SAWS, BUTCHERS' AND KITCHEN
E. C. Atkins & Co., Hamilton, Ont.
Burgess-Norton Mfg. Co., Geneva, Ill.
Henry Disston & Sons, Limited. Toronto.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
Shurly-Dietrich Co., Ltd., Galt, Ont.

SAWS, HAND AND CIRCULAR
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto.
T. F. Shurly Co., Ltd., St. Catharines, Ont.
Shurley-Dietrich Co., Ltd., Galt, Ont.

SAW BLADES, HACK
E. C. Atkins & Co., Hamilton, Ont.
Clemson Bros., Inc., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto.
Millers Falls Company, Millers Falls, Mass.

SAW FRAMES, HACK
E. C. Atkins & Co., Hamilton, Ont.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.

SAW GUARDS
E. C. Atkins & Co., Hamilton, Ont.

SAWS, HACK
E. C. Atkins & Co., Hamilton, Ont.
Clemson Bros., Inc., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto.
Goodell-Pratt Co., Greenfield, Mass.
The Millers Falls Co., Millers Falls, Mass.

SAW MACHINES, HACK
E. C. Atkins & Co., Hamilton, Ont.
Clemson Bros., Inc., Hamilton, Ont.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.

SAWS, METAL CUTTING
Clemson Bros., Inc., Hamilton, Ont.

SAWS, KEYHOLE
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto.

SCISSORS
The Acme Shear Co., Bridgeport, Conn.
Landers, Frary & Clarke, New Britain, Conn.
Marples & Co., Sheffield, England.
R. S. Mitchell, Sheffield, England.
Wiebusch & Hilger, New York.

SCALES
Braun & Bonnick, Ltd., Toronto, Ont.
Burrow, Stewart & Milne Co., Limited, Hamilton.
Landers, Frary & Clark, New Britain, Conn.

SCALES, MACHINISTS
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

SCREWS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

SCREWS, THUMB
J. H. Williams & Co., Ltd., St. Catharines, Ont.

SCREWS, WOOD
The Steel Co. of Canada, Ltd., Hamilton.

SCREENS
Canada Wire & Iron Goods Co., Hamilton.

SCREEN DOORS
The Kasement Skrene Dore Co., Toronto.
N. Slater Co., Limited, Hamilton, Ont.
J. H. Williams & Co., Ltd., St. Catharines, Ont.
Sanderson-Harold Co., Ltd., Paris, Ont.

SCREEN WINDOWS
The Kasement Skrene Dore Co., Toronto.
Sanderson-Harold Co., Ltd., Paris, Ont.

SCREW DRIVERS
The Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Burgess-Norton Mfg. Co., Geneva, Ill.
Millers Falls Company, Millers Falls, Mass.

SCREW MACHINES
Stratford Brass Co., Ltd., Stratford, Ont.

SCREWS OF ALL KINDS
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

SEALERS
The Dominion Glass Co., Ltd., Montreal, Que.

SEATS
Canadian Veneering Co., Acton Vale, Que.

SEWING MACHINES, ELECTRIC AND MOTORS
Canadian Westinghouse Co., Limited, Hamilton, Ont.

SHADES, ELECTRIC
Canadian General Electric Co., Toronto.

SHARPENERS, KNIFE
The Canadian Hart Products Ltd., Hamilton, Ont.

SHEARS
The Acme Shear Co., Bridgeport, Conn.
R. Heinisch Sons Works, Newark, N.J.
Landers, Frary & Clark, New Britain, Conn.
Wiebusch & Hilger, New York.
J. Wiss & Sons, Inc., Newark, N.J.

SHEARING MACHINES, SHEEP
Flexible Shaft Co., Ltd., Toronto, Ont.

SHEATHING
The Barrett Co., Ltd.

SHEETING
Alex. McArthur & Co., Montreal, Que.

SHEETS, GALVANIZED AND BLACK
American Rolling Mills, Middleton, Ohio.
A. C. Leslie & Co., Montreal, Que.
Dominion Sheet Metal Co., Hamilton.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
M. and L. Samuel Benjamin Co., Ltd., Toronto.
The Western Steel Products Ltd., Winnipeg, Man.

SHEETS, BLACK STEEL
Steel Co., of Canada, Ltd., The, Hamilton, Ont.

SHEET METAL PRODUCTS
Sheet Metal Products Co., Toronto.

SHELVING
Thomas Lewis Arnett, Souris, Man.

SHINGLES, STEEL
Pedlar People Ltd., Oshawa, Ont.

SHOT
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

SHOP BARRELS
The Steel Trough & Machine Co., Ltd., Tweed, Ont.

SHOW CASES
Cameron & Co., Toronto.
Thomas Lewis Arnett, Souris, Man.

SICKLES
Wiebusch & Hilger, Ltd., New York, N.Y.

SIDING, METAL
Pedlar People, Ltd., Oshawa, Ont.

SIFTERS, FLOUR
Fred. J Meyers Mfg. Co., Hamilton, Ohio.

SIGHTS, GUN AND RIFLE
Marble Arms & Mfg. Co., Gladstone, Mich.

SIGNS, STREET
The Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.

SILVERWARE
Caverhill, Learmont & Co., Montreal, Que.
Can. Wm. A. Rogers Co., Ltd., Toronto.
Fenton Bros., Ltd., Sheffield, England.
Oneida Community, Ltd., Niagara Falls, Ont.
Messrs. Wm. Rogers and His Son, Niagara Falls, Ont.

SILVER-PLATED WARE
Oneida Community, Ltd., Niagara Falls, Ont.

SINKS
Can. Foundries & Forgings, Ltd., Brockville, Ont.

SKI
The Northland Ski Mfg. Co., St. Paul, Minn.

SKI ACCESSORIES, BINDINGS, WAX AND POLES
The Northland Ski Mfg. Co., St. Paul, Minn.

SKATES
Canada Cycle & Motor Co., Ltd., Weston, Ont.

SLEDGES, BLACKSMITH, COAL, STONE
Can. Foundries & Forgings, Ltd., Brockville.
Warren Forge & Tool Co., Warren, Ohio.

SNIPS (TINNERS')
A. S. & A. L. Brown Co., Montreal, Que.
Wiebusch & Hilger, New York.
The Peck, Stow & Wilcox Co., Southington, Conn.
J. Wiss & Sons, Inc., Newark, N. J.

SNOW SHOES
The Northland Ski Mfg. Co., St. Paul, Minn.

SNOWSHOE HARNESS
The Northland Ski Mfg. Co., St. Paul, Minn.

SOCKETS, WIRE ROPE
J. H. Williams & Co., Ltd., St. Catharines, Ont.

SOCKETS AND SLEEVES
The Keystone Manufacturing Co., Buffalo, N.Y.

SOLDER
The British Smelting & Refining Co., Montreal.
Canada Metal Co., Toronto.
Great Western Smelting & Refining Co., Ltd., Vancouver, B. C.
Hoyt Metal Co., Toronto.
Geo. W. Reed, Montreal.

SOLDERING PASTE
Canada Metal Co., Toronto.
The Hoyt Metal Co., Toronto.

SOLDERALL
Thos. Davidson Mfg. Co., Ltd., Montreal.

SOLES, HALF
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

SOAP DISHES
Landers, Frary & Clark, New Britain, Conn.

SPARK PLUGS
Canada Cycle & Motor Co., Ltd., Weston, Ont.
The Canadian General Electric Co., Toronto.
The Canadian National Carbon Co., Ltd., Toronto.
Champion Spark Plug Co., Windsor, Ont.
The Eclipse Mfg. Co., Indianapolis, Ind.
Hyslop Bros., Toronto.
T. McAvity & Sons, Ltd., St. John, N.B.

SPANNERS
J. H. Williams & Co., Ltd., St. Catharines, Ont.

SPICE TUBS
E. B. Eddy Co., Ltd., Hull, Que.

SPIDERS
Can. Foundries & Forgings, Ltd., Brockville, Ont.

SPIKES, EAVESTROUGH
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

SPOKE SHAVES
E. C. Atkins & Co., Hamilton, Ont.
Millers Falls Company, Millers Falls, Mass.
Stanley Works, New Britain, Conn.

SPORTSMEN'S SPECIALTIES
The Hingston Smith Arms Co., Winnipeg, Man.
The Marble Arms & Mfg. Co., Gladstone, Mich.

SPRAYERS
Canadian Potato Machinery Co., Ltd., Galt, Ont.
Collins Mfg. Co., Toronto.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Eureka Planter Co., Woodstock.
The New Perfection Sprayer Co., Galt, Ont.
Spramotor Co., London, Ont.

SPRINGS
B. J. Coghlin Co., Ltd., Montreal, Que.
Guelph Spring & Axle Co., Ltd., Guelph, Ont.

SPRING AND WIRE COILING MACHINERY
Sleeper & Hartly, Inc., Worcester, Mass.

SPRINGS, WINDMILL
Burgess-Norton Mfg. Co., Geneva, Ill.

SPRING DIES
Greenfield Tap & Die Corporation, Galt, Ont.

SQUARES
The Peck, Stow & Wilcox Co., Southington, Conn.

STABLE FITTINGS
Beatty Bros., Fergus, Ont.
Can. Foundries & Forgings, Brockville.
Canadaian Potato Machinery Co., Ltd., Galt, Ont.

STAINS
The Barrett Co., Ltd.,
Brandram-Henderson, Montreal.
Canada Paint Co., Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal, Que.
The Flint Varnish & Color Works of Canada, Limited, Montreal, Que.
Lowe Bros., Ltd., Toronto.
Martin-Senour Co., Ltd., Montreal.
McArthur-Irwin, Ltd., Montreal.
Benjamin Moore & Co., Ltd., Toronto.
The Ottawa Paint Works, Ltd., Ottawa, Ont.
A. Ramsay & Sons Co., Montreal.
Sanderson Pearcy & Co., Toronto.
Sherwin-Williams Co., Montreal.

"Seafoam" Electric Washer

THERE IS NO DULL SEASON FOR DOWSWELL PRODUCTS



The BICYCLE BENCH Wringer, which accommodates two tubs, has steel ball bearings, covered cog wheels and reversible water board which conducts water into either tub. The frame is of seasoned hard maple which will not warp or crack.

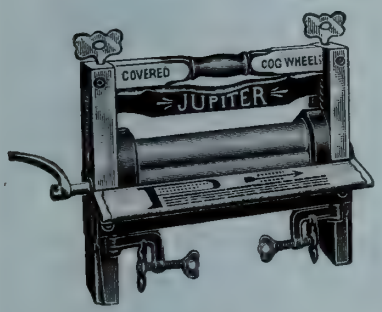
Extra High Grade Rolls, warranted 3 years in family use.

A most complete wringing outfit.



The MONITOR ROTARY LAWN CLOTHES DRYER is an extremely handy device that saves many steps and much hard labor carrying a heavy clothes basket around the yard through wet and snow. It can be carried out, set up, and taken in by a woman, as it is light in weight though very strong. Hangs a large assorted wash. When taken down leaves the lawn level and clear, stores in a small space, and lines are always clean.

7-ft. arms—150-ft. line.



The JUPITER Wringer, for round or square tubs, is fitted with highest grade rolls, 11 x 1¾ ins., warranted 5 years in family use; steel ball bearings and covered cog wheels. It is the highest grade obtainable, and on account of its long wearing and easy running qualities is the most economical.

MADE IN CANADA **SOLD BY ALL JOBBERS**
ELECTROS FOR NEWSPAPER OR CATALOG SENT FREE

DOWSWELL, LEES & CO., LIMITED
HAMILTON, CANADA

Eastern Representative:
JOHN R. ANDERSON, MONTREAL

Western Representatives:
HARRY F. MOULDEN & SON, WINNIPEG

"Dowswell Products"

If interested tear out this page and place with letters to be answered.

THE BUYERS' GUIDE

Spielmann Agencies, Ltd., Montreal.
G. F. Stephens & Co., Winnipeg.
Sturgeons, Ltd., Toronto.

STAINS, STRAW HAT
The Deco-Tint Co., Montreal, Que.

STAMPINGS
Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.

STAPLES
Canada Steel Goods Co., Hamilton.
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Steel Co. of Canada, Ltd., Hamilton.
Western Wire & Nail Co., London.

STAPLES, BED
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

STEAMERS AND BOILERS
Thos. Davidson Mfg. Co., Ltd., Montreal.

STEEL, REINFORCING
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
Canadian Tube & Iron Co., Ltd., Montreal.
London Rolling Mill Co., London, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

STEEL BARS FOR REINFORCEMENT, ALL SHAPES
Burlington Products Limited, Hamilton, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

STEEL STRIP
Dominion Sheet Metal Co.,, Ltd., Hamilton.

STEEL LOCKERS AND SHELVING
Dennis Wire & Iron Works, London, Ont.

STEEL INGOTS, OPEN HEARTH
The Steel Co. of Canada, Ltd., Hamilton, Ont.

STEEL, MILD, SLEIGH SHOE, TIRE
Canadian Rolling Mills Co., Ltd., Montreal.
Canadian Tube & Iron Co., Ltd., Montreal.
London Rolling Mill Co., London, Ont.
Manitoba Steel & Iron Co., Winnipeg, Man.
The Steel Co. of Canada, Ltd., Hamilton, Ont

STEEL BANDS
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

STEEL, MERCHANT BARS
The Steel Co. of Canada, Ltd., Hamilton, Ont.

STENCILS AND INK
Hamilton Stamp & Stencil Co., Hamilton.

STOOLS
The Steel Trough & Machine Co., Ltd., Tweed, Ont.

STONES, SHARPENING
The Western Hardware Mfg. Co., Milwaukee, Wis.

STORE FIXTURES
Cameron & Co., Toronto.
Thomas Lewis Arnett, Winnipeg.
The Walker Bin & Store Fixture Co., Kitchener, Ont.

STORE FRONT CONSTRUCTION, METAL
Hobbs Mfg. Co., Montreal, Que.

STOVES AND RANGES
Beach Foundry Co., Ltd., Ottawa, Ont.
Burrow, Stewart & Milne Co., Ltd., Hamilton, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Empire Stove & Furnace Co., Ltd., Owen Sound, Ontario.
Findlay Bros. Co., Ltd., Carleton Place, Ont.
The Enterprise Foundry Co., Ltd., Sackville, N.B.
The Galt Stove & Furnace Co., Ltd., Galt, Ont.
The Gurney Foundry Co., Ltd., Toronto.
Hall-Zryd Foundry Co., Ltd., Hespeler, Ont.
The Hamilton Stove & Heater Co., Hamilton, Ont.
The McClary Mfg. Co., Ltd., London, Ont.
Jas. Stewart Mfg. Co., Ltd., Woodstock.

STOVES, ELECTRIC
Canadian General Electric Co., Ltd., Toronto, Ont.
Canadian Westinghouse Co., Limited.
National Electric Heating Co., Ltd., Toronto, Ont.
Renfrew Electric Products, Ltd., Renfrew, Ont.

STOVES, GAS AND COAL
Burrow, Stewart & Milne Co., Ltd., Hamilton.
The Gurney Foundry Co., Ltd., Toronto.
The McClary Mfg. Co., Ltd., London, Ont.

STOVES, GASOLINE
National Stamping & Electric Works, Chicago.

STOVE LININGS
Geo. W. Reed, Montreal.

STOVE PIPE
Collins Mfg. Co., Toronto.
O-Rib-O Mfg. Co., Winnipeg, Man.
Thos. Davidson Mfg. Co., Ltd., Montreal.

STRETCHERS, WIRE
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
Burgess-Norton Mfg. Co., Geneva, Ill.

SULPHATE OF AMMONIA
The Steel Co. of Canada, Ltd., Hamilton, Ont.

SWEAT PADS
American Pad & Textile Co., Chatham.

SWITCHES, SWITCHBOARDS
Canadian General Electric Co., Ltd., Toronto.

SWITCH AND RECEPTACLE PLATES (FLUSH TYPE)
Ontario Lantern & Lamp Co., Ltd., Hamilton, Ont.

SWIVELS, HOOK
J. H. Williams & Co., Ltd., St. Catharines, Ont.

TACKS
The Dominion Tack & Nail Co., Ltd., Galt, Ont.

TACKS, SHOE
The Steel Co. of Canada, Ltd., Hamilton, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

TANKS, CISTERN
Beatty Bros., Ltd., Fergus, Ont.

TANKS, GALVANIZED STEEL
Beatty Bros., Ltd., Fergus, Ont.

TANKS FOR PAINT OILS, OIL, GASOLINE, KEROSENE, ETC.
S. F. Bowser Company, Ltd., Toronto, Ont.

TANKS AND PUMPS, LUBRICATING OIL STORAGE
S. F. Bowser Company, Ltd., Toronto, Ont.

TANKS, WOOD
Beatty Bros., Ltd., Fergus, Ont.

TAPS
Butterfield & Co., Rock Island, Que.
Wells Bros. Co. of Canada, Galt, Ont.

TAP HOLDERS
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.

TAPPING ATTACHMENTS
Wells Bros. of Canada, Galt.

TAPE, RUBBER FRICTION
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

TAPES, MEASURING, STEEL AND WOOD
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

TAPES, MEASURING
Brown & Sharpe Mfg. Co., Providence, R. I.
Caverhill, Learmont & Co., Montreal.
L. S. Starrett Co., Athol, Mass.

TAPES, POCKET
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.
L. S. Starrett Co., Athol, Mass.

TARPAULIN
The Woods Mfg. Co., Ltd., Ottawa, Ont.

TEA POTS AND URNS, TEA BALL
Landers, Frary & Clark, New Britain, Conn.

TENTS
The Woods Mfg. Co., Ltd., Ottawa, Ont.

THERMOS BOTTLES
The Thermos Bottle Co., Ltd., Toronto.

THIMBLES, SMOKE PIPE
Can. Foundries & Forgings, Ltd., Brockville, Ont.

TIE PLATES
The Steel Co. of Canada, Ltd., Hamilton, Ont.

TILING, WALLS AND FLOOR
Barton Netting Co., Windsor, Ont.

TILING, RUBBER
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Co., Ltd., Toronto.

TINSMITHS' MACHINERY
Brown-Boggs Co., Hamilton, Ont.

TINWARE
Sheet Metal Products, Ltd., Toronto.

TIN PLATE
O-Rib-O Mfg. Co., Winnipeg, Man.

TIRE CARRIERS, AUTOMOBILE
Kinzinger, Bruce & Co., Niagara Falls, Ont.

TIRES AND TUBES, AUTOMOBILE, MOTOR TRUCK AND BICYCLE
Ames, Holden McCready, Limited, Montreal.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.
Hurtubise, Ltd., Montreal, Que.
Hyslop Bros., Toronto, Ont.
The F. E. Partridge Rubber Co., Ltd., Guelph.

TIES, WALL AND VENEER
The Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.

TIRE COVERS
American Pad & Textile Co., Ltd., Chatham, Ont.

TIRE PATCH
The Air-Tite Mfg. Co., St. Thomas, Ont.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

TIRES AND TUBES, AUTOMOBILE, AERO-PLANE, BICYCLE, CARRIAGE, MOTORCYCLE AND MOTOR TRUCKS
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Ames, Holden McCready, Ltd., Montreal, Que.
Goodyear Tire & Rubber Co., Ltd., Toronto, Ont.

TIRE ACCESSORIES
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

TOBOGGANS
J. H. Hanson Co., Limited, Montreal, Que.
The Northland Ski Mfg. Co., St. Paul, Minn.

TOBOGGAN CUSHIONS AND ACCESSORIES
The Northland Ski Mfg. Co., St. Paul, Minn.

TOILET PAPER
E. B. Eddy Co., Ltd., Hull, Que.

TORCHES
Clayton & Lambert Mfg. Co., Detroit, Mich
The Detroit Torch & Mfg. Co., Detroit, Mich.

TOOLS, BLACKSMITHS'
Jardine & Co., Ltd., A. B., Hespeler, Ont.

TOOLS, CEMENT
E. C. Atkins & Co., Hamilton, Ont.

TOOLS
Chicago Flexible Shaft Co., Chicago, Ill.
B. J. Coghlin Co., Ltd., Montreal, Que.
Goodell-Pratt Co., Greenfield, Mass.
Jardine & Co., Ltd., A. B., Hespeler, Ont.
Matthias Klein & Sons, Chicago, Ill.
The Millers Falls Co., Millers Falls, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
A. A. Jones & Shipman, Ltd., Toronto, Ont.
Smith & Hemenway Co., Inc., Irvington, N.J.
Whites Limited, Collingwood, Ont.

TOOLS, HARVEST
Beatty Bros., Ltd., Fergus, Ont.
F. E. Myers & Bro., Ashland, O.

TRANSFER DECALCOMANIA
Canada Decalcomania Co., Ltd., Toronto.

TRANSFER SPECIALTIES
The Union Transit Co., Glasgow, Scotland.

TRAPS, BRASS, IRON, LEAD
Canada Metal Co., Toronto.
The James Morrison Brass Mfg. Co., Ltd., Soronto

TRAPS, STEAM
The James Morrison Brass Mfg. Co., Ltd., Toronto.

TRAPS, GAME
The Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.
Oneida Community, Ltd., Niagara Falls, Ont.

TOOLS, LOGGING AND LUMBERING
Thos. Pink Co., Ltd., Pembroke, Ont.

TOOL HOLDERS (CUTTERS)
A. A. Jones & Shipman, Limited, Toronto, Ont.
J. H. Williams & Co., Ltd., St. Catharines, Ont.

TOOLS, MACHINISTS'
Brown & Sharpe Mfg. Co., Providence, R.I.
Can. Foundries & Forgings, Ltd., Brockville, Ont
Goodell-Prat Co., Greenfield, Mass.
A. B. Jardine & Co., Limited, Hespeler, Ont.
L. S. Starrett Co., Athol, Mass.

TOOLS, MECHANICS'
C. Drew & Co., Kingston, Mass.

TOOLS, SMALL
The Quality Tool Works, Montreal, Que.
J. H. Williams & Co., Ltd., St. Catharines, Ont.

TOOLS, TROWEL
E. C. Atkins & Co., Hamilton, Ont.

TOYS
Thos. Davidson Mfg. Co., Montreal, Que.
Gendron Mfg. Co., Ltd., Toronto.
J. H. Hanson Co., Limited, Montreal, Que.
S. H. Whyte Co., Ltd., Winnipeg, Man.

TROUGHS
Beatty Bros., Fergus, Ont.

TRAMMEL POINTS
Stanley Works, New Britain, Conn.

TROUGHS, HOG
Beatty Bros., Ltd., Fergus, Ont.

TROWELS
Henry Disston & Sons, Limited, Toronto.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

TRUCKS, MOTOR
The Ford Motor Co. of Canada, Ltd., Ford, Ont.

TRUCKS, WAREHOUSE
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Kribs, Ltd., Wm. A., Hespeler, Ont.

TRY SQUARES
Henry Disston & Sons, Limited, Toronto.
Stanley Works, New Britain, Conn.

TUNGSTEN LAMPS
The Canadian Tungsten Lamp Co., Hamilton, Ont.

TUBS
Wm. Cane & Sons Co., Newmarket, Ont.

TUBS, BUTTER (COVERED)
E. B. Eddy Co., Ltd., Hull, Que.

TUBES, AUTO, TRUCK AND BICYCLE
Gutta Percha & Rubber Ltd., Toronto.

TUBING, BRASS
The James Morrison Brass Mfg. Co., Ltd., Toronto.

TUBING, RUBBER
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Ltd., Toronto, Ont.

TUNGSTEN LAMPS
The Canadian Tungsten Lamp Co., Ltd., Hamilton.

TURPENTINE
Ontario Oil & Turpentine Co., Ltd., Toronto.

TWINES
The Brantford Cordage Co., Ltd., Brantford, Ont.
Consumers' Cordage Co., Montreal and Halifax.
Doon Twines, Ltd., Kitchener, Ont.
The Sterling Twine Co., Ltd., Walkerton, Ont.
Walter Woods & Co., Hamilton.

VACUUM CLEANERS AND SWEEPERS
Bissell Carpet Sweeper Co., of Canada, Ltd., Niagara Falls, N.Y.
Canadian General Electric Co., Ltd., Toronto, Ont.
The Hurley Machine Co., Ltd., Toronto.
Landers, Frary & Clark, New Britain, Conn.

VALVES, ACID RESISTING
Hoyt Metal Co., Toronto, Ont.

VALVES, RADIATOR AND AIR, IRON BODY, COMPOSITION, GLOBE, ANGLE, CHECK
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Jenkins Bros., Ltd., Montreal, Que.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.

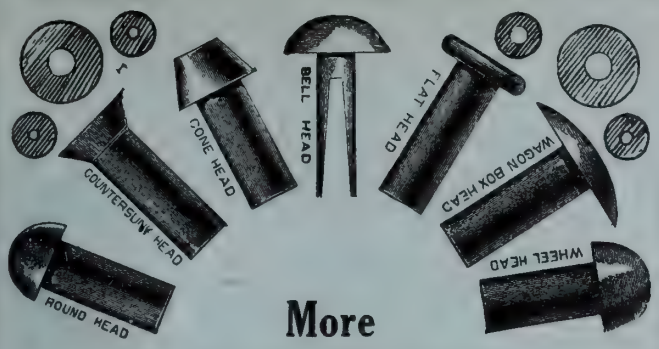
VALVES, RUBBER PUMPS
Gutta Percha & Rubber Ltd., Toronto.

VARNISHES, AUTO, COACH, HOUSE, MARINE
Berry Brothers, Walkerville.
Boston Varnish Co., Everett Station, Boston.
Brandram-Henderson, Ltd., Montreal.
Canada Paint Co., Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal.
The Flint Varnish & Color Works of Canada Limited, Montreal, Que.
Glidden Co., Ltd., Toronto, Ont.
Imperial Varnish & Color Co., Ltd., Toronto.
International Varnish Co., Ltd., Montreal.
Lowe Bros., Limited, Toronto.
McArthur Irwin, Montreal, Que.
Martin-Senour Co., Ltd., Montreal.
Benjamin Moore & Co., Ltd., Toronto.
A. Ramsay & Son, Montreal.
Pratt & Lambert, Bridgeport, Ont.
Sherwin-Williams Co., Montreal, Que.
G. F. Stephens & Co., Ltd., Winnipeg.
Wilkinson & Kompass, Hamilton.

VEHICLES, CHILDREN
The Gendron Mfg. Co., Ltd., Toronto, Ont.
The J. H. Hanson Co., Ltd., Montreal, P.Q.
The Woodstock Wagon & Mfg. Co., Ltd., Woodstock.
S. H. Whyte Co., Ltd. Winnipeg, Man.

VENEER SEATS
Canadian Veneering Co., Acton Vale, Que.

VENTILATORS
Wheeler & Bain, Toronto.



More Profitable Lines for the Hardware Dealer

Our products earn maximum profits for the dealer. A trial order will convince you of their great sales-producing qualities.

We manufacture—

Iron, Copper and Brass Rivets
Small Washers and Burrs
Wire Nails
Countersunk Clout Nails
Escutcheon Pins (Brass and Steel)
Tubular and Bifurcated Rivets
Copper and Steel Boat and Canoe Nails, Etc.





The Parmenter & Bulloch Co., Ltd.
GANANOQUE, ONTARIO

John R. Anderson, 36 Dizier St., Montreal. E. Fielding & Son, 9 Front St. East, Toronto. David Philip, 138 Portage Ave. East, Winnipeg. W. O. Webster, 1220 Hamilton St., Vancouver.

Reed's Patent Plastic Asphalt Roof Cement



repairs cracked joints, nail-holes and defective places on slate, metal, gravel and prepared roofs.

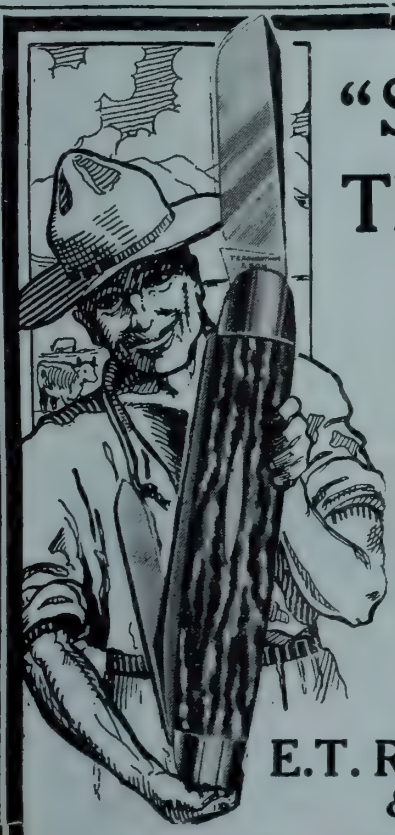
This cement will repair a roof WHERE SOLDER CANNOT BE USED.

It is VERY ADHESIVE and sticks firmly to anything forming a tough, leather-like skin over the top; WILL NOT RUN or loosen from joints or cracks in Summer or Winter.

For twenty-five years, in all climates, this cement has given perfect satisfaction and its supreme usefulness makes it one of the best-selling items in a hardware store when properly displayed.

Put up in 1, 5, 10, 125 and 500 lb. containers

GEO. W. REED & CO., Limited
37 St. Antoine Street
MONTREAL



"SURE THING"

This Canadian Cattle Knife is real Sheffield goods—built for business Keen, well-tempered blades, solid Stag handle—a knife for tough work. You're on the right stuff with this line—mail us your order direct and save middlemen's profits. Immediate shipment.

E.T. Rowbotham & Son
Globe Works, Penistone Rd.
SHEFFIELD, ENGLAND

Manufacturers :

The Sheffield Twist Drill & Steel Co.
LIMITED

Works : Summerfield St., Sheffield

Telephones:	*LONDON OFFICE:*	Telegraphic Address:
London City 2660.	Suffolk House,	"Proells, Sheffield"
Sheffield - 712. 710.	5, Lawrence Pountney Hill, London, E.C. 4	"Proells, London"
Code ABC 5th Edition		"Proells, Paris"

HIGH TWIST SPEED DRILLS



High-class Drills with **IRRESISTIBLE PIERCING FUNCTIONS** that stand the **WEAR** and **TEAR**—in other words, the **DRILLS** that are **EFFICIENT** and **ECONOMICAL**—are the **DRILLS** with the **"DORMER"** Brand.

We are manufacturing **SPECIALISTS**—Carry large **STOCKS**—Give **PROMPT** deliveries, and rely upon our products for **REPEATS**.

Canadian Agents :

Forrest, Jackson & Forrest
230 Craig Street West
MONTREAL : : CANADA

If interested tear out this page and place with letters to be ***answered.***

THE BUYERS' GUIDE

VISES
A. G. & A. L. Brown & Co., Montreal, Que.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Caverhill, Learmont & Co., Montreal.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
The Rock Island Mfg. Co., Rock Island, Ill.
Stanley Works, New Britain, Conn.

VISES, CHAIN PIPE, CLAMP, MOUNT
J. H. Williams & Co., Ltd., St. Catharines, Ont.

WAGON HARDWARE
Burgess-Norton Mfg. Co., Geneva, Ill.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
The Stanley Works, New Britain, Conn.
The Steel Co of Canada, Ltd., Hamilton, Ont.

WALNUT SEATS
Canadian Veneering Co., Acton Vale, Que.

WARMERS, FOOT
Chicago Flexible Shaft Co., Chicago, Ill.

WASHERS
London Rolling Mill Co., Ltd., The, London, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.
The Union Iron & Metal Co., Ltd., Toronto.
Wilkinson & Kompass, Hamilton.
Wrought Washer Mfg. Co., The, Milwaukee, Wis.

WASHERS, RUBBER
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

WASHING MACHINES, ELECTRIC, HAND AND POWER
Appliances Limited, Toronto.
Beatty Bros., Fergus, Ont.
Doswell, Lees & Co., Hamilton.
The Gurney Foundry Co., Ltd., Toronto.
W. A. Kribs Co., Limited, Hespeler, Ont.
The Hurley Machine Co., Limited, Toronto, Ont.
Landers, Frary & Clark, New Britain, Conn.
The Maytag Co., Winnipeg, Man.
Maxwells, Ltd., St. Marys, Ont.
The Slade Mfg. Co., Ltd., Owen Sound, Ont.
1900 Washer Co., Toronto, Ont.
Schultz Bros. Mfg. Co., Ltd., Brantford, Ont.

WASTE, COTTON
Acme Waste Mfg. Co., Toronto, Ont.
Wilkinson & Kompass, Hamilton.

WASH BOARDS
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
E. B. Eddy Co., Ltd., Hull, Que.

WASH TUBS
E. B. Eddy Co., Ltd., Hull, Que.
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.

WATERPROOF CLOTHING
The Tower Canadian Ltd., Toronto, Ont.

WATER SYSTEMS
The Westco Pumps Ltd., Toronto.

WEATHER STRIPPING
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
The Metal Weatherstrip Co., Ottawa, Ont.

WEDGES
Can. Foundries & Forgings, Ltd., Brockville, Ont.

WEEDERS, GARDEN (HAND)
The Eureka Planter Co., Ltd., Woodstock, Ont.
C. S. Norcross & Sons, Bushnell, Ill.

WEIGHTS
Can. Foundries & Forgings, Ltd., Brockville, Ont.

WEIGHTS, HORSE
The Katie Foundry Co., Galt, Ont.

WHEELS, GRINDING
E. C. Atkins & Co., Hamilton, Ont.

WHEELS, WELL
Can. Foundries & Forgings, Ltd., Brockville, Ont.

WHITEWASH OUTFITS
Collins Mfg. Co., Toronto.

WHIFFLETREE HOOKS
The International Malleable Iron Co., Ltd., Guelph, Ont.

WHOLESALE HARDWARE
J. H. Ashdown Hardware Co., Ltd., Winnipeg.
Caverhill, Learmont & Co., Montreal.
The Hobbs Hardware Co. Ltd., London, Ont.
H. S. Howland Sons & Co., Toronto.
Rice Lewis & Sons, Ltd., Toronto.
Whites Limited, Collingwood, Ont.
Jas. Morrison Brass Mfg. Co., Toronto.

WHITE LEAD
Brandram-Henderson, Montreal, Que.
Canada Paint Co., Ltd., Montreal.
Carter White Lead Co., Montreal.
Steel Co. of Canada, Ltd., Montreal.
McArthur Irwin, Montreal.

WIND SHIELD GLASS
Hobbs Mfg. Co., Montreal, Que.
The Ontario Plate Glass, Ltd., Hamilton, Ont.

WINDOW WEIGHTS
The Katie Foundry Co., Galt, Ont.

WINDOW FITTINGS
Stanley Davies, Weston, Ont.

WINDOW GUARDS, WIRE
Canada Wire & Iron Goods Co., Hamilton, Ont.

WIPERS
Scythes & Co., Toronto.

WIRE
Canadian Tube & Iron Co., Ltd., Montreal.
Canada Wire & Iron Goods Co., Hamilton, Ont.
Caverhill, Learmont & Co., Montreal, Que.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
B. Greening Wire Co., Ltd., Hamilton, Ont.
Laidlaw Bale-Tie Co., Ltd., Hamilton, Ont.
Kasement Skrene Dore Co., Toronto.
The Steel Co. of Canada, Ltd., Hamilton, Ont.
Weston Wire & Nail Co., London.

WIRE, ANNEALED
Banwell-Hoxie Fide Fence Co., Ltd., Hamilton.
The Frost Steel & Wire Co., Ltd., Hamilton.
The Graham Nail Works, Toronto.

WIRE, BRIGHT
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
The Graham Nail Works, Toronto.

WIRE BASKETS, HEAVY
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.

WIRE CLOTH
Canada Wire & Iron Goods Co., Hamilton, Ont.
Kasement Skrene Dore Co., Toronto.

WIRE, COPPERED
The Graham Nail Works, Toronto.

WIRE CUTTERS
Bridgeport Hardware Co., Bridgeport, Conn.

WIRE, HAY
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
The Graham Nail Works, Toronto.

WIRE HOOPS
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Steel Co. of Canada, Ltd., Hamilton.

WIRE DOOR MATS
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.

WIRE, OILED AND ANNEALED
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
The Graham Nail Works, Toronto, Ont.

WIRE RODS
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

WIRE, TINNED
The Graham Nail Works, Toronto.

WIREWORK OF ALL KINDS
Canada Wire & Iron Goods Co., Hamilton, Ont.
Dennis Wire & Iron Works Co., Ltd., London, Ont.
The McDonald Wire Goods Co., Drummondville, Que.

WIRE WHEELS
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

WIREWORKING MACHINERY
Sleeper & Hartly, Inc., Worcester, Mass.

WIRE WINDOW SCREENS
Atlas Iron, Wire & General Metal Works, Toronto.

WOODENWARE
The Brett Mfg. Co., Winnipeg, Man.
Schultz Bros. Mfg. Co., Ltd., Brantford.

WRAPPING PAPER
E. B. Eddy Co., Ltd., Hull, Que.
Alex. McArthur & Co., Montreal, Que.
Walter Woods & Co., Hamilton, Ont.

WRENCHES AND ACCESSORIES
Can. Foundries & Forgings, Ltd., Brockville, Ont
Caverhill, Learmont & Co., Montreal.
Edgar C. Guthard Co., Chicago, Ill.
Goodell-Pratt Co., Greenfield, N.Y.
Keystone Mfg. Co., Buffalo, N.Y.
Will B. Lane, Chicago, Ill.
The Peck, Stow & Wilcox Co., Southington, Conn
The Star Mfg. Co., Carpentersville, Ill.
Trimont Mfg. Co., Roxbury, Mass.

WRENCHES, ADJUSTABLE "S"
The Keystone Manufacturing Co., Buffalo, N.Y

WRENCHES, ALLIGATOR
Bridgeport Hardware Co., Bridgeport, Conn.

WRENCHES, RATCHET
Brown & Sharpe Mfg. Co., Providence, R. I
L. S. Starrett Co., Athol, Mass.
J. H. Williams & Co., Brooklyn, N.Y.

WRENCHES, PIPE
The Keystone Manufacturing Co., Buffalo, N.Y.

WRINGERS
Beatty Bros., Ltd., Fergus, Ont.

WRINGERS, ELECTRIC POWER
Appliances Limited, Toronto.

WROUGHT NIPPLES
Jas. Morrison Brass Mfg. Co., Toronto.
J. H. Williams & Co., Ltd., St. Catharines, Ont.
The Union Iron & Metal Co., Ltd., Toronto.

WROUGHT WASHERS
J. H. Williams & Co., Ltd., St. Catharines, Ont.
The Wrought Washer Mfg. Co., Milwaukee, Wis.

WRINGERS, HAND AND POWER
J. H. Connor & Son, Limited, Ottawa, Ont.
Spielmann Agencies, Montreal.

WROUGHT COUPLINGS
Canadian Tube & Steel Products, Ltd., Montreal, Que.
Wrought Washer Mfg. Co., The, Milwaukee, Wis

YOKE ENDS
J. H. Williams & Co., St. Catharines, Ont.

ZINC, BAR
Canada Metal Co., Ltd., Toronto.
The Hoyt Metal Co., Toronto.



THE K-T COBBLER SET

THE K-T TRADE MARK FDY.

You Can Absolutely Guarantee

this repair outfit to your steady customer or to the customer you would like to make permanent.

UNBREAKABLE
It weighs 14 lbs.
It sells for $1.50
It costs you $1.00

The high price of shoes will make this a steady seller.

We also make for your trade

Clothes Reels Clothes Pulleys Builders' Castings of all kinds
Clean-Out Doors Coal Chutes Window Weights Horse Weights

Inquire for our prices GALT, ONTARIO

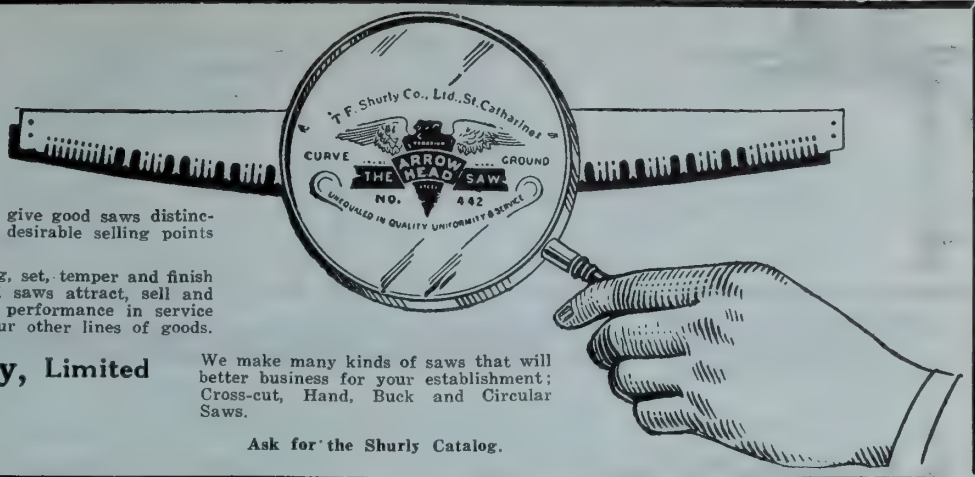
If interested tear out this page and place with letters to be answered.

Arrowhead Saws

Vanadium Steel

How you sell saws depends partly on your salesmanship. You can sell a poor saw but once; to sell saws successfully and build yourself a permanent business you must sell good saws. To give good saws distinction and individuality they must have the desirable selling points of superior saws.

Arrowhead saws have those points; the hang, set, temper and finish are right, and they sell right. Arrowhead saws attract, sell and satisfy your customers. Their satisfactory performance in service creates confidence in your store, and in your other lines of goods.



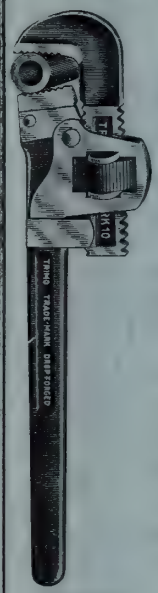
T. F. Shurly Company, Limited
St. Catharines
Ontario

We make many kinds of saws that will better business for your establishment; Cross-cut, Hand, Buck and Circular Saws.

Ask for the Shurly Catalog.

TRIMO

THE WORD TRIMO



Stands for good tools made by the Trimont Mfg. Co., which are the following:—

The Trimo Pipe Wrench

The Trimo Chain Pipe-Wrench

The Trimo Nut Wrench

The Trimo Pipe Cutter (Hand)



The four good points that make **Trimo Pipe Wrenches** superior are the **Spiral Spring** always in place—**Steel Frames** that will not break—**Nut Guards** that protect adjustment nut—and the **Inserted Jaw** in handle that can be replaced when worn.

Pipe Wrench — Nut Wrench

TRIMONT MFG. COMPANY
ROXBURY (BOSTON), MASS.
MANUFACTURERS

UNIMECO

MADE IN CANADA

WROUGHT WASHERS



Prompt Shipments

of this wide and useful range of wrought washers of every variety—in round and square, plain or galvanized.

Annealed Rivet Burrs of the same high degree of excellence can also be supplied.

"Unimeco" are the better kind with an unusual finish. They are profitable to handle. Write today for prices and information. It will pay you.

THE UNION IRON & METAL CO.
LIMITED
1951 DUNDAS ST. W.
TORONTO CANADA

WILKINSON & KOMPASS

TORONTO HAMILTON WINNIPEG

IRON AND STEEL

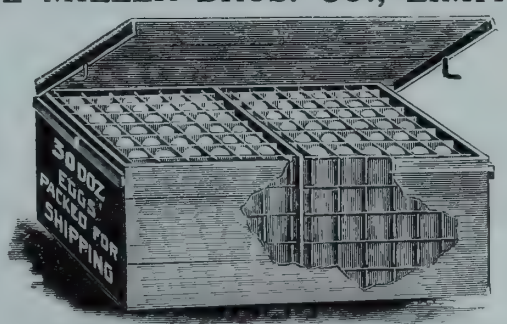
HEAVY HARDWARE

MILL SUPPLIES

AUTOMOBILE ACCESSORIES

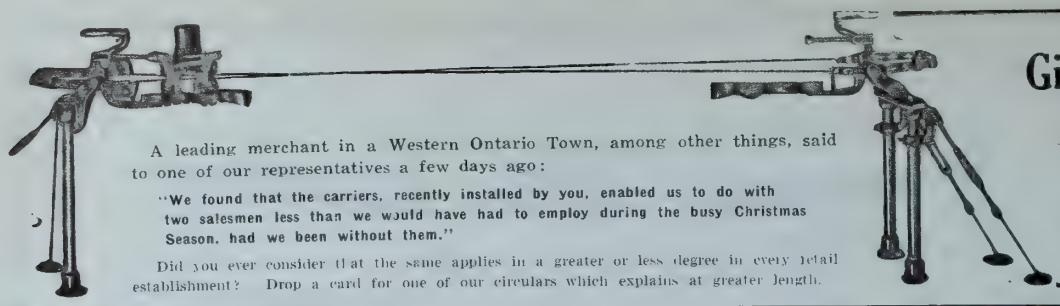
WE SHIP PROMPTLY

THE MILLER BROS. CO., LIMITED



Manufacturers of
White pulp egg case fillers and extra flats in standard and extra large sizes for 12 and 30 dozen egg crates.
20-38 DOWD STREET, - MONTREAL, CANADA

If interested tear out this page and place with letters to be answered.



A leading merchant in a Western Ontario Town, among other things, said to one of our representatives a few days ago:

"We found that the carriers, recently installed by you, enabled us to do with two salesmen less than we would have had to employ during the busy Christmas Season, had we been without them."

Did you ever consider that the same applies in a greater or less degree in every retail establishment? Drop a card for one of our circulars which explains at greater length.

Gipe-Hazard Store Service Co. Ltd.
113 Sumach St.
TORONTO, ONT.

CROWBARS



No. 102-A—CHISEL POINT

We offer you bars of High Carbon Steel at the same price as you are buying the Mild Steel Bar elsewhere. Write for price list and catalogue.

B. J. COGHLIN CO., LIMITED, Office and Factory: Ontario Street East, MONTREAL.

OUR COLORED GRADES
1B, 1A, 7, 1, 5

OUR WHITE GRADES
Jap, XC, X, XX, XXX

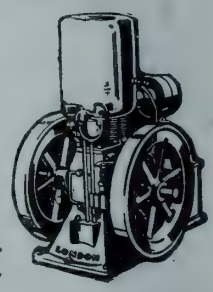
We can supply you with cotton waste at prices lower than any others for equal quality. Better write us your needs to-day.

ACME WASTE MFG. CO., LIMITED
492 Wellington St. W., Toronto

There Is No Risk in buying the LONDON ENGINE
Because we Guarantee

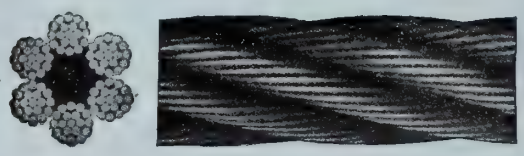
Every piece of material, the best grade.
Every man employed in the construction, an expert mechanic.
Every ounce of horse power.

We will not only replace any defective part which may be returned to the factory during the entire life of any London Engine, but if, at any time, our engine falls down on the claims we have made for it, we will return the purchase price.



London Gas Power Co., Ltd.
29 York St. London, Canada.

WIRE ROPE AND FITTINGS



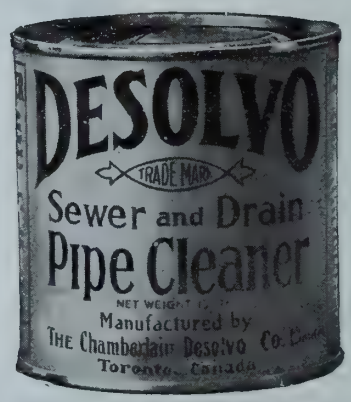
OF ALL CONSTRUCTIONS

The demand is steady. Are you getting your share of this business? We co-operate with you.

Have you a copy of our Catalogue?

We also manufacture Wire Cloth, Iron Stairways, Fire Place Screens, Window Guards

CANADA WIRE & IRON GOODS CO.
HAMILTON



DESOLVO
Six Can Lots

Impress upon the housewife the advantage of having more than one can of this efficient pipe cleaner in the house. Advocate the "six can-sale" idea it will be profitable for you, and convenient for the housewife.

THE CHAMBERLAIN DESOLVO COMPANY
109 Church St., Toronto

Eastern Canada Representatives:
RICHARDSON & BUREAU
55 St. Francis Xavier St.
Montreal, Quebec

Ontario Representative:
L. F. MAYNE
875 Trafalgar St., London, Ont.

Western Canada Representatives:—N. D. McPHAIL & CO., 1329 Standard Bank Bldg., Vancouver, B. C.

G. W. METALS
are superior

Manufacturers of the famous
XXXX NICKEL SPECIAL No. 1 R.R.
BABBITT METALS
SOLDERS PIG and CALKING LEAD

Made in Canada

Write or Wire Your Enquiries

Great Western Smelting & Refining Co.
Vancouver, B. C.

Wm. M. Gordon & Co., Winnipeg, Man.
A. G. Low Co., Saskatoon, Sask.

JOSEPH RODGERS & SONS LIMITED
SHEFFIELD, ENG.

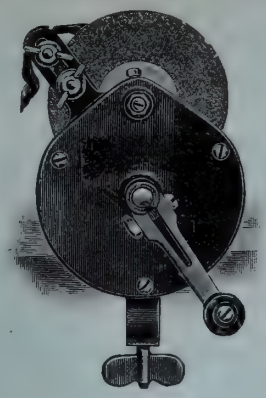
Avoid imitations of our
CUTLERY

By seeing that this exact mark is on each blade.

REGISTERED TRADE MARK
GRANTED 1682.

SOLE AGENTS FOR CANADA

James Hutton & Company
MONTREAL



Coolkutter Tool Grinders

Are Enclosed Cut Gear Machines

Points That Make Sales

The Coolkutter Tool Grinder is a quality product, that sells on merit. Its service-giving qualities and moderate price make these grinders a profitable line for the progressive hardware merchant. Build your sales by adding this profitable line to your stock.

The grinding wheel used on the Coolkutter machine was carefully selected for its cool and quick-cutting qualities. These Grinders are finished in black japan, made in four sizes.

Western Hardware Mfg. Co.
Milwaukee, Wisconsin

UNION TRANSIT CO.

FREIGHT CONTRACTORS
STEAMSHIP AGENTS
INSURANCE BROKERS
WAREHOUSE KEEPERS AND
DISTRIBUTING AGENTS

ALLOW US TO CO-OPERATE WITH YOU IN YOUR EFFORTS TO DEVELOP TRADE WITHIN THE EMPIRE.

We are TRANSPORT SPECIALISTS and our combination of facilities enables us to undertake the handling of all classes of Transport Business on the BEST POSSIBLE TERMS CONSISTENT WITH EFFICIENT SERVICE.

CHIEF OFFICE:
381 ARGYLE ST., GLASGOW.

Cables and Telegrams: TRANSIT, GLASGOW.
Codes: { Western Union, Scott's (10th Edition)
{ Marconi, A.B.C. (4th & 5th Editions)



"Phoenix" Brand Small Tools

These superior tools include Electricians', Regular, Auto, Cabinet, Star, Knob Handles, and Plain, Screw Drivers. The line comprises Cold Chisels, Round Nosed, Oil Groove, Flat Point, Cape and Diamond Point. Other tools are: Indestructible, Tinners' Awls; Ice Picks; Knurled, Cup Point Nail Sets; Octagon Solid Punches; Octagon Centre Punches; Long Taper Punches; Phoenix Cotter Pin Extractors; and Tack Pullers.

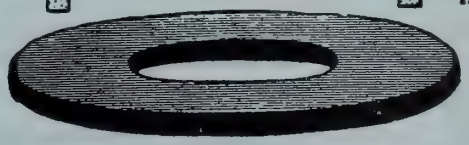
Quality Tool Works, Limited
MONTREAL
Made in Canada
Selling Representative (except for Quebec)
RICHARDSON & BUREAU, Montreal, Que.

Wrought and Steel Plate WASHERS

OF ALL DESCRIPTIONS

ROUND AND SQUARE

PLAIN OR GALVANIZED



Annealed Rivet Burrs; Fellow Plates; Sheared and Punched Plates; Malleable Washers and Cast Iron Washers.

PROMPT SHIPMENTS

We Guarantee Quality and Service.

Wrought Washer Mfg. Co.
Milwaukee, Wis.

If interested tear out this page and place with letters to be answered.

HOYT METALS

SELL YOUR SHARE

Engineers in charge of valuable machinery, and responsible for steady production, know the value of Hoyt Metals wherever speed and fast work are necessary. There are many prospects in your town, where you can introduce Hoyt Metals, assured of consumer satisfaction and new business for yourself.

HOYT METAL COMPANY

MONTREAL TORONTO WINNIPEG

EMPIRE LEVELS

HAVE CONVINCING SELLING POINTS

The dealer will find them a constantly moving line because they are extremely accurate, durable and very striking in appearance.

The EMPIRE line includes a level for every use — aluminum, wood, and brass-bound, in many sizes and styles.

Complete catalogue on request.



The EMPIRE ADJUSTABLE ALUMINUM LEVEL, shown above, is the biggest selling level on the market. The improved adjustable and interchangeable vial case enables the user to repair broken glasses without impairing the use of the tool.

EMPIRE LEVEL MFG. CO.

MILWAUKEE, WIS., U.S.A.

Western Agents--L. T. Walls Sales, Ltd., Confederation Life Bldg., Winnipeg

Fittings Limited



Manufacturers of Malleable and Cast Iron Pipe Fittings

Trade Mark

Registered

Oshawa

Stratford

Builders' Hardware



Is used in all good homes throughout Canada. Its reputation for quality and service is well-known.

We manufacture: Furniture Trimmings of all kinds, Sash Locks, Sash Lifts, Casement Fasteners, Door Pulls, Hat Hooks, Transom Catches, Key Plates, Flush Bolts, Sash, Push and Pull Plates, House Numbers, Door Knockers, Casement Adjusters, etc.

The Stratford Brass Company, Limited

Stratford, Ontario



Step Ladders

Every Home a Prospect

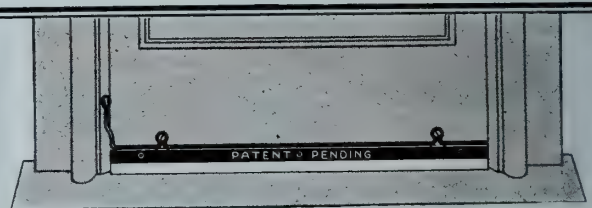
For your own use or for selling to your customers—our stepladders have all the qualities of a high-grade product. Light, yet durable, safe and easy to handle.

We also manufacture Stepladder Stools, Extension Safety Gates, Folding Chairs and Tables, Ironing and Bake Boards, Summer Furniture, Clothes Bars, Meat and Bread Boards.

Write for our catalogue D of Wood Products.

The Stratford Mfg. Co., Ltd.

The Shelf Lock Stratford, Ontario



The Automatic Door Strip

A rubber attachment made in lengths to fit any door; works automatically; no friction; cannot wear out; no draughts; saves coal and time. Easily adjusted; satisfaction guaranteed. Write to-day.

Atlas Iron, Wire and General Metal Works

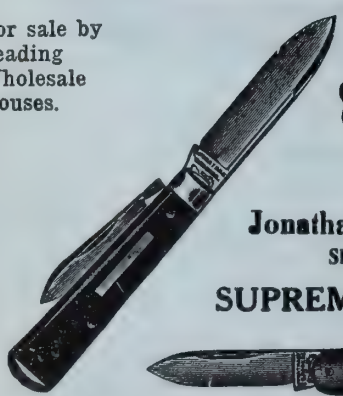
815 Queen St. West, Toronto. Phone Adel. 3889

Manufacturers of

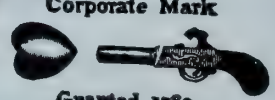
Elevator Enclosures; Works for Banks, Offices, etc., a specialty; Ornamental Iron Fence; Wire Window Screens; Guards for Machinery Protection.

"While we stand still we rust."

For sale by Leading Wholesale Houses.



Corporate Mark



Granted 1780.

Jonathan Crookes & Son

Sheffield, England

SUPREME CUTLERY



OAKEY'S "WELLINGTON" KNIFE POLISH



The original and only reliable preparation for Cleaning and Polishing Cutlery, etc.

John Oakey & Sons, Ltd.

Manufacturers of

Emery, Black Lead, Emery Glass and Flint Cloths and Papers, etc.

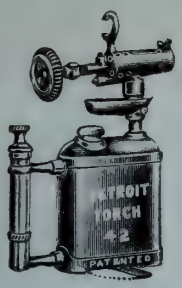
Wellington Mills, London, S.E.1, Eng.

Agents:

F. Manley, 147 Bannatyne Ave. East, Winnipeg

Sankey and Mason, 839 Beatty Street Vancouver

If interested tear out this page and place with letters to be answered.



In design and construction it is the best torch of this type on the market to-day.

Detroit Torch

Takes Little Space

Our No. 42 Auto or Electricians' Torch has oblong tank and is very popular with mechanics desiring a tool that will take up little space in a kit.

Tank is made of heavy brass throughout. Supports on botton of tank prevent torch from tipping over when placed on bench—not in the way when torch is not in use. Fitted with patented tapered burner, with hook and support for soldering coppers. Valve wheel is of wire and always cool, giving operator full control of flame at all times. Automatic pump of simple construction forms the handle.

Detroit Torch & Mfg. Co.
Detroit, Michigan



IMPERIAL SOLDERING PASTE

for Electricians, etc.

ROSEN, FLUX and ACID CORE SOLDER

THE CANADA METAL CO., LIMITED
TORONTO HAMILTON MONTREAL WINNIPEG VANCOUVER

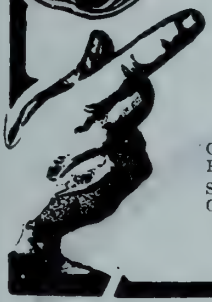


NORCROSS

GARDEN CULTIVATORS

are growing in demand every day. Over a Million are now in use. Sell one to a customer and you get his next door neighbor. Every Farmer and Gardener is a prospect. The Norcross comes in (3) sizes, 5-Prong, 3-Prong and Midget, suited to both men and women. A Norcross bears a Distinctiveness of Quality—Class and Finish that quickly appeals to buyers. Well made—Durable—Handsome in appearance, they sell readily at a good profit and you can confidently recommend them. Ask your jobber for Norcross Goods.

C. S. NORCROSS & SONS
Sole Mfrs. BUSHNELL, ILL.



GERMANTOWN
LAMPBLACK

THE L. MARTIN CO.
HEADQUARTERS FOR
LAMPBLACK
IN ENGLAND AND AMERICA

Originators of Eagle, Old Standard, Globe and Pyramid Germantown Brands.

Suppliers of Bulk Blacks to the highest class Grinding Trade.

Montreal, Toronto, Winnipeg, New York, Philadelphia, London, Eng.

STERLING TWINES

Made of

FLAX, JUTE, HEMP, COTTON, YUCATAN

Manufactured by

The Sterling Twine Company, Limited
Walkerton, Ontario

Samples and Prices sent upon application. We manufacture all kinds of Commercial Twines, put up in Balls, Reels, Coils and Skeins. Hide Rope, Tubes and Cones, Single and many ends.

"Send us a trial order."

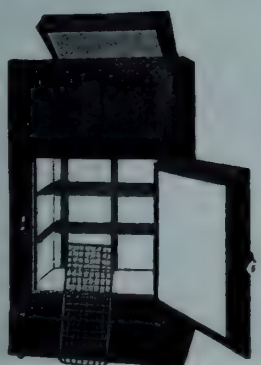
Stove Mica

All sizes of Clear Mica in stock for immediate shipment.

Mica Electrical Insulation of Every Kind.

Price List on Application.

Mica Company of Canada, Limited
P.O. Box 156, Hull, Que.



PARIS

REFRIGERATORS
SCREEN DOORS
WINDOW SCREENS
COMBINATION SCREEN AND STORM DOORS

RELIABLE GOODS AND PROMPT SERVICE
WRITE FOR INFORMATION

Sanderson-Harold Company, Ltd.
PARIS, ONTARIO

PLUMBS **SAND'S** LEVELS



Deserve your confidence because they are known and wanted throughout the building trades and represent the easiest selling level stock on the market.

Your Jobber Carries Them

Canadian Branch:

CAMPBELL AGENCIES, 23 Richmond Bldg.
TORONTO, ONT.

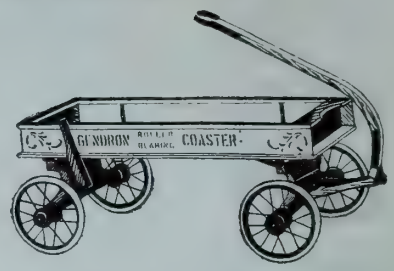
If interested tear out this page and place with letters to be answered.



WHEEL GOODS

A line that is always in demand

We make the complete line



THE GENDRON MFG. CO., Limited, TORONTO

Pliers

That Make Sales



The progressive hardwareman will find in these strong, well made pliers excellent opportunities for increased business, new customers and better profits.

The "Lindstrom" made pliers are noted for their easy selling qualities. Reliable and dependable. We invite correspondence.

Canadian Agent:

F. W. Lamplough & Co.

46 St. Alexander St., Montreal

Manufacturer

F. E. Lindstrom

SWEDEN

BALE TIES

Prevent Broken Bales And Commercial Loss With

Laidlaw

Laidlaw Bale-Ties have had a long and thorough test, resulting in their general choice by buyers throughout the Dominion—in fact throughout the world.

Laidlaw Bale-Ties mean prevention of broken bales and severe commercial loss. Laidlaw Bale-Ties are superior in material, design and manufacture.

The Laidlaw Bale-Tie Company
Limited
Hamilton, Canada

Agencies:

Norman Jessiman, Vancouver, B.C.
A. T. Diggins, Toronto, Ont.
Harry F. Moulden & Son Winnipeg, Man.
H. E. O. Bull, Montreal, Que.
M. Bryan, 24 Aldgate, London, Eng.

PINK'S LUMBERING TOOLS

The Standard Tools in every province of the Dominion, New Zealand, Australia, etc.

We manufacture all kinds of lumber tools. Light and Durable.

LONG DISTANCE PHONE No. 87

Send for Catalogue and Price List.

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

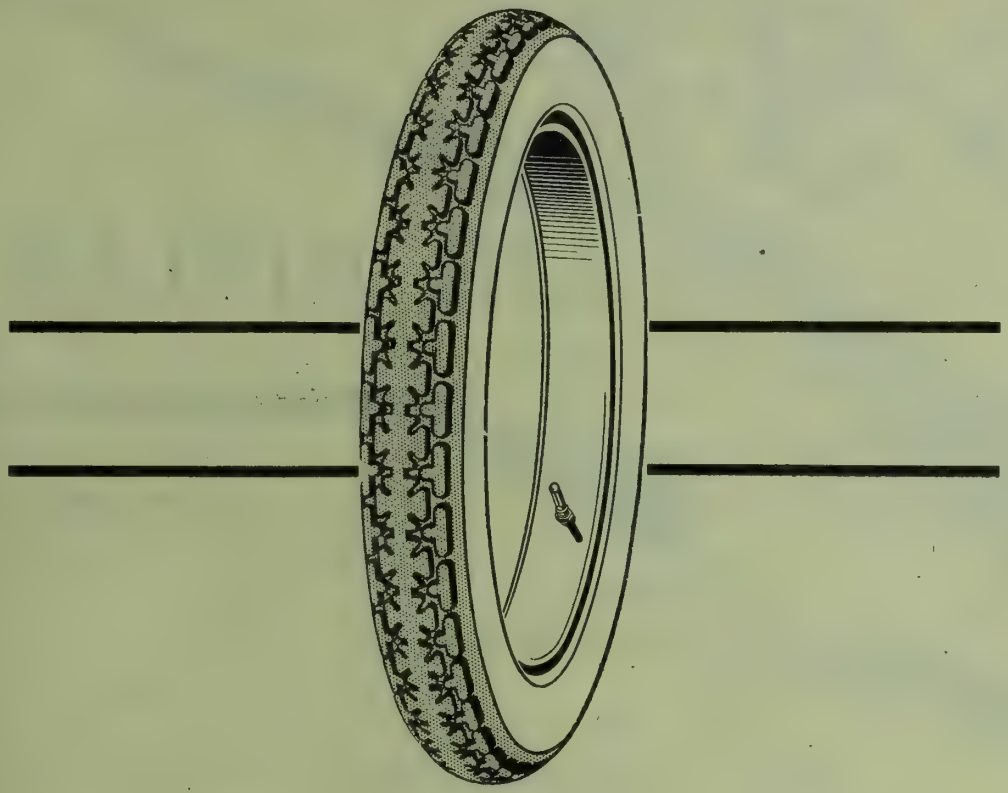
THOS. PINK COMPANY, LIMITED

Manufacturers of Lumber Tools

Pembroke **Ontario**



If interested tear out this page and place with letters to be answered.



Better Business Comes to the "Gutta Percha" Dealer

When people go out of their way to boost the store of a certain dealer, it is because the goods that dealer sells give satisfaction. When people go out of their way to boost a certain tire, it is because that tire has won their confidence and their enthusiastic recommendation.

The reason for the bigger business done by "Gutta Percha" dealers is found in the fact that "Gutta Percha" Tires give such unqualified satisfaction.

"Gutta Percha" CORD and FABRIC Tires

GUTTA PERCHA & RUBBER, LIMITED

HEAD OFFICES AND FACTORY: TORONTO

Branches in Leading Canadian Cities.

If interested tear out this page and place with letters to be answered.

B·S·A

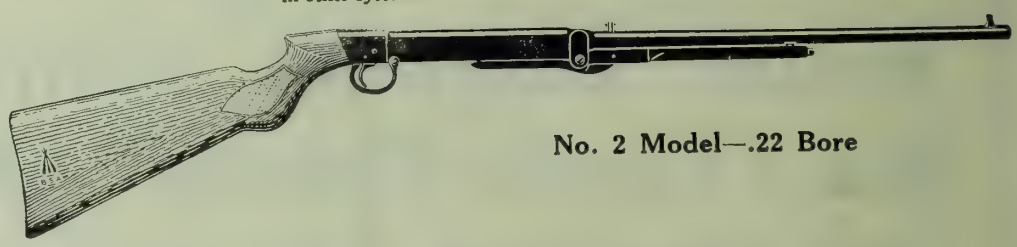
AIR RIFLES



No. 1 Model—.177 Bore



The Method of Cocking the B.S.A Air Rifle is here illustrated. The patent form of lever mechanism is used, instead of the barrel as in other systems.



No. 2 Model—.22 Bore

A Useful, Accurate Rifle—Not a Toy

This is a good proposition for the merchant. There is a well-defined need and demand for air rifles in this country—particularly for a practical, useful rifle like these B.S.A. types. They are powerful, yet short ranged; accurate and safe.

Here are the principal features of the B.S.A. air rifle summarized for busy buyers' attention:

It has no breech joint through which compressed air can escape; it has an accurately fitting, air-tight, breech plug, which forms the pellet chamber; "the rotating breech plug has many important advantages, chief among which is the great uniformity of result from round to round."

Arms and Explosives. The patent, separate lever is used instead of the barrel as a spring-compressing lever; it has improved forms of back and front sights; an aperture or peep backsight can be properly fitted and used on it (by reason of the rigidity between barrel and cylinder); the barrel is rifled with greatest engineering skill, especially to deal with the specially shaped B.S.A. pellets; every part is interchangeable; the piston (or main) spring is very easily replaced; the highest class of steel only is used. The life of the rifle is thus practically everlasting.

Birmingham Small Arms Company, Ltd., England

FRASER COMPANY

No. 10 Hospital St., **Montreal, Canada**

Production Equipment Co., Union Square, New York

In Stock at Montreal

If interested tear out this page and place with letters to be answered.

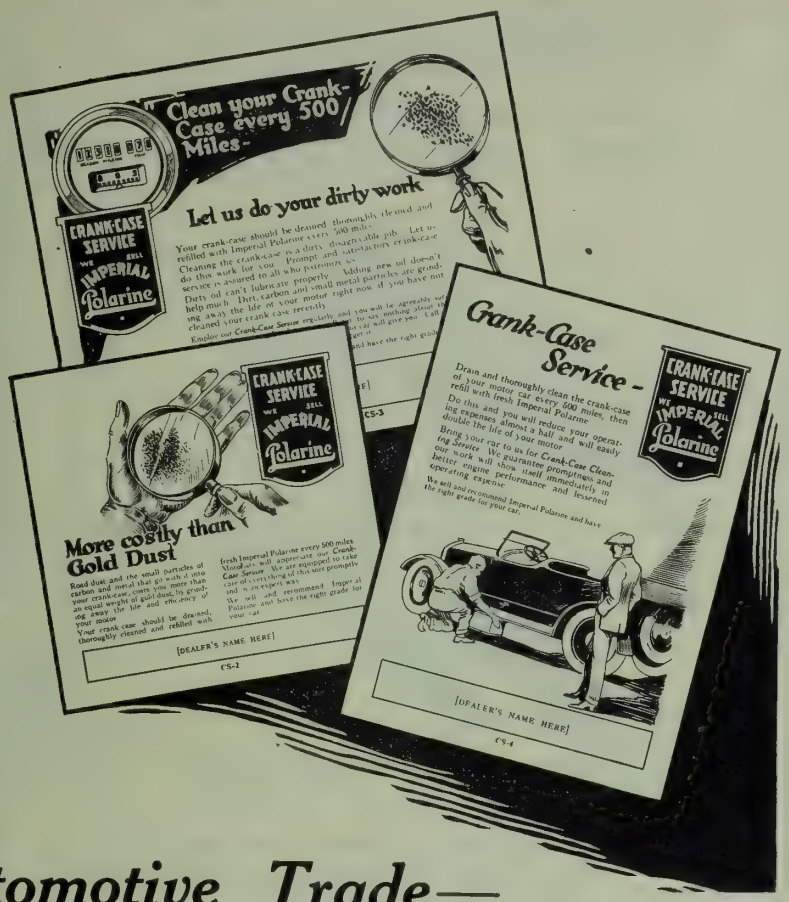
FREE DEALER ELECTROTYPES

Electrotypes of any or all of these advertisements will be sent, free of charge, to dealers who agree to use them in their local papers.

C.S-2 will occupy a space 4½″ deep on two columns. C.S-3 will occupy a space 5″ deep on three columns. C.S-4 will occupy a space 6″ deep on two columns. C.S-1, not shown here, is similar in size and style to C.S-4. It is especially prepared for dealers who give **free** crank-case service.

Liberal space is provided at the bottom of each advertisement for dealers' names.

Order by number.



Build Up Your Automotive Trade—

Imperial Polarine Crank-Case Cleaning Service Will Do It

Motorists are realizing more and more the importance of crank-case cleaning service. Most motorists prefer to have the job done by men who understand it thoroughly. Naturally they look to their dealers.

A modern crank-case service will increase your sales on all automotive lines. It will bring you new trade and it is the best good-will builder you can put to work.

All dealers who establish a crank-case service will reap rich rewards. Those who advertise this service will profit most. Your name at the bottom of one or more of the above advertisements in your local paper frequently will go far to establish your firm as headquarters for Imperial Polarine and Imperial Polarine crank-case cleaning service.

The Imperial Oil salesman can give you some good suggestions regarding establishing and operating an Imperial Polarine crank-case cleaning service department. Ask him about it.

You should have a copy of our interesting new booklet, "Automotive Lubrication." Write to 56 Church Street, Toronto, for booklet and free electrotypes.

IMPERIAL OIL LIMITED

Power Heat Light Lubrication

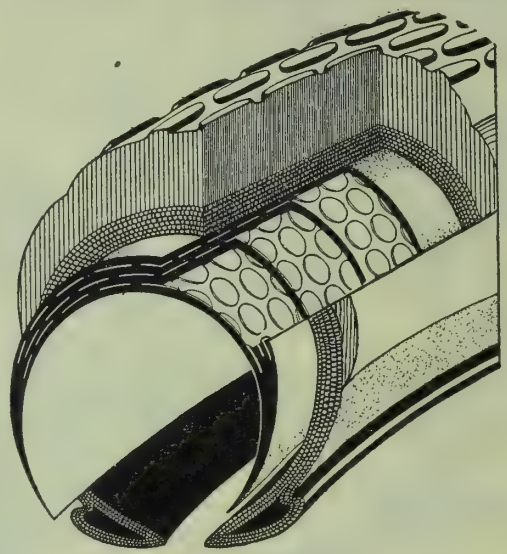
Branches In All Cities.

If interested tear out this page and place with letters to be answered.

ARMOROIDS

(the puncture-proof tire reliner)

STOP PUNCTURES



The Armoroid Company

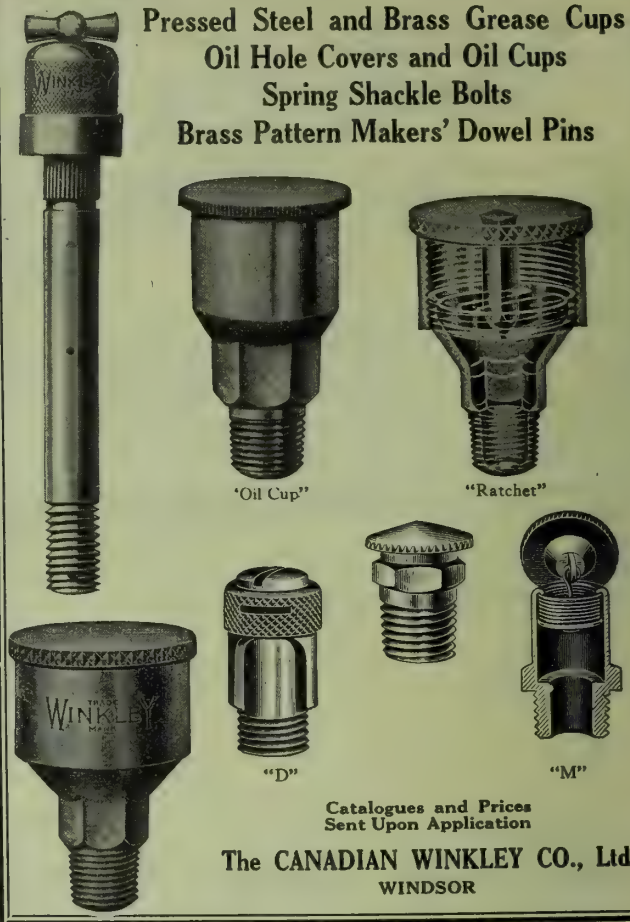
Factory and Office:

1381 Queen Street East -- Toronto, Canada

Telephone Gerrard 5854

Manufacturers of Armoroids and also Distributors of Guaranteed Tires and Tubes.

Pressed Steel and Brass Grease Cups
Oil Hole Covers and Oil Cups
Spring Shackle Bolts
Brass Pattern Makers' Dowel Pins



Catalogues and Prices Sent Upon Application

The CANADIAN WINKLEY CO., Ltd.
WINDSOR

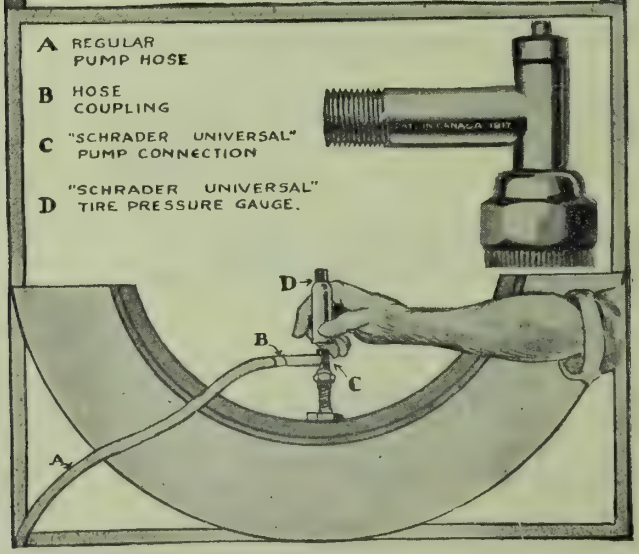
Test Tire Pressure With Pump Hose Connected

SCREW the Schrader Universal Pump Connection to the regular hose-coupling of either hand or power pump, and you can use the Pressure Gauge without removing hose from valve. This saves you a lot of time and trouble. You simply place your pressure gauge over deflating pin., This handy little device costs only 65 cents, but it adds greatly to your convenience.

SCHRADER UNIVERSAL PUMP CONNECTION

Made in Canada by

A. Schrader's Son, Inc.
334 East King Street, Toronto
London, Eng., New York, Chicago



A Sales Plan Which is Guaranteed

By the Manufacturer

For the promotion of

D-B CARBON REMOVER

The manufacturers have such explicit confidence in **D-B Carbon Remover** that they are willing to stake all their sales on **QUALITY alone!**

Through the extensive sales campaign every motorist will be informed that dealers let them try **D-B Carbon Remover** without expense. They are going to ask you for it. Will you have it in stock? Of course you will!



Give them a can on trial, and if it does not serve the purpose, they return it to you, and it costs them nothing.

You do not lose anything either, because **WE WILL PAY YOU FOR THE RETAIL VALUE ON ALL CANS THAT ARE RETURNED AS UNSATISFACTORY!**

"We have confidence in our product"

AUTO JACK says:

D-B Carbon Remover is the only way to clean the engine without moving the cylinder head and it is NOT injurious to the metal.

The Dust Bane Mfg. Co.
LIMITED
Ottawa, Ontario

If interested tear out this page and place with letters to be answered.





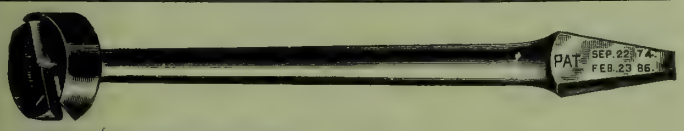
Write for Catalog

Order Northland Skis

Now for Next Season. Prices Are Down

New world's record jump is 229 feet. Made by Henry Hall, February 9, 1921, at Revelstoke, B.C., on Northland Skis.

Northland Ski Mfg. Co.
St. Paul, Minn.

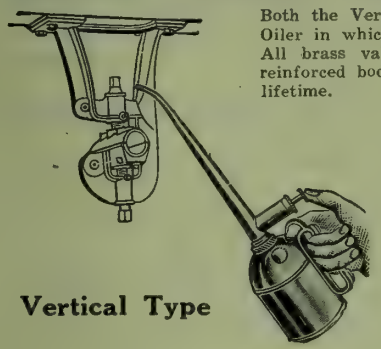


THE PROGRESSIVE MANUFACTURING CO.
Torrington, Conn., U.S.A.

FORSTNER BITS

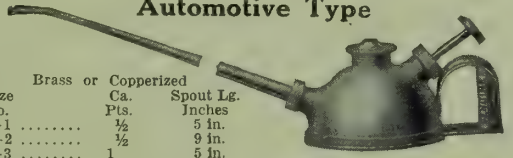
bore their way right through tough, hard, knotty, cross-grained wood and leave a smooth hole and clean surface. That's performance. THEY DIFFER FROM ALL OTHER BITS, BEING GUIDED BY THE RIM INSTEAD OF THE CENTRE. That's scientific construction. They bore any arc of a circle and can be guided in any direction. That's adaptability. Made for Brace-made Machines. Packed singly; packed in sets That's convenience. And they sell to Wood Workers, Carpenters, Cabinet Makers and others. That's why you should sell them. Order through your jobber to-day.

GENUINE CANNON PUMP OILERS—STANDARD AND AUTOMOTIVE TYPES



Both the Vertical and Automotive Type GENUINE CANNON PUMP OILER meet a long-felt demand for an Oiler in which the oil is entirely controlled by the operator in whatever position the can may be held. All brass valves, seats and valve springs; heavily reinforced body and bottom construction; will last a lifetime.

Automotive Type



Brass, Tin or Copperized.

Size No.	Ca. Pts.	Dia. In.	Spout Lg. Inches
0	1	3½	8
1	1	3	8
2	1½	3½	12
2½ ..	2	4	12
3	2	4	20

Brass or Copperized

Size No.	Ca. Pts.	Spout Lg. Inches
A-1	½	5 in.
A-2	½	9 in.
A-3	1	5 in.
A-4	1	9 in.

Vertical Type

Patented, Copyrighted, Manufactured only by the

CANNON OILER COMPANY

Main Office, Keithsburg, Illinois, U.S.A.

Branch: Monmouth, Illinois, U.S.A.

Eastern Representative—A. G. & A. L. Brown & Co., Ltd., Montreal
Western Sales Representative—J. E. Bremner, Winnipeg

ASK ANY JOBBER

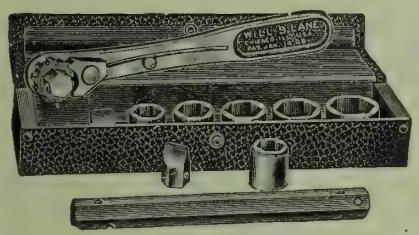
Lane's Handy Auto Ratchet Tools

A popular quick-selling line that interests your customers at once because of their ability to perform tasks where other wrenches fail.

The line comprises the "Standard" and "Ford" Sets of the Lane "Unique" Ratchet Wrench, the Lane "Super-Unique" Ratchet Wrench Set and the "Unique" Off-Set Ratchet Screw Driver.



SUPER-UNIQUE SET



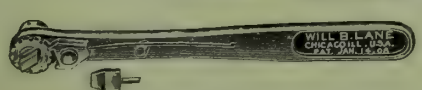
FORD SET



STANDARD SET

All Lane's Ratchet Tools are durable products. Machine-made, sockets turned from Grade "A" cold rolled steel, case hardened, Pawl and Ratchet Wheels milled, handles drop-forged and case hardened.

A line that meets many requirements and presents unusual selling opportunities for the dealer.



OFF-SET RATCHET SCREW DRIVER

Manufactured by

Will B. Lane Unique Tool Co.

180 N. Dearborn St., Chicago, Illinois

WANT ADS

If you want a buyer, clerk, salesman, traveler, position, you can reach the best men in the trade through these columns.

If you wish to buy or sell a business, or dispose of overstocks, you can reach a larger number of hardware men through this page than in any other way.

Rates (payable in advance) 2 cents per word. An additional charge of 10 cents for each insertion is made when Box Number is required. Each figure counts as one word. When panels are desired a charge of $1.50 is made for a panel 1 inch deep by 2⅛ inches wide.

Address all advertisements for this section to HARDWARE AND METAL, 143-153 University Ave., Toronto, Can.

HELP WANTED

WANTED SALESMAN WHO ABSOLUTELY knows how to sell paint. Must have at least 3 years' exclusive retail paint experience. A big thing for the right man. Mills Hardware Co., Hamilton.

WANTED—A RETAIL HARDWARE SALESman who can write show cards and dress show windows exclusively, but must prove to us that he is almost semi-professional. Big opportunity for the right man. Mills Hardware Co., Hamilton.

HARDWARE TRAVELLER WANTED FOR Northern Ontario to call on mining, lumbering and retail trade. Must be live wire. Box 17, Hardware and Metal.

WANTED—TRAVELLER CALLING ON HARDware trade to take ranges and heaters as a side line on commission. Territory, Toronto east to Brockville. Box 122, Hardware and Metal.

WANTED—HARDWAREMAN NOT OVER 40 years of age, who has had 10 or more years' experience in retail or wholesale hardware business; must be a man of good appearance, well educated and a good business correspondent. Position offers splendid future for a man of good judgment. Do not apply unless ready to give complete details regarding qualifications in first letter. Also state salary. Position is with a large company at Toronto, Can. Box 108, Hardware and Metal.

WANTED—BY MANUFACTURER, CORRESpondence with traveller in North country calling on hardware trade to solicit orders for handles and similar lines. References required. Address Box 91, Hardware and Metal.

WANTED—SALESMAN CALLING ON HARDware trade to carry side line on commission. Box 38, Hardware and Metal.

SITUATIONS WANTED

HARDWARE MAN, THOROUGHLY EXPERIenced in all branches of the trade, wishes to make a change. Has held positions as manager and buyer, and is fully competent to take full charge. Good references. Full particulars gladly furnished. Write Box 36, Hardware and Metal.

A TRAVELLING SALESMAN WITH TEN years' experience as a safe salesman and eight years as a calendar salesman, with a first class record, is open for engagement with some reliable manufacturer or wholesaler, either east or west. Box, 101, Hardware and Metal.

RETAIL HARDWARE SALESMAN WITH TEN years' experience, good references, desires position at once. Box 100, Hardware and Metal.

HARDWARE MAN, SIX YEARS' WHOLESALE experience, desires position. Open for engagement May first. Excellent references. Box 28, Hardware and Metal.

HARDWARE MAN, SIX YEARS' WHOLESALE experience, desires position. Open for engagement May 1st. Excellent references. Box 161, Hardware and Metal.

FOR SALE

FIRESIDE FURNISHINGS—JOBBERS WANTed to handle low price, high-class English-made fireside furnishings. Send for designs and prices. W. Howdle, 137 Wright Street, St. John, N.B.

FOR SALE—SET OF TINSMITHS' TOOLS. John L. Wilson, Enterprise, Ont.

FOR SALE — SET OF SECOND-HAND TINsmithing machines cheap. Herb Privat, Chatsworth, Ont.

FOR SALE—STOVE REPAIRS, FIRE BRICKS, iron linings, water fronts, for Garlands, Pen Esthers, Acmes, Sunlights, Welcomes, Supremes, Souvenirs, Crown Hurons, New Empress, Sterlings, Marvels, Climax, Arklaus, Colonials, Peninsulars and all kinds of ranges. Write for list and prices. Grundy Bros., Strathroy.

FOR SALE—100 PACKAGES OF 225 SHEETS each, Prime Coke Tin Plates, 55 lbs., or 38 gauge, immediate delivery. Inquire Newell Manufacturing Company, Prescott, Ont.

FOR SALE—AS A GOING BUSINESS, THE hardware stock of the Fraser Hardware Co., Granville St., Vancouver, B.C.

FOR SALE—1 USED OSTER PIPE THREADing machine, No. 201, threads ½" to 2", complete with dies, in first-class condition. Price $65 f.o.b. Thamesville, Ont.

1 safe, J. & J. Taylor, in first-class condition, good as new, combination, 2-bolt, interior has 2 drawers; outside measurements, height 33", width 24", front to back 25½"; inside measurements, height 14", width 10½", front to back 12". Price for quick sale, $95. F.o.b. Thamesville, Ont.

1 cast iron brake in first-class shape, true and strong, length 6 ft. Price $75, f.o.b. Thamesville, Ont.

10 barrels Polarine heavy motor oil, just arrived in stock, in first-class condition, at 75c per gal. net. F.o.b. Thamesville, Ont.

800 ft. of ¾" galvanized pipe, new, at $9.87 per 100 ft.

E. S. HUBBELL & SONS,
Thamesville, - - Ontario.

REPRESENTATIVES WANTED

BRITISH FIRM OF EXPORTERS WANT CANadian Agent to sell Firebrick, Bathbrick, Grindstones and Millstones. Good connections, and ability to make large sales, necessary. Macnaughton & Co., 13 Mosley Street, Newcastle-on-Tyne.

TO MANUFACTURERS

We are open to represent manufacturers in Western Canada. We will not handle any competitive lines. Our organization offers manufacturers every facility necessary to successful marketing of their product. Get in touch with us at once.

A. J. MITCHELL SALES, LTD.
Board of Trade Bldg.
WINNIPEG, MAN.
Phone—A8569.

ESTABLISHED 1849

BRADSTREET'S

Offices Throughout the Civilized World
OFFICES IN CANADA:

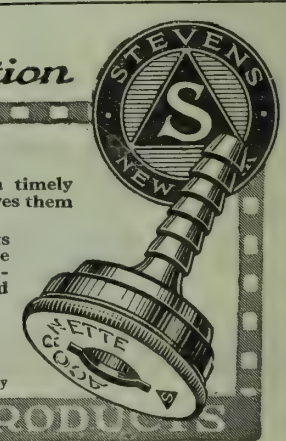
Calgary, Alta.	**Vancouver, B.C.**
Edmonton, Alta.	**Hamilton, Ont.**
Halifax, N.S.	**Montreal, Que.**
London, Ont.	**Quebec, Que.**
Ottawa, Ont.	**Toronto, Ont.**
St. John, N.B.	**Winnipeg, Man.**
Victoria, B.C.	**Sydney, N.S.**
	St. John's, Nfld.

Reputation gained by long years of vigorous, conscientious and successful work.

John A. Thompson General Manager Western Canada

TORONTO

Acornette Pump Connection



ECONOMY!

The Improved Acornette makes a timely appeal to motorists because it gives them more for their money.

The Acornette design prevents buckling and retards chaffing of the rubber washer. The result—Acornette grips the tire valve tighter and the washer lasts longer.

"Thru your jobber—his service is economy."

STEVENS & COMPANY
375 Broadway New York City

STEVENS PRODUCTS



TRADE MARKS

Any trade-mark shown on this page, when stamped on an article of hardware, is the manufacturer's personal "O.K.," guaranteeing the quality of the product.

Metal Stamping and Press Work to Order

Also name plates, embossed trade checks, time checks, badges, steel stamps and stencils or anything in steel or brass lettered or embossed to order.

The Hamilton Stamp and Stencil Works, Limited, Hamilton, Ont.

Sankey's Pyruma Putty Fire Cement

Easy to handle. Ready for use. For Stoves, Ranges, Furnaces, Kilns, etc., Superior to other Plastic Fire Cements. Sets Hard without heat. Fusing Temperature 3,000°F.

Quotations from
MANNING, HINTON & BRISSENDEN
Post Office Box 37 Halifax, N.S.

DOON TWINES, LIMITED
KITCHENER, ONT.

Manufacturers of all kinds of Twines and Cordage, Plow Lines, Clothes Lines, Ropes etc. Write for samples and prices.

MILLS AT DOON, and KITCHENER, ONT.



Springs and Axles

We manufacture the celebrated "Anchor Brand" Carriage and Wagon Springs and Axles.

Automobile, Trolley, Railway and Heavy Coil Springs.

The Guelph Spring & Axle Company, Limited
GUELPH, ONTARIO

STERLING
Hack Saw Blades and Machines
Manufactured by
Diamond Saw & Stamping Works
BUFFALO, N.Y.

"Monarch" & "Safe-Lock" Fencing

We make Farm, Lawn and Poultry Fencing, Gates, etc., and *sell exclusively to the Hardware Trade.* Write for Agency.

Owen Sound Wire Fence Co. Ltd.
OWEN SOUND, ONT.

Look for the full name
RUSSELL JENNINGS
stamped on the round of our
AUGER BITS
The original double twist auger bit,
Patented by Mr. Russell Jennings in 1855.
RUSSELL JENNINGS MFG. CO.
Chester, Conn., U.S.A.

BEAR BRAND LAMP BLACKS



A Germantown of quality that gets big business

WILCKES, MARTIN WILCKES CO.
135 WILLIAM ST NEW YORK



POULTRY LEG BANDS, EAR TAGS AND BUTTONS FOR STOCK



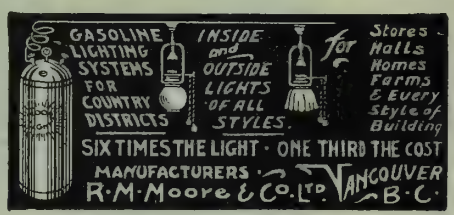
Retail Prices		
	Single Spiral Colored Bands	$1.00 for 100
	Ribbon Bands Colored	$1.65 for 100
	Challenge Adjustable Bands	.90 for 100



Cattle Ear Tags and Buttons, prices according to amount of printing required. Catalogue Free
RIDEAU SPECIALTY CO.
MANUFACTURERS. SMITHS FALLS, ONT.



Sash Weights
Wall Washers
All Kinds of
Plain Duplicate Gray Iron Castings
CANADIAN DIE CASTING CO., LIMITED
Drummond Building, Montreal



TANGLEFOOT PRODUCTS

STICKY FLY PAPER, STICKY FLY RIBBON, TREE TANGLEFOOT, ROACH AND ANT POWDER.

THE O. & W. THUM CO., MANUFACTURERS.
GRAND RAPIDS, MICH. WALKERVILLE, CANADA.

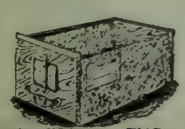
Practically all big buyers of hardware in Canada are readers of HARDWARE AND METAL.

Your Wants

are many here below. Use the Want Ad. page and get rid of a few of them.

Opportunities are offered every week on this page.

Are you making use of them?



Cameron Metal Drawers
LONGER WEAR, BETTER SERVICE
Write us for Prices and Particulars of Cameron Wall Cases and Fixtures
Cameron & Co.
74 Logan Ave. Toronto, Ont.

If interested tear out this page and place with letters to be answered.

INDEX TO ADVERTISERS

Adams & Elting Co..... 83
Acme Waste Mfg. Co., Ltd... 100
Allcock, Laight & Westwood.. 28
Armeroid Company, The..... 108
Appliances Limited 9
Ashdown Hardware Co., J. H. 79
Atkins & Co., E. C..... 24
Associated Business Papers Inc. 18
Atlas Iron, Wire and General Metal Works 102

Barton Netting Co..... 30
Barrett Co., Ltd. 91
Barnett Co., Ltd., G. & H..... 75
Berry Bros., Inc..... 63
Brett Co., The 80
Bissell Carpet Sweeper Co. of Canada, Limited 25
Birmingham Small Arms Co., Limited 106
Boeckh Co., Ltd. 57
Bradstreets 110
Brown-Bonnick Limited 93
Butler & Co., Geo. 29

Cameron & Co. 111
Canada Cycle & Motor Co... 83
Canada Metal Co. 31, 83, 103
Canada Steel Goods Co., The.. 3
Cane & Sons Co., Ltd., Wm... 29
Cannon Oiler Company 109
Canadian Hart Products, Ltd. 21
Can. Wire & Iron Goods Co... 100
Canada Die Casting Co. 111
Can. National Carbon Co., Ltd. 11
Canadian Winkley Co. 108
Can. Foundries & Forgings Co., Limited 19
Chamberlain Desolvo Co..... 100
Channell Chemical Co.....
Inside front cover
Caverhill, Learmont & Co.... 20
Carter White Lead Co. of Canada, Ltd. 83
Chicago Spring Butt Co., Ltd. 30
Cleveland Stone Co. 28
Clemson Bros., Inc. 29
Crookes & Son, John..... 102
Collette Mfg. Company 25

Coghlin Co., Ltd., B. J..... 100
Consumers' Cordage Co., Ltd.
Front cover
Corning Glass Works..... 16

Dazey Churn Mfg. Co., Ltd... 12
Detroit Torch & Mfg. Co..... 103
Davidson Mfg. Co., Ltd., The. 22
Diamond Saw & Stamp. Wks. 111
Dom. Sheet Metal Corp..... 73
Dominion Oilcloth & Linoleum Company 6-7
Dominion Rubber System..... 32
Dougall Varnish Co., Ltd..... 71
Doon Twines, Ltd. 111
Dowswell Lees & Co., Ltd..... 95

Eddy Co., E. B. 15
Empire Level Mfg. Co..... 102

Fittings, Limited 102
Flexible Shaft Company, Ltd. 8

Gipe-Hazard Store Service.... 100
Guelph Spring & Axle Co..... 111
Goodell-Pratt Company 17
Gutta Percha & Rubber, Ltd.. 105
Gendron Mfg. Co. 104
Glidden Co., The 55
Graham Nail Works. 93
Greenfield Tap & Die Corp... 13
Great Western Smelting & Refining Co. 100

Hamilton Cotton Co. 29
Hamilton Stamp & Stencil Works, Ltd. 111
Hamilton Stove & Heater Co.. 22
Hobbs Mfg. Co..... 75
Hutton & Co., James..... 100
Hoyt Metal Co..... 102

Imperial Oil Limited 107
Imperial Varnish & Color, Ltd. 85
Jardine & Co., A. B..... 31
Jennings Mfg. Co., Russell.... 111
Johnson Inc., Edward E..... 30
Kienread, P. R. 80

K-T Foundry 98
Klein, Mathias & Sons..... 2

Laidlaw Bale & Tie Co..... 104
Lamplough & Co., F. W..... 104
Lane Unique Tool Co., Will B. 109
Leslie & Co., Ltd., A. C..... 37
London Gas Power Co..... 100
London Rolling Mill Co..... 23
Lufkin Rule Co. of Can., Ltd. 112

Macfarlane & Co., A..... 10
McArthur & Co., Alex..... 93
McDougall Co., R. 31
McArthur-Irwin, Ltd...Back cover
Manning, Hinton & Brissenden 111
Martin & Co., L..... 103
Mica Co. of Canada, Ltd..... 103
Miller Bros. Co., Limited..... 99
Mitchell Sales, Ltd., A. J..... 110
Maxwells, Limited 80
Meakins & Sons, Ltd. 87
Moore & Co., Benj..... 59
Moore & Co., R. M..... 111
Morrison Brass Co., James... 27
Myers & Bro., F. E..... 23

National Cash Register Co. of Canada, Limited 4
Nagle & Co., H..... 26
Nicholson File Co. 26
Northland Ski Mfg. Co..... 109
Niagara Metal Stamp. Corp... 28
Nova Scotia Steel & Coal Co. 23
North Star Oil & Refining Co. 80
Norcross & Sons, C. S..... 103

Oakey & Sons, John 102
O-Rib-O Mfg. Co. 80
Ottawa Paint Works, Limited 61
Owen Sound Wire Fence..... 111
Peck, Stow & Wilcox.....
Inside back cover
Parmenter, Bulloch & Co... 97
Pink Co., Thos. 104
Progressive Mfg. Co. 109
Pratt & Lambert, Inc..... 67

Quality Tool Works.....101

Reed & Co., Geo. W..... 97
Russell Jennings Mfg. Co..... 111
Rideau Specialty Co. 111
Rice Lewis & Sons, Ltd..... 1
Rowbotham & Son, T. E..... 97

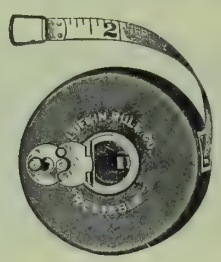
Sands & Sons, J..... 103
St. Marys Wood Specialty Co. 93
Sanderson-Harold Co., Ltd... 103
Sherwin-Williams Co., The... 65
Sheffield Twist Drill & Steel Company 97
Shurly Co., T. F..... 99
Slater Co., Ltd., N..... 5
Simonds Canada Saw Co., Ltd. 81
Schrader Sons, Inc., A..... 108
Smith & Hemenway Co., Inc. 28
Starrett Co., L. S..... 89
Spramotor Company 80
Stephens & Co., G. F..... 77
Stevens & Company..... 110
Still Mfg. Co., J. H..... 31
Stratford Brass Co., Limited 102
Sterling Twine Co..... 103
Stratford Mfg. Co. 102

Tanglefoot Paper Co..... 111
Taylor-Forbes Co., Ltd..... 23
Toronto Plate Glass Imp. Co. 75
Toronto Lock Mfg. Co..... 81
Trees & Co., Samuel..... 27
Trimont Mfg. Co. 99

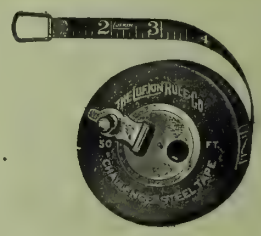
Union Transit Co. 101
Union Iron & Metal Co..... 99

Vol-Peek Mfg. Co. 18
Vaughan & Bushnell Mfg. Co. 30

Want Ad. Page 102
Warren Tool & Forge Co., Ltd. 34
Wentworth Mfg. Co..... 26
Western Hdwe. Mfg. Co..... 101
Woods & Co., Walter..... 81
Wrought Washer Mfg. Co.... 101
Wilckes-Martin-Wilckes Co.... 111
Williams & Co., Ltd., J. H... 14
Wiebusch & Hilger, Ltd..... 24
Wilkinson & Kompass..... 99
Wright & Co., E. T..... 20



LUFKIN

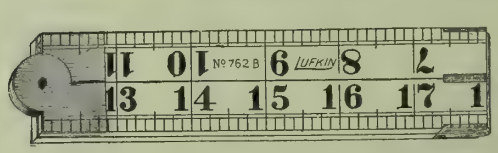


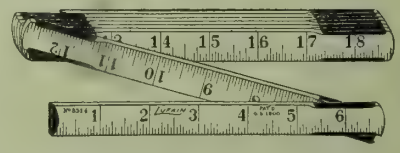
Tapes and Rules

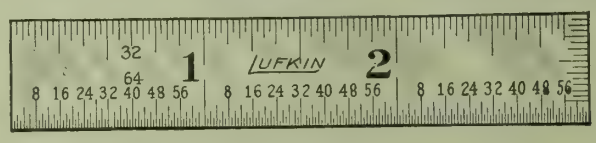
MADE IN CANADA

RELIABLE PROGRESSIVE LINES

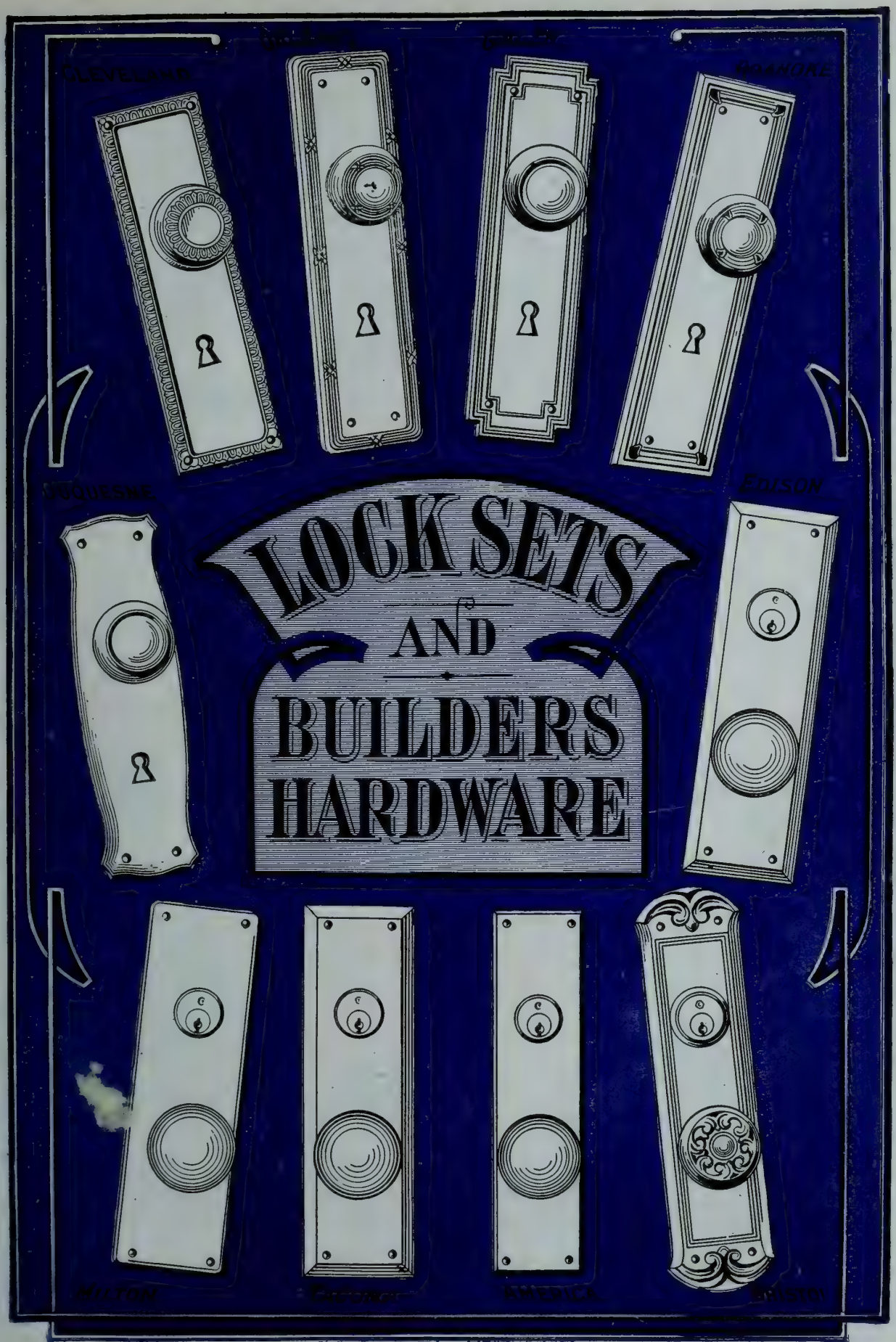
RECOGNIZED STANDARD—SELL WELL







THE LUFKIN RULE CO. OF CANADA, LTD.
WINDSOR, ONT.



THE PECK, STOW & WILCOX CO.

CLEVELAND, OHIO, U.S.A.


CROWN DIAMOND
WHITE
LEAD
CROWN DIAMOND
WHITE LEAD
OF UNIFORM GRADE AND HIGHEST QUALITY
Manufactured by
McARTHUR IRWIN, LIMITED
ESTABLISHED 1842 MONTREAL
"Save the surface and you save all" Paint & Varnish

PUBLISHED EVERY SATURDAY SINCE 1888

Hardware and Metal

Vol. XXXIII No. 15 THE MACLEAN PUBLISHING COMPANY, LIMITED APRIL 9, 1921
PUBLICATION OFFICE: TORONTO, CANADA



Ruberoid Roofing brings Business to You

The co-operation extended by The Standard Paint Company of Canada, Ltd., assures Ruberoid Dealers the maximum of business with a minimum of expenditure of sales effort. Ruberoid Advertising in the leading magazines, farm publications and newspapers, linked with local newspaper advertising featuring the dealers' names, brings many unsolicited sales.

With Ruberoid Roofing in your store your roofing business will grow. Your customers know Ruberoid Roofing—know that it has stood the test of time on hundreds of roofs for nearly thirty years. And they have great confidence in the policy of The Standard Paint Company of Canada, Ltd., to produce, in Ruberoid, the best prepared roofing that can be made.

Write *to-day* for information regarding the Ruberoid Merchandising Plan which protects the dealer by eliminating competition.

THE STANDARD PAINT COMPANY
OF CANADA, LIMITED
52 Victoria Square, Montreal, Que.
Winnipeg Toronto Vancouver Highlands

O-Cedar Polish

—*from every angle,* A PROFIT-MAKER FOR YOU

THE high esteem in which O-Cedar Products are held by merchants, is, of course, due chiefly to the profit-possibilities of the goods. These profit-possibilities are in evidence every way you consider the line!

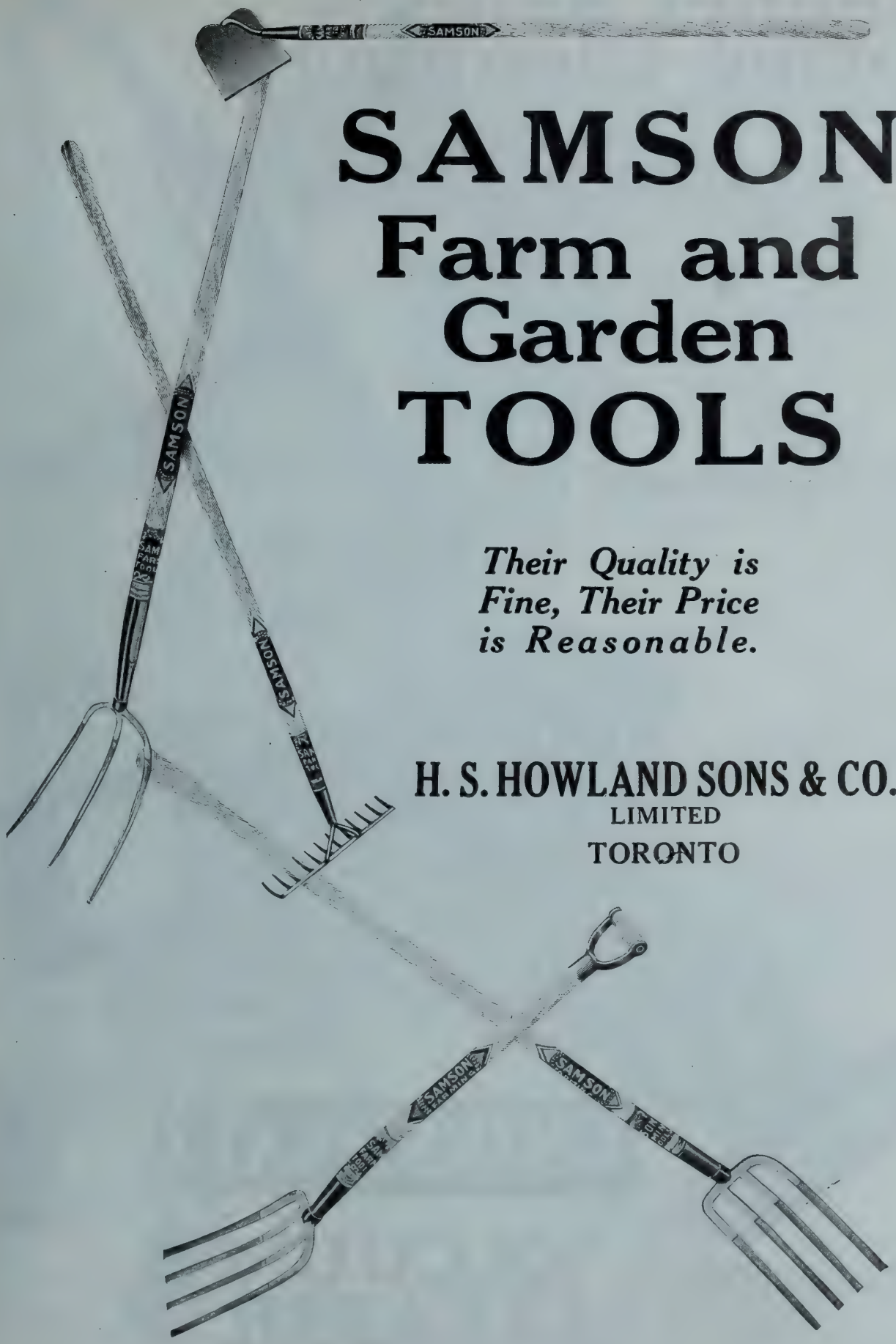
First, from the angle of "profit per sale."

Second, from the viewpoint of "frequent turnover."

Third, from the consideration of "customers' satisfaction."

And last, but not least, for the reason that the price of O-Cedar Products is well-maintained. Merchants easily get the full price for O-Cedar Polish and the O-Cedar Polish Mop—thus making sure of the full profit they are intended to have on every O-Cedar Sale.

CHANNELL LIMITED, TORONTO



SAMSON
Farm and Garden TOOLS

Their Quality is Fine, Their Price is Reasonable.

H. S. HOWLAND SONS & CO.
LIMITED
TORONTO

If interested tear out this page and place with letters to be answered.

Cleaner Sales for Spring Cleaning

SOME women will never see the day that they are not blind to their best interests. Many will approach spring housecleaning with all the joy of a kid taking a dose of sulphur and molasses. Others will use the "Universal" Cleaner and benefit accordingly.

IT'S an ill-wind that blows no dust from some woman's eyes. Now is the time to clear the housewife's vision to the wisdom of using the "Universal" Cleaner. Show her the easy way out of the dusty past into the dustless future.

THE popularity of the "Universal" greatens with its good work. Its quality and price are conspicuously right. The "Universal" guarantee is all-inclusive. It protects the dealer against every form of trouble—insures the buyer every kind of satisfaction.

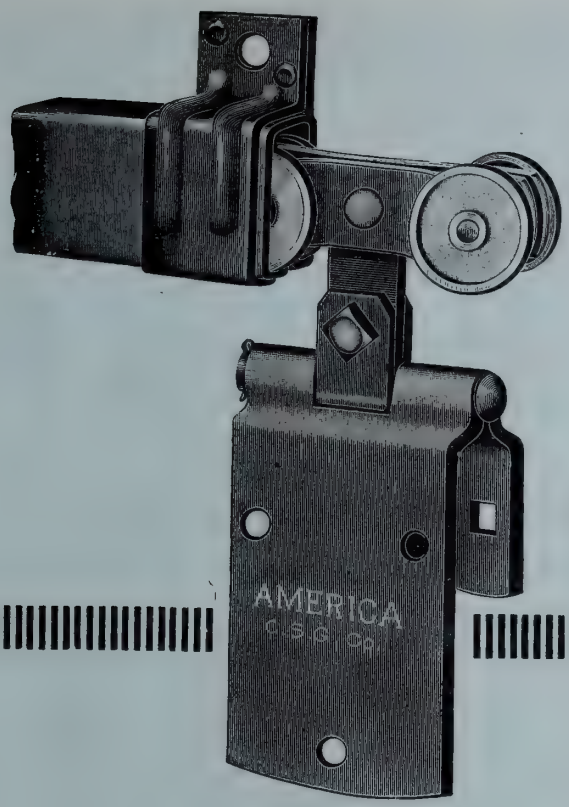
LANDERS, FRARY & CLARK
NEW BRITAIN
Conn.



Get Your Copy of "Ad Aids"

Procrastination is the thief of time and the plunder is never recovered. Get "Ad Aids" NOW! It shows the advertising material that you'll get FREE and tells how to use it.

If interested tear out this page and place with letters to be answered.



"America" Trolley Hanger

Largest Hanger Sales in the Dominion

The America is easily the most popular for warehouse, factory, garage and barn doors. America operates in the Hatch Trolley Track—the only track supported by the famous corrugated track brackets. Much stronger and better than the plain track brackets.

The America moves smoothly on tandem trucks and hardened roller bearings. Apron 6 in. long, 3¼ in. wide. This efficient hanger appeals to customers because of the simple adjustments, anti-friction, forged steel yokes, and ability to stand hard usage.

With each pair of Hangers are included two End Caps, Bolts for Hangers and Lag Screws for Brackets.

Packed one pair in a box complete with Screws and Bolts.

Weight per dozen pairs, without Brackets, 95 pounds.

Canada Steel Goods Co., Limited

Hamilton, Canada

If interested tear out this page and place with letters to be answered.

When a Man Trusts His Life to a Rope

He pays it about the biggest compliment it is possible for a man to pay.

There are more men trusting their lives to Plymouth Rope every day than to all other ropes made. For those who go down into the sea to save life or salvage wrecks, or hang suspended in mid-air while they work upon sky-scrapers or church steeples know that "Plymouth Rope is the Rope they can Trust." Others have been trusting it for nearly a century.

You can trust Plymouth Rope to build up your rope sales by giving customers a little more of strength and wear than they expect.

5-33

Plymouth Cordage Company
NORTH PLYMOUTH, MASS. WELLAND, CAN.

Independent Cordage Co., Limited
TORONTO, CANADA CANADIAN SALES AGENTS

PLYMOUTH ROPE

If interested tear out this page and place with letters to be answered.

Is This from Your Town?

Brown & Sharpe Mfg. Co.,
Providence, R. I.

Gentlemen:—

Please send me at your earliest convenience, your latest catalog of small tools—such as vernier, micrometers, rules etc.

I [illegible] to use it.

It means an interested prospect

about to purchase tools. It will be an easy sale because he knows Brown & Sharpe tools by reputation if not from experience.

Thousands of catalogs are sent out in response to requests like the above.

Many of them reach *your* town.

An all-year source of profit if you carry

BROWN & SHARPE
MACHINISTS' TOOLS

Send to-day for Catalog 28

WE PROTECT THE DEALER

BROWN & SHARPE MFG. CO.
Providence R. I. U. S. A.

If interested tear out this page and place with letters to be answered.

"JEWEL PIPELESS" FURNACES

The Finest One-Register Furnace on the Market

Right now we can see that the introduction of this furnace is going to make the year 1921 the banner year for our dealers, breaking all past sales records. This is only natural, because "Jewel Furnaces" have always been producers of large sales for our dealers, and the "Jewel Pipeless" contains the same high qualities that have made the name "Jewel" famous from coast to coast.

Your customers, when buying a heating apparatus, want mainly real Quality Heaters that will give good service for many years.

When you sell them a "Jewel" you sell them what they want.

All materials entering into the manufacture of "Jewel" Furnaces are highest grade and they are erected by skilled mechanics under the supervision of experts, which ensure the dealer and user entire satisfaction.



Safeguard your reputation as a furnace installer by selling your customer a "Jewel Pipeless," a furnace that is built on knowledge derived from experience.

Take another look at the illustration and ask yourself if the "Jewel Pipeless" is not the most durable, efficiently constructed, and neatest appearing furnace you have yet seen.

No other line offers you, Mr. Dealer, so great an opportunity to give to your customers the best that their money will buy.

Secure the Agency for Your Territory Now.

Manufactured by

The Burrow, Stewart & Milne Co., Limited

Hamilton, Ontario

Branches : TORONTO WINNIPEG MONTREAL

If interested tear out this page and place with letters to be answered.



"I call it the Trouble-Proof Washer because it has the Trouble-Proof Motor"

When The Sale Turns Salesman

When your washer sales increase *without* increased selling effort, it is very evident you are handling the right washer —the washer with the—

Westinghouse Trouble-Proof Motor

Freedom from trouble always identifies Westinghouse Motor-Driven Washers, and accounts for the growing dealer confidence in all Westinghouse Motor-Driven Household Appliances.

Give us the opportunity to describe the trouble-proof features of the Westinghouse Trouble-Proof Motor—they are convincing selling arguments.

Canadian Westinghouse Co., Ltd., Hamilton, Ontario

TORONTO, Bank of Hamilton Bldg.
HALIFAX, 105 Hollis Street
CALGARY, Canada Life Bldg.
MONTREAL, 285 Beaver Hall Hill
FT. WILLIAM, Cuthbertson Block
VANCOUVER, Bank of Ottawa Bldg.
OTTAWA, Ahearn & Soper, Ltd.
WINNIPEG, 158 Portage Ave. E.
EDMONTON, 211 McLeod Bldg.

Repair Shops:

Montreal, 10 St. Sophie Lane; Toronto, 366 Adelaide W.; Winnipeg, 158 Portage Ave. E.; Calgary, 316 3rd Ave. E.; Vancouver, 1090 Mainland Street

Westinghouse

If interested tear out this page and place with letters to be answered.

March Sales EXCEEDED OUR EXPECTATIONS

In spite of the fact that some fence manufacturers have eliminated the dealer and are selling direct to the farmer, our sales to dealers during March went over the top by a big margin. This proves that the farmer still prefers to purchase from his local dealer, where he can see the fence before he buys, and get the dealer's guarantee that it will give years of service under ALL climatic conditions.

The average farmer naturally wants to buy his fence as cheaply as possible, but his first consideration is QUALITY.

You can meet this requirement by selling him Peerless Fence, which is heavily galvanized to prevent rust—our guarantee goes with every roll.

If you are not handling fence you should be, and this is the season for making big sales. Peerless Dealers are backed up with advertising in farm papers, direct mailing folders, and many other forms of publicity. We have an attractive agency proposition to offer. Our new Spring Catalogue is just off the press. It fully describes and illustrates all styles of Peerless Fence, Gates and Steel Posts—write for your copy to-day.

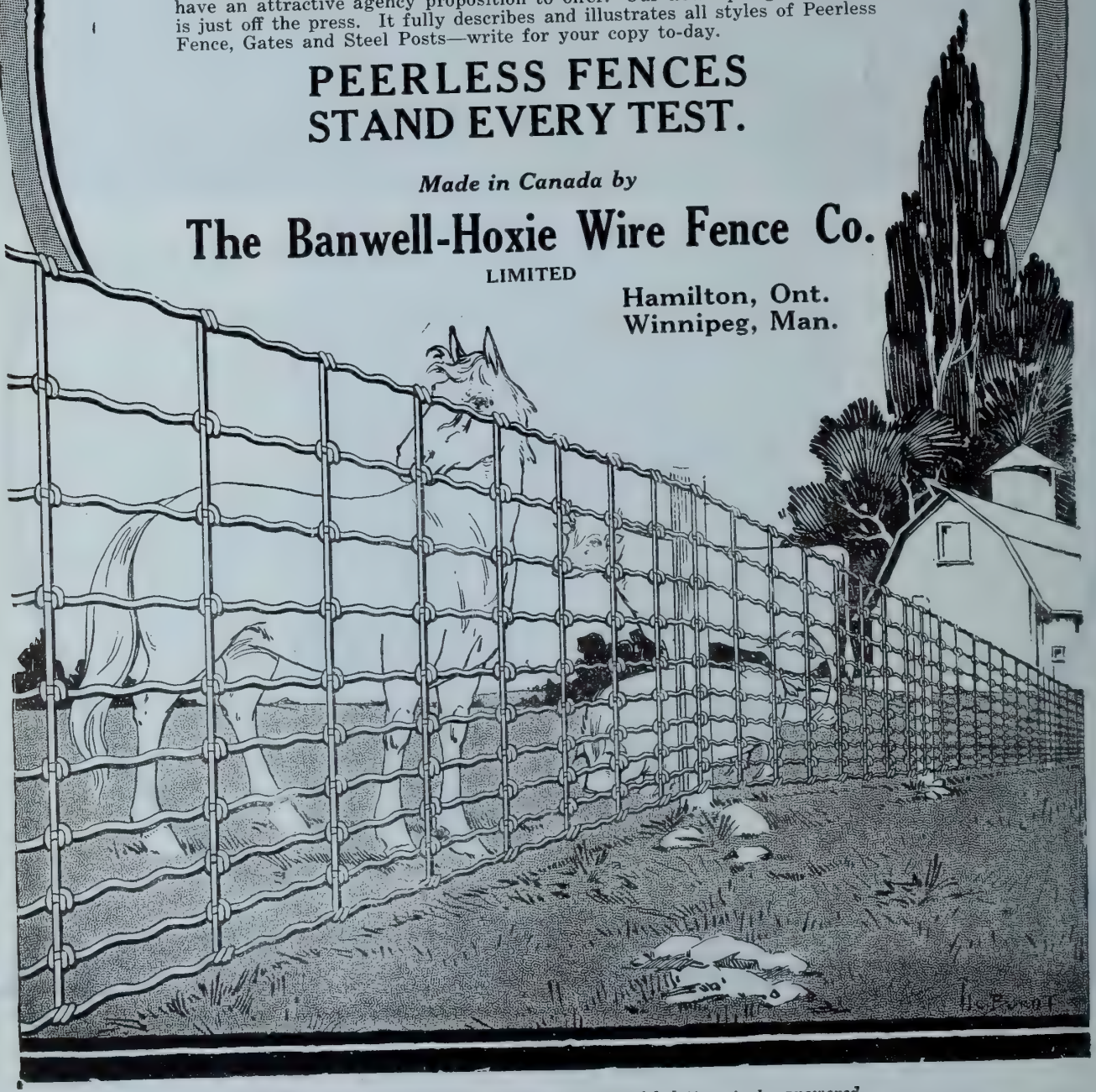
PEERLESS FENCES STAND EVERY TEST.

Made in Canada by

The Banwell-Hoxie Wire Fence Co.

LIMITED

Hamilton, Ont.
Winnipeg, Man.



If interested tear out this page and place with letters to be answered.



Striking a New Note in Spark Plug Service

When a motorist purchases Champion Spark Plugs he is entitled to real spark plug service.

Various types of engines require various types of spark plugs.

With the Champion Merchandiser, which carries a complete stock of Champions, the Champion dealer is instantly able to determine the proper Champion Spark Plug for every type of engine, and therefore give his customer superior spark plug service.

Free Offer To Dealers

We will send you, free of cost, one of these handsome Merchandisers with a shipment of any one of three different assortments of Champion Spark Plugs. You can take this up with your jobber or write us direct for full details.

New Champion Prices

The prices of all Champion Spark Plugs have been reduced, as follows:—

Champion "X" (Ford)	Now	85c
Champion Regular Plugs	"	95c
Champion Heavy Stone	"	$1.10

Champion Spark Plug Co. of Canada, Limited

Windsor **Ontario**

Champion

Dependable Spark Plugs

If interested tear out this page and place with letters to be answered.

Are You on Our Black List?

IF NOT—WHY?

Our list contains the names of the Principal Manufacturers and Dealers in Paints, Varnishes and Colors in America, Great Britain, her Colonies, and Dependencies who buy exclusively the Blacks made by

THE L. MARTIN CO.

This Seal on Every Package







1849 - 1921

Is Your Guarantee

WHY BUY THE "NEAR BRAND" WHEN THE BEST IS PROCURABLE?

Originators of the Famous Old Standard, Eagle, Pyramid and Globe Germantown Lamp Blacks—so named after our first factory in Germantown, Philadelphia.

Seventy-two Years' Experience has taught us Some Things about the Black Business which may interest you.

Seventy-two Years' Reputation behind each Package will help Your sales.

Grinding Blacks that are unmatchable in Strength, Color and Delicacy of Tone will solve your Black Problem.

SEND US YOUR TRIAL ORDER—THEN

YOU WILL REMAIN ON OUR BLACK LIST

THE L. MARTIN CO.

Works: Philadelphia, Pa.
Johnsonburg, Pa.

Office: 81 Fulton Street, New York

London, England

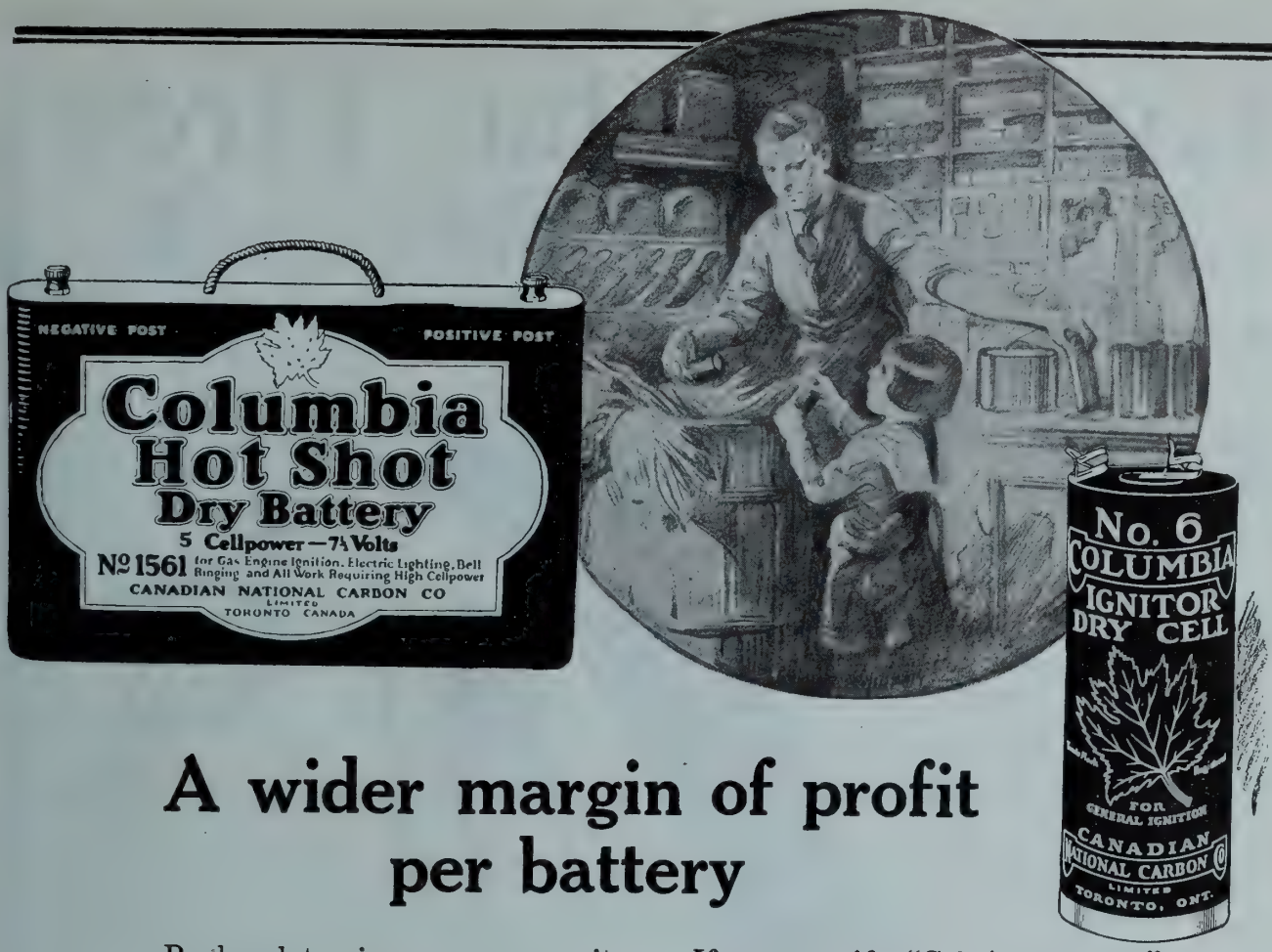
CANADIAN SALES AGENTS:

MONTREAL
James A. Taylor
22 St. Francis Xavier St.

TORONTO
James Hayward
23 Scott Street

WINNIPEG, MAN.
P. A. C. McIntyre
1206 McArthur Bldg.

If interested tear out this page and place with letters to be answered.



A wider margin of profit per battery

Broken lot prices are a necessity for broken lot shipments. Dealers are therefore securing a wider margin of profit by ordering Columbia Dry Batteries on the full-barrel assortment plan.

When you say "C-1 Assortment" we ship you

50 No. 6 Ignitors
6 No. 1461 Hot Shots
3 No. 1561 Hot Shots
2 No. 1562 Hot Shots

If you specify "C-2 Assortment" you will receive

50 No. 6 Ignitors
12 No. 1461 Hot Shots

Your order for "C-3 Assortment" will bring you

50 No. 6 Ignitors
6 No. 1562 Hot Shots
4 No. 1561 Hot Shots

Made in Canada

CANADIAN NATIONAL CARBON CO., LIMITED
Toronto and Winnipeg

Fahnestock Spring Clip Binding Posts on Columbia Cell No. 6 without extra charge.

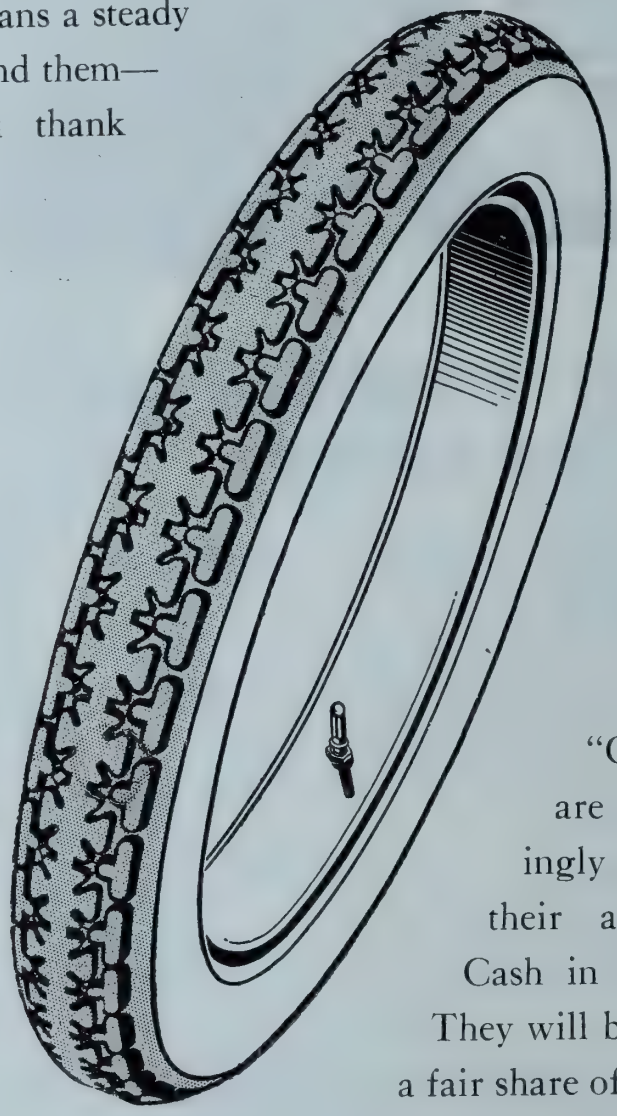
Columbia Dry Batteries
—they last longer

1192143

If interested tear out this page and place with letters to be answered.

"Gutta Percha" Tires
CORD—FABRIC

Here is a tire, Mr. Dealer, which will move quickly and at good profit to you, for every sale means a steady customer. Recommend them—your customers will thank you.



"Gutta Percha" Tires are becoming increasingly popular because of their astonishing service. Cash in on this popularity. They will bring you more than a fair share of the tire business.

"Go as far as you like on 'Gutta Percha' Tires"

Gutta Percha & Rubber, Limited

HEAD OFFICES AND FACTORY: TORONTO

BRANCHES: Halifax, Montreal, Ottawa, Fort William, Winnipeg, Regina, Saskatoon, Calgary, Edmonton, Lethbridge, Vancouver, Victoria.

If interested tear out this page and place with letters to be answered.



Stewart No. 9
Ball Bearing Shearing Machine

Retail Price

Eastern Canada, $22
Western Canada, $23

There is Good Business

Order now and get the early sales

STEWART No. 9

Ball Bearing Shearing Machine

Point out to your customers that getting 15% more wool quickly pays for the machine, even if they have but small flocks.

Stewart Machines attractively displayed in your window bring business to your store. Farmers to-day see no need for swollen wrists or hands, caused by hand blade shearing, when a Stewart Machine removes the wool in less time, with less labor, in better condition to bring top market prices.



The Stewart No. 1 Clipping Machine is another quick selling member of the Stewart family. Has no equal for clipping horses, cows and mules. Tell your customers that a clipped horse dries quicker, rests better, and works more.

Our advertising campaign in Canada's leading farm journals, backed by your window display, will bring you a profitable selling season.

Your jobber has Stewart Machines; better order them now, display them well and get the early sales of the spring season.

Made in Canada

Flexible Shaft Company

Limited

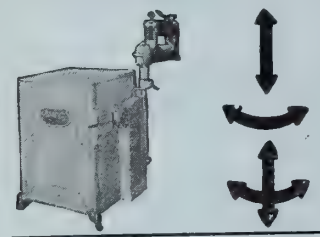
349 Carlaw Avenue
Toronto, Canada

If interested tear out this page and place with letters to be answered.

A B C

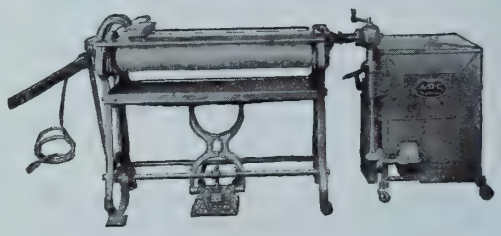
The One Complete Line of Home Laundry Equipment

Built by the big and successful firm of Altorfer Bros. Company, pioneers in the industry; extensively advertised for years; distributed by leading wholesale distributors, near to you, who allot exclusive dealerships; in the A B C *complete line*, as a dealer you are offered the opportunity to combine shipments of assorted washers and ironers, reducing freight costs—you have but one famous name, "A B C," to stress and to advertise—and you enjoy exceptionally liberal discounts, together with unusually broad and willing selling and advertising assistance. Write for full particulars concerning any or all of the A B C products described below.



ABC *Super-Electric Washer*

Combined cylinder—vacuum—oscillating type washer. All the advantages of other washers in one for the price of one. Copper or galvanized tubs. Also equipped for power drive.



ABC *Electric Laundress*

Washes—Wrings—Irons—with a single motor

The *only* complete home laundry unit. Detachable wringer. Ironer shaft attaches to wringer post. Saves cost of extra motor.

The "Iron All" attachment superbly irons the difficult operations—ruffles, collars, cuffs, children's dresses, etc.



ABC *Electric Ironer*

Foot pedals apply and release ironing pressure. 45-inch roll and shoe. One-piece steel ironing roll; 8-inch diameter, 7-inch non-warping ironing shoe. Result: faster, uniform work. Shoe drops back 4 inches. Enclosed parts. Independently motored —or furnished to operate off any A B C washer.



ABC "*Alco*" *Washer*

Dolly type. Underneath drive. Single or twin tub. Over-size motor. Machine-cut gears insure absolutely quietness of operation. Also furnished for power drive off gasoline engine.

A FULL LINE UNDER ONE FAMOUS, NATIONALLY KNOWN NAME—*Investigate!*

ALTORFER BROS. COMPANY, *Pioneer Makers of Power Washers and Ironers*

C. D. HENDERSON, Canadian Representative, Box No. 123, Brantford, Ontario

WHOLESALE DISTRIBUTORS:

Maritime Provinces
Blackadar & Stevens,
Roy Building, Halifax, N.S.

Quebec
Dawson & Co., Ltd.,
148 McGill St., Montreal.

Ontario
The Central Electric Supply Co., Ltd.,
36 Adelaide St. West., Toronto.

Alberta
Cunningham Electric Co., Ltd.,
Calgary.

Saskatchewan
Sun Electrical Supply, Ltd.,
Regina.

British Columbia
Rankin & Cherrell,
Vancouver.

If interested tear out this page and place with letters to be answered.

"FROM THE TREE TO THE TRADE"

A Weekly Story of E. B. Eddy Products



Story for Week Dated April 9th, 1921 | Hull in 1851 | Being No. 52 in the Series



Mysterious River Chasm at Hull Where President Nearly Drowned

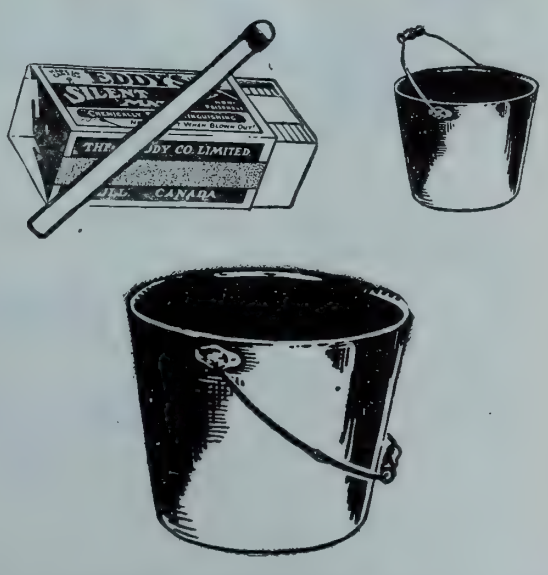
THIS picture, taken in the very heart of the E. B. Eddy Company's great plant at Hull, shows the mysterious, bubbling, swirling pool below the power house, which has for many a long year been known as "The Devil's Hole." The water of the river comes thundering into this great chasm in fuming volumes. How it gets out again is an unsolved mystery. No one has even discovered the outlet. Logs, planks and rubbish from the mills have vanished in this dark, swirling pool, and never have any of them been traced again. There is a story that a horse and wagon went over the edge into "Devil's Hole" and completely disappeared. One man, however, has had the terrible experience of falling into the "Devil's Hole" and lives to tell the tale. That man was George Millen, who is to-day President of the Company. Forty-six years ago this summer, Mr. Millen was carried into the dark, dangerous pool by the bursting of a flume. He went under heavily clad in his big boots and stout clothes. To this hour he remembers how the bubbles passed endlessly before his darkening eyes as he felt himself being sucked down by the relentless current. But he grabbed at a plank, and by a miracle of Heaven it held him till help could be rushed to him. Had he perished that day E. B. Eddy would have lost his right-hand man, and the great plant might never have grown to what it is to-day, for George Millen's inventive skill is behind many of its most profitable marvels of machinery.



Eddy's
Indurated Fibreware
Washtubs *and* Washboards



Eddy's Matches and Indurated Fibreware

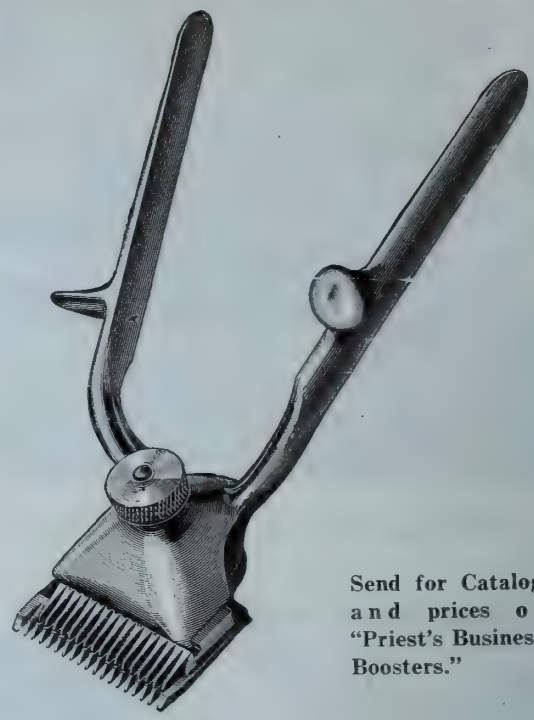


If interested tear out this page and place with letters to be answered.

Compare them!

The superiority of Priest's Clippers can best be proven by comparison with clippers of any price.

PRIEST'S CLIPPERS



The careful grinding and tempering of the cutting plates give a superior cutting quality. This and their durability have been acknowledged for the past half century. They are heavily copper-plated and polished before nickeling. **All parts are interchangeable.**

Send for Catalog and prices of "Priest's Business Boosters."

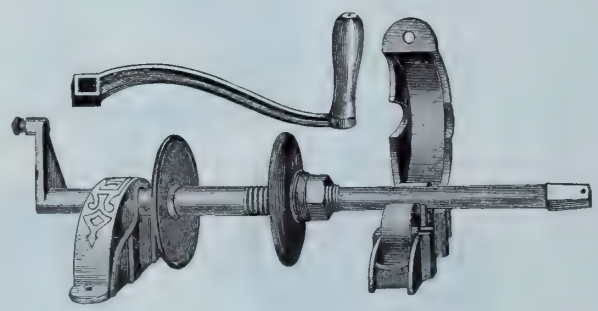
Wiebusch & Hilger, Limited

106-110 Lafayette Street, New York

Canadian Selling Agent:

James Gerard Kerr, 411 St. Nicholas Building, Montreal 21-8T

Grindstone Fixtures



Ball-bearing Grindstone, incased coppered rollers, size 12 inches, japanned, packed in boxes half-dozen sets. Write for prices.

See our Hardware Catalogue for Complete Lines

TAYLOR-FORBES COMPANY LIMITED

Head Office & Works

GUELPH

WINNIPEG REGINA CALGARY — TORONTO MONTREAL VANCOUVER Hamilton, London, Windsor, Ottawa — QUEBEC ST JOHN HALIFAX

If interested tear out this page and place with letters to be answered.



Building operations will start exceptionally early this year—builders and contractors will be demanding immediate deliveries of building materials. Buy carefully but carry ample stocks to fill your orders promptly.

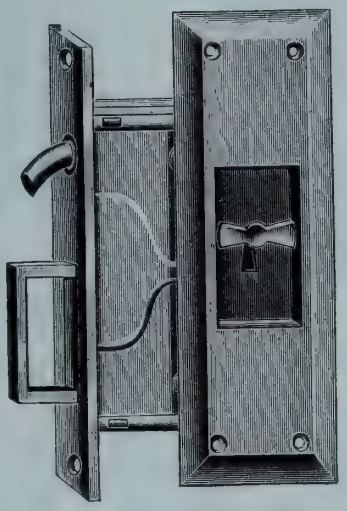
Our stocks are large and well assorted, and, by securing your supplies from us, you are sure of getting deliveries when promised.

We illustrate here three pieces of

HEAVY BEVEL DESIGN

This design is stocked in real Bronze and Brass (natural finish), also plated on steel in Old Copper and Dull Brass finishes.

LOCKS, LETTER BOX PLATES
PUSH and PULL PLATES
SASH LIFTS, DOOR BELLS





We also have complete stocks of other attractive designs you will need.

Builders Will Also Want

WALLBOARD, BUILDING PAPERS, BUTTS, READY ROOFING, MORTAR HOES, HINGES, and numerous other articles essential to new buildings and for jobbing work.

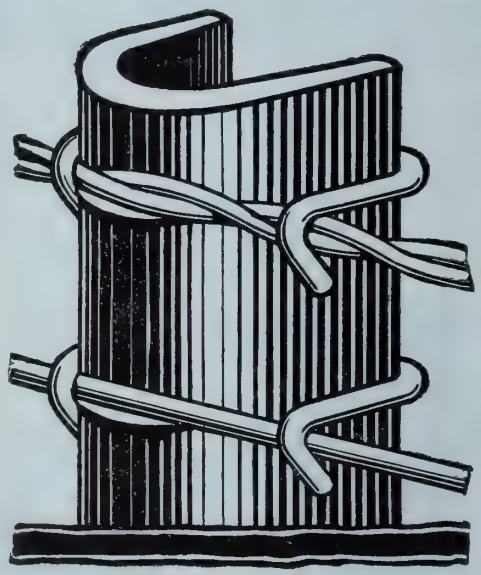
Watch for Our Traveller

CAVERHILL, LEARMONT & CO.

MONTREAL, QUE.

If interested tear out this page and place with letters to be answered.

Selling "BURLINGTON" Steel Fence Posts *is* *Selling Satisfaction*



When you sell "Burlington" Steel Fence Posts you sell two things—a real good fence post and satisfaction.

Your customers are certain to appreciate the long life, sturdy fences and ease of installation that they get with Burlington Steel Fence Posts.

They are certain to appreciate that there are no back-breaking post holes to dig, no setting nor filling in.

These "Burlington" features mean time and money saved to your customers and good will for you.

That's why it pays to sell Burlington Steel Fence Posts.

Let us send you full details.

Burlington Products, Ltd.

305 Sherman Avenue North

HAMILTON, CANADA

Willow Clothes Baskets

3 Popular Sizes

ORDER NOW

Walter Woods & Co.

Hamilton and Winnipeg

UNIMECO WROUGHT WASHERS

MADE IN CANADA

Prompt Shipments

of this wide and useful range of wrought washers of every variety —in round and square, plain or galvanized.

Annealed Rivet Burrs of the same high degree of excellence can also be supplied.

"Unimeco" are the better kind with an unusual finish. They are profitable to handle. Write today for prices and information. It will pay you.

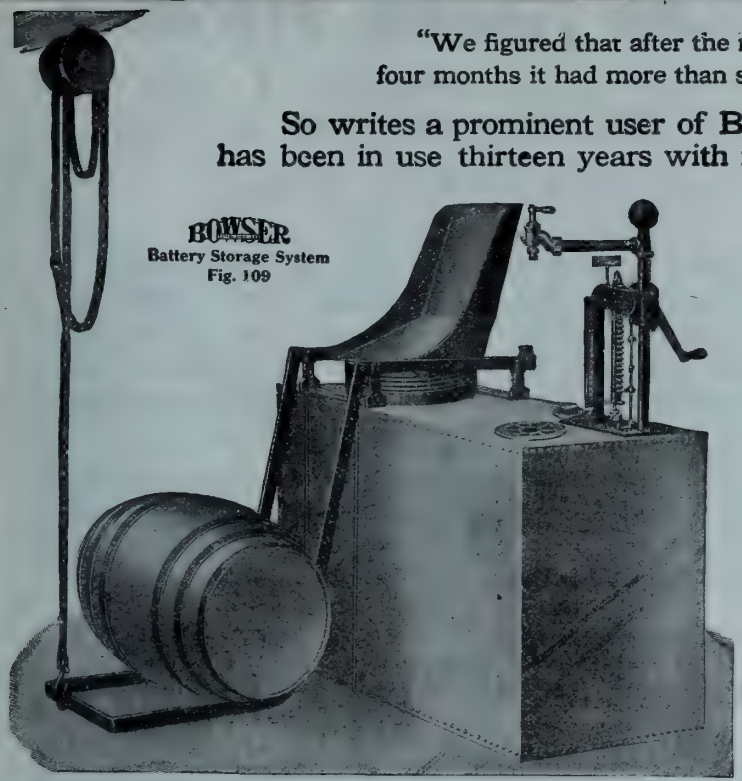
THE UNION IRON & METAL CO.
LIMITED
1951 DUNDAS ST. W.
TORONTO CANADA

If interested tear out this page and place with letters to be answered.

Why Don't You Save Too!

"We figured that after the installation had been in three or four months it had more than saved its entire cost."

So writes a prominent user of Bowser Oil Storage. Their equipment has been in use thirteen years with no operating troubles or upkeep cost.



If you are not using Bowser Storage Systems for your oils you are losing money every day.

BOWSER ESTABLISHED 1885

Systems Do Save

You can save the Bowser Way. Our literature shows how. Write for it at once.

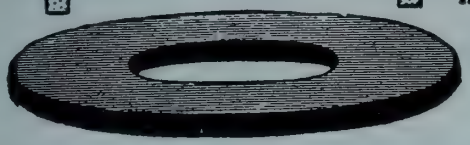
S. F. BOWSER COMPANY, Limited
66-68 Fraser Ave., TORONTO
Sales Offices In All Centres Representatives Everywhere

LONDON
32 Victoria St. S.W. 1
HAVANA
Lonja del Comercio 427
PARIS
5 Rue Denis-Poisson
SYDNEY
6 Castlereagh Street

Wrought and Steel Plate WASHERS OF ALL DESCRIPTIONS

ROUND AND SQUARE

PLAIN OR GALVANIZED



Annealed Rivet Burrs; Felloe Plates; Sheared and Punched Plates; Malleable Washers and Cast Iron Washers.

PROMPT SHIPMENTS

We Guarantee Quality and Service.

Wrought Washer Mfg. Co.
Milwaukee, Wis.



Fig. 117

"McDougall" Well Pumps

A Standard in Every Community

This represents one of our best features in Well Pumps. The cog gear head is a distinct advantage over pump heads where links and friction guides are a necessity.

A minimum amount of labour for producing maximum results is a distinct selling advantage.

Manufactured by

The R. McDougall Co., Ltd.
Galt, Canada

If interested tear out this page and place with letters to be answered.



Supreme Among Washers

"1900" Complete Line the Profitable Line to Handle

Built of the highest quality material, the "1900 Water Power" is as sturdy and durable a machine as can be made. Guaranteed not to tear clothes, break buttons or fray the edges of the most delicate fabric.

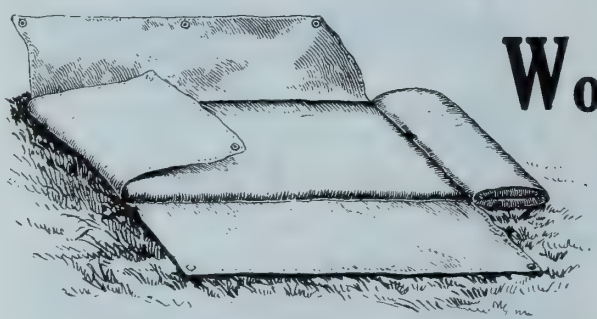
This machine is exceptionally popular in towns and cities — it starts and stops by the simple turning of the water faucet.

THE "1900" dealer has not only the satisfaction of representing the leading Washer in the field—he has a type of machine to offer every class of customer —the "1900 Cataract Electric"; the "1900 Wood Tub Electric"; the "1900 Water Power," as well as two types of hand machines.

Visit our factory and see the care we take to make our machines high-grade in every particular. You will be convinced by such a visit that the "1900" line is the one that will bring prestige and profit to your store.

Nineteen Hundred Washer Company

357 Yonge Street, TORONTO

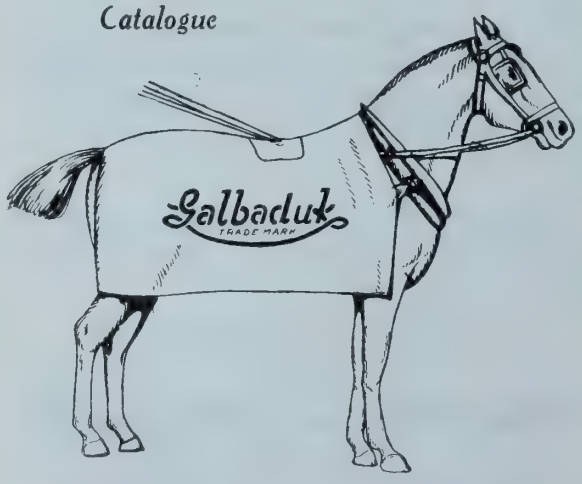


Woods Sleeping Tarpaulins

Make Profitable Sales

Carefully made of waterproof duck, this comfortable sleeping tarpaulin is suitable for camping parties of almost any description. Durable and efficient, this tarpaulin gives a service that satisfies, and brings the dealer new and many friends. The Woods Sleeping Tarpaulin can be used as a roll-up, bedsheet or sleeping kit. Absolutely watertight and easily packed with the aid of a tump-line. Blankets are kept perfectly dry and the pocket-forming pillow is a most handy receptacle for holding changes of underwear and other necessities of camp life.

Write for Catalogue



Galbaduk Storm Covers

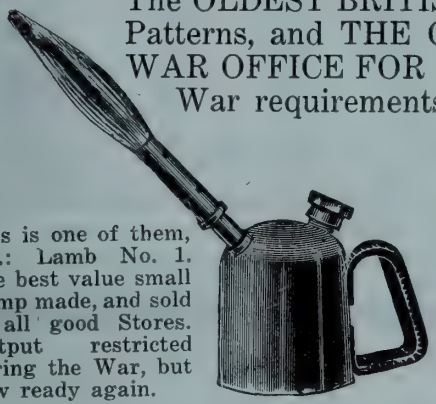
Storm Covers for horses are all-year necessities, therefore all-year sales-makers. These dependable covers are made of Galbaduk, a water- and mildew-proof product of our own factories. Strong and well made, they give their owners years of service. We also make Tents, Flags, Tarpaulins, Mackinaw Clothing and Jute and Cotton Bags, Camp Furniture, etc.

Woods Manufacturing Co.

OTTAWA, CANADA

If interested tear out this page and place with letters to be answered.

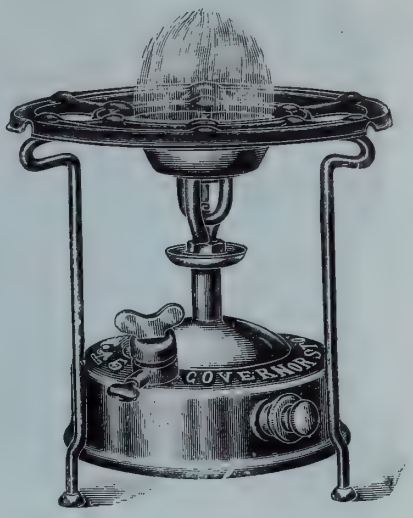
"GOVERNOR"
BLOW LAMPS and STOVES



This is one of them, viz.: Lamb No. 1. The best value small Lamp made, and sold by all good Stores. Output restricted during the War, but now ready again.

The OLDEST BRITISH BRAND of Continental Patterns, and THE ONE ADOPTED BY THE WAR OFFICE FOR OTHERS TO COPY when War requirements exceeded our output.

The MOST COMPLETE VARIETY of Patterns and Sizes for Plumbers, Painters, Shipyards, Engine-starting.



We are now supplying the **"GOVERNOR" STOVE,** Silent or Roarer Burner, every part interchangeable with the original Swedish.

Prices obtainable through Jobbers, or our Representatives:
Wm. Drysdale, Coristine, Montreal.
N. Jessiman, 505 Hastings Buildings, West Vancouver.

JOHN SHAW & SONS (Wolverhampton) LTD., WOLVERHAMPTON, Eng.

(10)



WE are operating a large separate plant working full time on ornamental Iron Work.

Iron Stairs, Grilles, Bank Cages, Fire-escapes, Railings, etc., can be supplied upon shortest notice.

Our expert designers are ready at all times to submit original designs to fit individual cases.

We Also Make

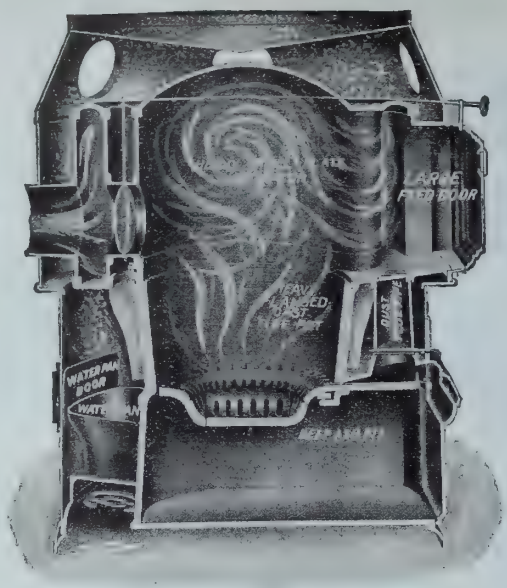
Steel Lockers, Steel Cabinets, Steel Shelving, Steel Lavatory Compartments, etc.
Commercial Wirework of all kinds.
General Builders' Ironwork.

Write for Folders.

THE DENNIS WIRE AND IRON WORKS CO. LIMITED
LONDON
CANADA.

Halifax	Montreal	Ottawa	Toronto
Hamilton	Winnipeg	Calgary	Vancouver

If interested tear out this page and place with letters to be answered.



THE NEW IDEA WARM AIR FURNACE

Fully Guaranteed — Burns Coal or Wood

This Furnace is made with a one-piece, heavy flanged cast Fire Pot, which is guaranteed for five years, and ball-bearing duplex Grate. Will give more heat, with less Coal, than any other make of Furnace. You will have no difficulty selling The New Idea, as it has been giving *more* than satisfactory service for seventy-five years.

If you are interested in handling this Furnace in your town, write us at once for our attractive agency proposition

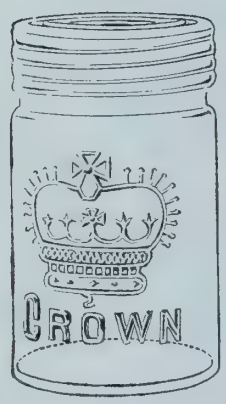
THE HAMILTON STOVE & HEATER CO., LIMITED
SUCCESSORS TO
GURNEY, TILDEN & CO., LIMITED, HAMILTON, ONT.
VANCOUVER. WINNIPEG. MONTREAL.

"SEVENTY-FIVE YEARS OF SUCCESSFUL MANUFACTURING"

Montreal Representative: Mr. Charles Nicoll, 614 Aylmer St., Montreal
Vancouver: 1073 Hamilton St., Vancouver, B.C. Winnipeg: 134½ Higgins Ave., Winnipeg, Man.

NOW IS THE TIME TO ORDER
FRUIT JARS

The Reduced Cost of Sugar Will Stimulate the Demand



GUARANTEED FRUIT JARS



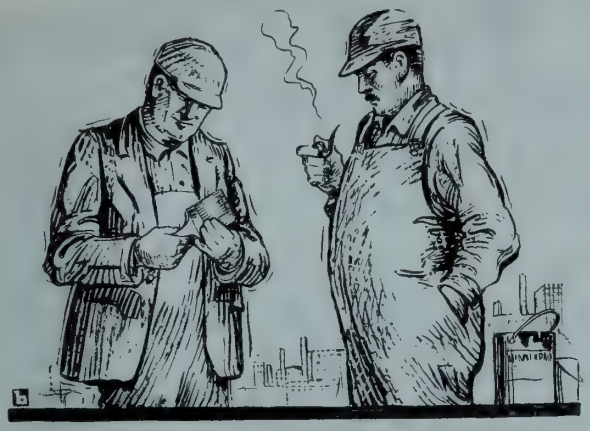
ORDER THROUGH YOUR JOBBER



BUY WHILE THE JAR ASSORTMENT IS COMPLETE

DOMINION GLASS COMPANY, LIMITED
MANUFACTURERS

If interested tear out this page and place with letters to be answered.



"It's a good brush—

Where did you get it? at Jones Hardware Store?"

"No, don't go there, he doesn't carry Simms—the next store down on the right—you can't miss it, it's one of the best stores in town—you'll see the Simms display in the window."

How many times has this happened to you? How many times have you lost a good customer that you otherwise would have had—if you had stocked up on—

TRADE SIMMS SET IN RUBBER SIMMS MARK

Paint and Varnish Brushes

They are **better** Brushes, because they give **real service**—and **satisfaction.**

The bristles can't come out, because they are set in rubber by a process that is guaranteed to hold the bristles in the ferrule for ever.

This is why SIMMS BRUSHES are always in demand.

T. S. SIMMS & CO., Limited

Makers of Better Brushes and Brooms for over 55 Years

Head Office - St. John, N.B.

Montreal - Toronto - London

Winnipeg Office: Hammond Bldg., Winnipeg



The ONE Moving Part

It is quite possible for the same statements to be repeated so often that they lose their ability to impress.

We have constantly asserted that the

Westco

Tankless Water System

has **only one moving part,** and, lest you may think this phrase has become hackneyed, we will explain it.

This **one moving part** is a circular disc or wheel called the impeller. It has a determined number of blades on its rim. Spinning at high speed, it causes the water to be drawn by powerful suction from the source of supply and discharged under strong pressure and large capacity at the outlet.

It is very simple, and the fact that the system has **only one moving part** minimizes the possibility of trouble and service expense.

And to further assure its efficiency—a degree of efficiency that has caused Dominion-wide comment—we have equipped the systems now going on the market with an

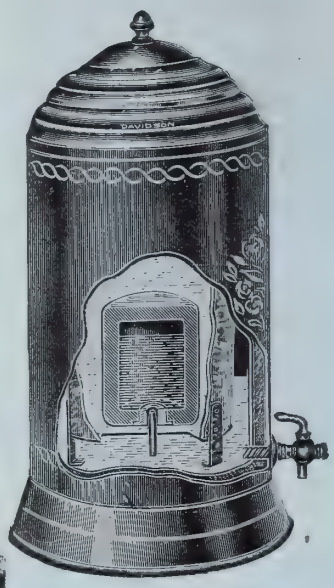
All Bronze Pump and New Westco Pressure Switch

Dealers all over Canada are finding this a profitable line to handle, and are taking advantage of our Dealer's Co-operative Plan. Write us for particulars.

Westco Pumps, Limited

707 Yonge Street - Toronto

If interested tear out this page and place with letters to be answered.



Japanned Water Coolers

This is another seasonable line for which there will be a demand very shortly. Get into touch with us and ask us to tell you about the Davidson line.

These coolers are japanned in French grey, handsomely decorated and are rounded off with neat nickel-plated faucets.

Sectional illustration shows this approved method of filtration.

Extra carbons for filter always in stock.

Coolers can be had in six different sizes.

Write us for particulars.

The Thos. Davidson Mfg. Co. Limited

Head Office: Montreal.
Branches: Toronto and Winnipeg.
Steel Foundry Division: Lachine Canal, Turcot.

DAVIDSON

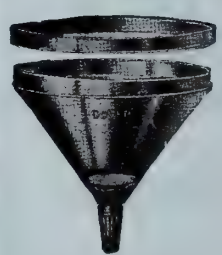
MADE IN CANADA

Blacksmiths' Boiler Makers' Machinists' AND Pipe Fitters' Tools

Write for Catalogue

A. B. Jardine & Co.
LIMITED
HESPELER, ONT.

Automobile Funnels and Measures



No. 40—Round. For Chamois Strainer.



Measures—All Sizes.



No. 1—Oval. For Chamois Strainer



No. 2—Oval. With Brass Strainer.

GASKETS for Ford Cars

Write for illustrations and prices of complete line.



No. 3—Round. For Chamois Strainer.

E. T. WRIGHT CO., LIMITED
HAMILTON - CANADA

If interested tear out this page and place with letters to be answered.



No. 7908

TWO HOUSEHOLD FAVORITES

of exceptional quality and finish, that have proven their worth.
No cutlery stock is complete without these two numbers.

Manufactured by

THE CLYDE CUTLERY COMPANY
CLYDE, OHIO, U.S.A.

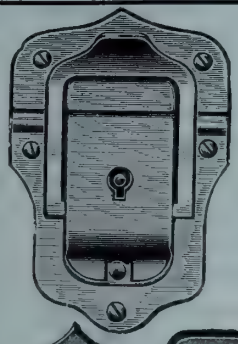
The CLYDE CUTLERY CO. make a very complete line of household cutlery in new and popular designs. Each pattern is distinctive and meets with the approval of the most fastidious.

Canadian Sales Office:

ADCOCK & BREWER LIMITED
MONTREAL, QUE.

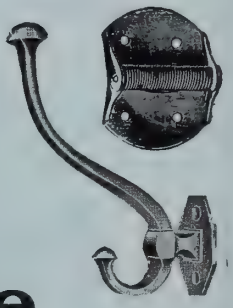


No. 2138½





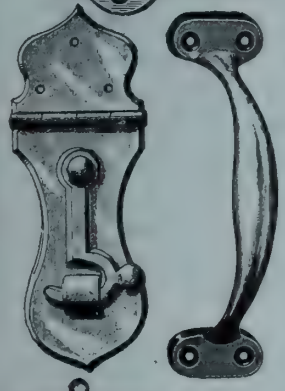




A Few of the Good Brainerd Hooks

The Brainerd Line

Hinges, Hasps, Corners, Handles, Brackets, Key Checks, Card Holders, Escutcheons, Knobs, Locks, Latches, Catches, Washers, Bolts, Mending Straps, Screen Numbers.



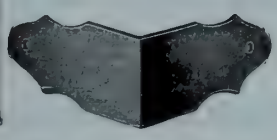


Refrigerator — Cabinet — Box and Chest — Hardware

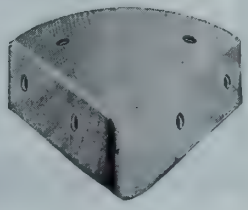
The Brainerd Mfg. Company

East Rochester, N.Y.





Cuts Shown Are Reduced Size



We are making Prompt Shipments

If interested tear out this page and place with letters to be ***answered.***



These Files Mean Repeat Sales

Files, unlike other tools, must be bought frequently, because they cannot be sharpened.

The user buys the brand that gives him longest service before getting dull.

Experience teaches that these five brands do this; therefore, sell him once, and he will come back.

KEARNEY & FOOT
GREAT WESTERN
AMERICAN
ARCADE
GLOBE

FILES AND RASPS

We carry large reserves, so you can restock quickly from your jobber.

Made in Canada by:

Nicholson File Company

PORT HOPE - ONTARIO

Three Special Reasons Why You Should Order Your FREEZERS Now



(1) We can ship more promptly now than when the big demand is on.

(2) Transportation is better now.



(3) Hot weather is sure to come. So will the rush for Freezers, all along the line, from user to dealer,—to jobber,—to us. But we cannot supply every demand promptly the last minute. Be wise in time, get your stock now while the getting is good. Be ready to supply your customers the moment they are in a humor to buy. If you hesitate now you may lose later. We venture to guess that your stock is low, so there is every good business reason why you should prepare in time. Place your order with your jobber now—you cannot lose.



North Bros. Mfg. Co.

PHILADELPHIA - PA.

If interested tear out this page and place with letters to be answered.

EVERYTHING IN HORSE SUPPLIES

Harness---Saddlery---Horse Blankets

Since 1866 we have been supplying the trade with horse supplies. Our reputation has been built on good goods and a square deal. Our line, Imperial Brand, is famous for its quality and fine workmanship. The dealer who carries them finds they sell easily at good profit.

Get Our New Price List

Our new price list is just out. Every dealer should have one for daily quotations. Orders filled same day received.

Samuel Trees & Company, Limited

Head Office and Harness Factory:
42 Wellington Street East, Toronto

Horse Collar and Blanket Mill:
Whitby, Ont.

ESTABLISHED 1866

Western Branch: Trees, Spriggs Co., Limited, 312 Ross Ave., Winnipeg

TRADE MARK J.M.T. REGISTERED A GUARANTEE OF QUALITY

True Economy

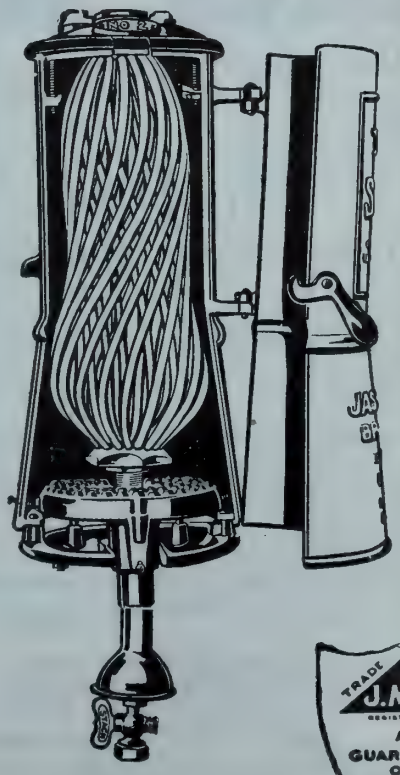
Stack Heater

The Stack Gas Water Heater will heat water in one minute.

The almost perpendicular copper pipes in the Stack Heater offer no hindrance to the natural tendency of water to rise when heated.

Take note of the small size and large number of coils; this means quick heat. The numerous small pipes will naturally heat water quicker than one big pipe because of the greater heating surface offered.

More hot water with smaller consumption of gas—that's true economy.



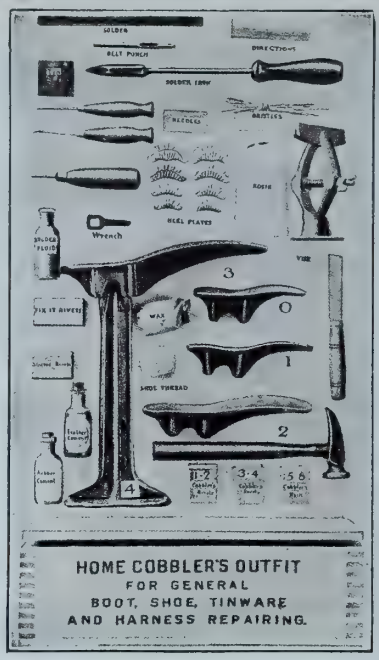
Send for a Stack Heater Display Card

The James Morrison Brass Mfg. Co. Limited
93-97 Adelaide Street West, Toronto, Ontario

TRADE MARK J.M.T. REGISTERED A GUARANTEE OF QUALITY

"Economy"—Greatest Sales Clincher To-day

That's why dealers who are "Shoulder Behind" Lines which mean economy to their customers, are earning many extra profits and storing up future goodwill—The Home Cobbler's Outfit represents the last word in economy. It is a gilt-edged investment for the purchaser — your customer — "paid-up" in full after its first job or two — its dividends and profits are only limited by the energy of the user.



Maxwell

The demand for this line is confined to neither country nor city. It is a product which sells everywhere. A brisk demand for small hardware follows the "sales trail" of these sets.

MAXWELLS LIMITED, St. Marys, Ont.

TRADE-MARK
The Sign of Quality

TRADE-MARK
The Sign of Quality

Fishing Tackle

There are two brands of our world-famous fishing tackle—Stag Brand and Beaver Brand.

Have you got our price list for 1921? It gives you prices to comply with our 1920 catalogue.

Ours is the world's leading line of fishing tackle. Made in Redditch, England, and sold by leading dealers everywhere.

Send your customers' rods in need of overhauling and repair to us.

Allcock, Laight & Westwood
Company, Limited
Established 1800

70 King St. West Toronto, Ont.

BALE TIES
NAILS WIRE

Laidlaw
Time-Tested Efficiency

Laidlaw Bale-Ties are made from Bessemer Steel. Our Ties have been thoroughly tested in general use throughout the Dominion and most of the foreign countries of the world. Practical use has convinced buyers of Laidlaw efficiency. This has made Laidlaw Bale-Ties the

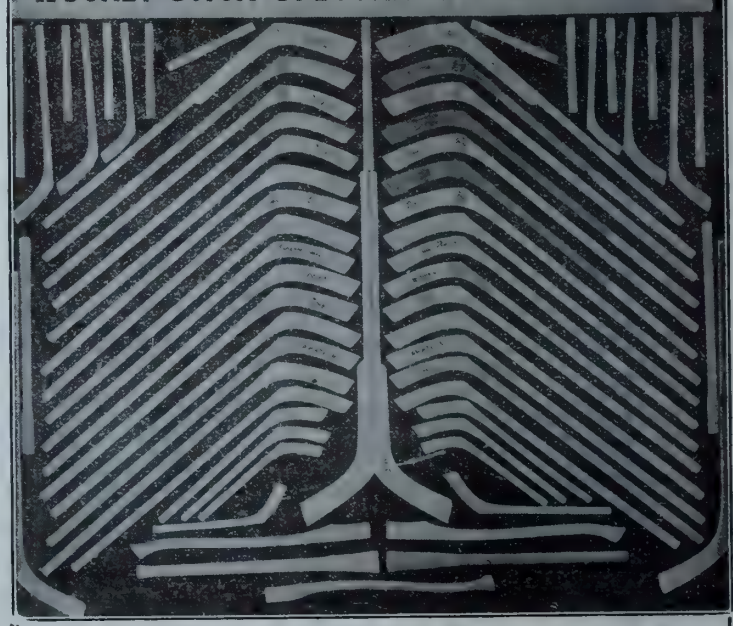
Dominion and World-Wide Choice

Strong, reliable and of practical design, Laidlaw Bale-Ties make good and prevent broken bales and consequent commercial loss. Laidlaw Bale-Ties are made in "Single-Loop" and "Cross-Head" styles of fastening.

The Laidlaw-Bale Tie Company
Limited
Hamilton Canada

Agencies:
A. T. Diggins, Stair Bldg., Toronto
H. E. O. Bull, 184 Mance St., Montreal
M. Bryan, 24 Aldgate, London, Eng.
Norman Jessiman, 505 Hastings St. West, Vancouver, B. C.

ST. MARYS WOOD SPECIALTY CO.
HOCKEY STICK SPECIALISTS HANDLES FOR AXES, PICKS, HAMMERS, MINERS ETC



OUR HOCKEY STICKS

Are made in the largest and best equipped factory in Canada. They are manufactured with a view to get the best QUALITY, SHAPE and FINISH. They LOOK WELL, SELL WELL, and LAST WELL.

Write for Copy of Price List Just Issued

ST. MARYS WOOD SPECIALTY CO., Ltd.
ST. MARYS, ONT.

If interested tear out this page and place with letters to be answered.

RAZORS

Fully Guaranteed



Made in Sweden from the finest Swedish Steel. Every Razor sent out by the Swedish Steel Forging Co., bears the trade mark "SSA." It carries a guarantee that the quality and workmanship stand for all that is best and select in the highest class Razors.

Write for Prices to-day

Canadian Agent:

F. W. Lamplough & Co.

46 Alexander St., Montreal

Manufacturer

Swedish Steel Forging Co.

SWEDEN

A Dependable Line of

CHISELS

Ten Mayhew-made chisels in a compact brown duck roll. Chisel set No. 502 is a carefully selected assortment of real Mayhew quality. Hand-forged, electrically-tempered tools for Superior Service. Patented knurled handles that give a sure, firm grip. Fully warranted.



No. 502 Chisel Set

MAYHEW

"Every Blow of the Hammer Refines the Steel"

MAYHEW made TOOLS ARE RIGHT

Mayhew Products are dependable—both for the man who sells them and the man who uses them. Put them out where they can be seen and examined. Let them sell themselves.

Mayhew Steel Products, Inc.

291 Broadway, New York

508 Mission Street San Francisco, Cal.

NOVA SCOTIA STEEL & COAL CO., Limited

NEW GLASGOW, N.S.

Manufacturers of

FERRONA PIG IRON

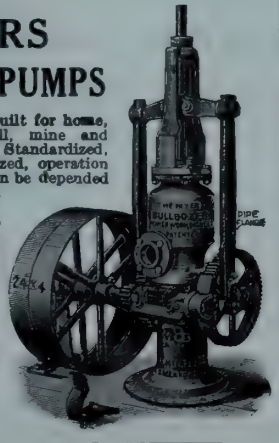
and SIEMENS-MARTIN

OPEN HEARTH STEEL

MYERS POWER PUMPS

Are designed and built for home, farm, factory, mill, mine and similar services. Standardized, simplified, modernized, operation and power, they can be depended upon for uniform and lasting service. Many styles and sizes meet capacity requirements. Operation any power.

Get our catalog and prices.



F.E. Myers & Bro.

ASHLAND OHIO

Ask The Man Who Uses

our goods, why he always prefers

London Bar Iron

and he will tell you that it is built with

QUALITY RIGHT THROUGH

FOR QUALITY

is the chief aim of each department through which it goes

Ask for it by name from the wholesaler

London Rolling Mills Co.

LIMITED

LONDON, CANADA

If interested tear out this page and place with letters to be answered.

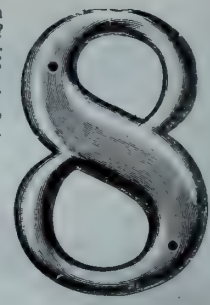


Write For Catalogue

A Little Figuring on Your Prospects

When a new storekeeper starts up in your town, do you sell him the figures for his name and number? Do you supply the Town Council or the Reeve with the figures for numbering the houses? When a new apartment house, school, hotel, or public building is built, do you contract to supply them with room numbers? Business like this soon establishes you as a progressive hardwareman. Niagara embossed sheet metal, aluminum, or brass, figures and letters, come in eight sizes and seven finishes. A quality line that pays a profit.

Write for Catalogue.



Niagara Metal Stamping Corporation

Division M **Niagara Falls, N.Y.**

Western Canadian Sales Agent: D. A. McDonald, 141 Bannatyne Ave., Winnipeg, Canada.

Garland Guaranteed Products

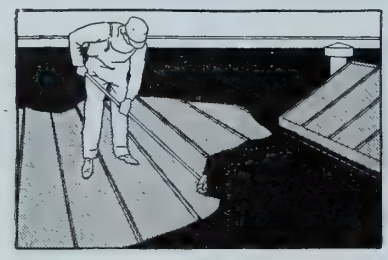
(Made in Canada)



PROTEX ON FELT

PROTEX

A Protex roof is a continuous, one piece, plastic layer without a lap joint, seam or nail in it. Protex is a Plastic Asbestos Compound applied with a trowel and is guaranteed for ten years. Protex specifications do not require the tearing off of the old roof — instead we use it as a foundation.



SUPERCOTE ON TIN

SUPERCOTE

Supercote is a Semi-liquid Asbestos Roof Coating particularly made for protecting, preserving and waterproofing irregular, uneven surfaces such as Gravel and Corrugated Iron Roofs, but it can be used just as well, with the same satisfactory results on all other roofs such as Paper, Composition and Metal.

Also ask for circulars on Roof Paints, Industrial Paints, Concrete Floor Hardeners, Hot Surface Paints, etc.

Distributed by

D. J. LADD & COMPANY

WINNIPEG, MANITOBA

NUMBER TWO

OF OUR NEW SERIES OF POCKET-BOOKS

BRITISH ALUMINIUM

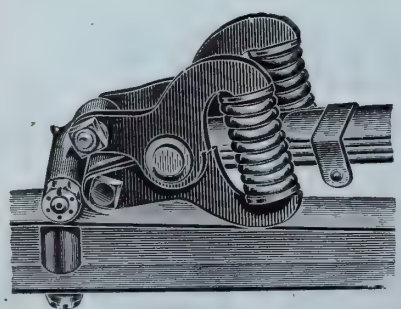
"HINTS AND HELPS" DEALS WITH SPINNING, STAMP AND PRESS WORK; SPINNING SPEEDS AND TOOLS, ANNEALING, SIZES AND WEIGHTS OF SHEET, ETC.

Write for your copy now.

THE BRITISH ALUMINIUM COMPANY, LIMITED

263-267 Adelaide Street West
TORONTO

Eastern Agents: SPIELMAN AGENCIES, MONTREAL



Star W-X Shock Absorber FOR FORD CARS

Star W-X Shock Absorber for Ford Cars. Simple and easy to attach without extra tools; merely put in place of the removed shackles. Rigid against end or fore-and-aft movement, but offers no interference with regular Ford spring mountings.

Gives a greater flexibility of action from normal to full load because of changing fulcrum of levers. This, together with two high-grade compression springs at each corner of the car, insures easy riding and prevents breakage.

Prices within reach of every Ford owner, and the device is easily installed by owner.

Canadian Representative: T. MORTIMER, 64 Wellington St. W., Toronto

Star Specialty Manufacturing Company

227-233 West Erie Street **Chicago, Illinois**

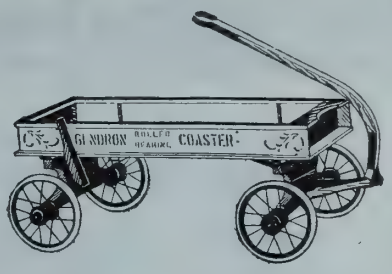
If interested tear out this page and place with letters to be answered.



WHEEL GOODS

A line that is always in demand

We make the complete line



THE GENDRON MFG. CO., Limited, TORONTO



A Profitable Seller

It's good business to sell **Vol-Peek.** 70% profit. No expense. Simply place our attractive display stand on your counter. It sells the goods on sight. Every housewife needs **Vol-Peek.** Guaranteed to mend Pots, Pans, Tinware, Graniteware, Copper, Aluminum, etc., at one-half cent per mend. Easily applied by hand. Hardens quickly.

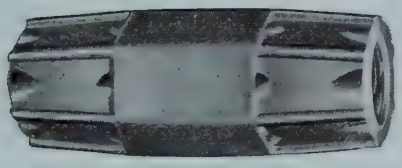
Order your display stand to-day. Contains 24 packages for $3.50. Sells at 25c per package.

Advertised all over Canada.

Your jobber has them.

H. NAGLE & COMPANY

Owning and operating Vol-Peek Mfg. Co.
Box 2024. Montreal, Canada



Demon Grip

Welded Steel Pump Rod Couplings

Wherever steel pump rod couplings are used you will find the Demon Grip. Following are the reasons why it sells:

Made of Steel—same as the rod.
Hot Forged—perfect hex.
Welded—makes solid job.
Strongest—over three times as strong as a malleable.
Packing—twenty-five in a box to go on your shelf.

Novel—the above advantages make a novelty of a very staple article. The DEMON GRIP cannot help attracting attention.

Send your Jobber an order to-day.

Manufactured by

Edward E. Johnson, Inc.

2304 Long Avenue St. Paul, Minn.



Sharp Tools an Aid to Piety

Sharp tools are necessary for good work. Lots of impatience, bungling work and perhaps—profanity—could be prevented if tools were kept sharp.

Why let your customers go without sharp tools or borrow their neighbor's grindstone when they can buy one of their own for a few dollars?

"Grind your axe in the morning"
Do it on your own "CLEVELAND"

THE CLEVELAND STONE COMPANY - Cleveland, Ohio

If interested tear out this page and place with letters to be answered.

Construction Features Show Durability

DESIGN: Straight, sturdy lines that make the stove look as if built for service. Handsome in the extreme. A style that makes any woman proud to have it in her kitchen.

COLOR: Nesco Grey—just enough of greenish hue to give character. Beautiful, clean, attractive.

STOVE HOLES: Set well to the front of stove so as to leave more shelf room at back. Flame is round; kettles are round; so are the stove holes.

BURNERS: Here's the heart of the stove. Perfect burning and perfect operation are necessary. A blue flame containing an inner flame gives intense heat without smoke. Air comes in through perforated tubes and within the centre of the inside tube forms gas as it is heated and rises in flame. The burner bowl is lowered into the oil column and the oil is fed to the flame through a stationary non-burnable wick. To extinguish, the burner bowl is simply raised up out of the oil. What oil is left in the wick burns out.



The Four Burner NESCO

TOGGLE JOINT: The raising and lowering is done by a toggle joint which cannot get out of order and which stays exactly where it is put. The flame cannot flare up or go out because the burner has moved.

ROCKWEAVE WICK: A woven non-burnable wick, sets stationary in the burner bowl. It simply serves to feed to the flame. It can be wiped off to clean—can be reversed, and is long lasting.

NO SMOKE: As the burner bowl containing the wick is raised up out of the oil to extinguish and the oil is burned out of wick, when left standing there can be no seepage of oil onto the chimney cylinders. Such accumulation must be burned off when lighting and this causes smoke and smell. A faster feed gives a less economical flame, but cannot produce smoke. Chimneys are always dry—hence no smoke.

EASY TO CLEAN: All parts are easy to get at and the supply pipe line is easily opened and flushed.

Truly the

Nesco NESCO PERFECT Nesco

OIL COOK STOVE

is the housewife's pride and wonder, and the retailer's profit-making, quick seller. Ask for Catalogue No. 29, fully illustrated in color.

National Enameling & Stamping Co.

St. Louis
Baltimore
Granite City, Ill.
Chicago
New York
New Orleans
Milwaukee
Philadelphia

The Only Weekly Hardware Paper in Canada

Member Audit Bureau of Circulations *Member Associated Business Papers*

Hardware and Metal

CANADA'S NATIONAL HARDWARE WEEKLY

Vol. XXXII. TORONTO, APRIL 9, 1921 No. 15

Define Various Branches of Trade 35
Making Your Income Tax Returns 36
Some Forceful Circular Letters 38-39
Editorial Comment 40
Bad Debts in Income Tax Returns 41
More Activity in Auto Tire Selling—Review of Steel Industry 42
St. John Merchants' Annual Banquet 43
News of Western Canada 44
Founder of Winnipeg Paint Firm is Dead 45
Events in the Trade 48-49
New Hardware Goods 50
Weekly Hardware Markets 51-55
Introducing Decorative Service Dept. 56
Much Paint Consumed in Repairs 58
Weekly Paint Markets 60

The MacLean Publishing Company, Limited

JOHN BAYNE MACLEAN, President. **H. T. HUNTER, Vice-President.**
H. V. TYRRELL, General Manager.

Publishers of Hardware and Metal, The Financial Post, MacLean's Magazine, Farmers' Magazine, Canadian Grocer, Dry Goods Review, Men's Wear Review, Printer and Publisher, Bookseller and Stationer, Canadian Machinery and Manufacturing News, Power House, Sanitary Engineer, Canadian Foundryman, Marine Engineering of Canada, Canadian Motor, Tractor and Implement Trade Journal, Druggists' Weekly.

Cable Address, Macpubco, Toronto; Atabek, London, Eng.

ESTABLISHED 1887.

HARDWARE AND METAL

GEO. D. DAVIS, Manager.

CHIEF OFFICES:

CANADA—Montreal, Southam Bldg., 128 Bleury St., Phone Plateau 946. Toronto, 143-153 University Ave., Telephone Adel. 3740; Winnipeg, 901 Confederation Life Bldg., Telephone Main 3449. Vancouver, 314 Carter-Cotton Building, 198 Hastings St. West.

GREAT BRITAIN—London, The MacLean Company of Great Britain, Limited, 88 Fleet Street, E.C., E. J. Dodd, Director, Telephone Central 12960. Cable Address: Atabek, London, England.

UNITED STATES—New York, A. R. Lowe, Room 1606, St. James Building, 1133 Broadway (corner 26th St.), Telephone Watkins 5869; Boston, C. L. Morton, Room 734, Old South Building, Telephone Main 1024; Chicago, H. A. Maguire, 405-6 Transportation Bldg., 608 So. Dearborn St., Telephone Wabash 9430.

SUBSCRIPTION PRICE—Canada, $4 a year; Great Britain, South Africa and West Indies, 16s. 6d. a year; United States, $4.50 a year; other countries, $5 a year. Invariably in advance.



Just See Them in Action

IF one of your objects in business is to sell articles that will give your customers every ounce of satisfaction they expect, you would do well to link up with the New Canadian Beauty line.

In making these appliances we have one idea all the way through! That is, to make every appliance perfect in every single detail.

In fact, we have been criticized (by competitors) for the extra pains we take in turning out our appliances. But as these extra efforts result in the production of appliances that always please the men and women who buy them, we have flatly refused—and will continue to refuse—to cheapen the production of the New Canadian Beauty line.

Our line is the complete line—manufactured in Canada by a purely Canadian company—employing Canadian labor—using Canadian material.

The New Canadian Beauty Appliances are the result of long and careful study of what Canadian women expect and like. They are not just copies of other appliances—**they are appliances that other manufacturers are attempting to copy!**

The finish, for instance, is perfect. Inspect any New Canadian Beauty Appliance as critically as you please and you will find no flaw.

See our appliances in action and you will need no further testimony as to their value. They do their job quicker; give **more heat for the power used.**

They make a capital window display, and they are rich in the most convincing kind of selling talk.

Our national advertising is heavy and covers all sections of the community. It is designed to be of direct benefit to New Canadian Beauty dealers. Our set of window cards is most attractive and effective. We will be pleased to send a set to any dealer who has a stock of our goods.

Our discount plan is sure to interest you, because it is sound. It does not entail carrying large stocks. That means quick turnover—good profits.

Let us hear from you soon. Write to-night for our proposition.

THE RENFREW ELECTRIC PRODUCTS CO.
LIMITED

Head Office and Works: Renfrew, Ont.

29 Richmond St. W., Toronto **803 Lindsay Bldg., Winnipeg, Man.**

The New Canadian Beauty Electrical Appliances

If interested tear out this page and place with letters to be answered.

Canada's National Hardware Weekly

Hardware and Metal

Published Every Saturday Since 1888

Vol. XXXIII. TORONTO, APRIL 9, 1921 No. 15

Defining Various Branches of Trade

Definitions of "Manufacturer," "Wholesaler" and "Retailer" Set Down by Joint Conference for Guidance of Finance Minister in Applying Taxation—Final Decision Now Rests With Government—Some Fundamental Facts

THE recommendations of the joint conference of retailers, wholesalers and manufacturers in Toronto in regard to taxation matters have been passed on for action in connection with the forthcoming Budget.

One wholesaler who was a member of the Resolutions Committee states that the report means very clearly and plainly that the manufacturer and wholesaler shall pay the tax and it will be made ample to provide the revenue.

This wholesaler further points out that it is the intention of the plan that the retail trade shall not pay the sales tax adjusted as proposed. "I do not think any other system would be accepted by the Government," he stated. "I think the Government would not be prepared to collect a tax from 200,000 merchants throughout the country. It is unthinkable. It is not logical."

Apart from this objection the report seems to have created a fairly favorable impression among the trade. The report does not endorse the turnover tax or the suggestion from the Retail Merchants' Association, leaving this to the Minister of Finance with the assurance that the trade will raise the necessary revenue through the application of the sales tax.

Define Gradations of Trade

For the assistance of the Finance Minister, definitions of various branches of trade were definitely set down so that there would be no misunderstanding. The acceptance of these definitions is expected to help the case of the tinsmiths and others who are being categorized as manufacturers. These definitions are as follows:

Manufacturers—Persons, firms or corporations who produce, manufacture, process or assemble articles or materials into salable articles or materials. This, it was pointed out, would not interfere with an appeal for exemption from the merchant tinsmiths and similar business men.

Wholesalers—For the purpose of the Act, a wholesaler shall be construed as being a person, firm or corporation who assembles in his warehouse a full line of goods carried in his special branch of business, and distributes them to the trade, but who has no retail counter and does not sell to the consumer.

Jobbers—Persons, firms or corporations who sell for the purpose of resale and who have no retail counter, and do not sell to the consumer.

Retailers—Persons, firms or corporations who sell to the user or consumer, or who have a retail store or counter; this classification to include, in addition to their classification as manufacturer or wholesaler, the departments or agencies of such manufacturers or wholesalers who have such departments or agencies through which sales are made to the user or consumer.

Satisfaction has been expressed that the adjustment of the sales tax, the abolition of other taxes regarded as restrictive of business and an active campaign for Made-in-Canada goods will give business considerable impetus.

Despite the many conflicting viewpoints and opposing opinions expressed at the recent joint tax conference of the manufacturers, wholesalers and retailers, three satisfactory resolutions were prepared and were finally accorded unanimous approval.

Resolved that:—

1. The Business Profits Tax be not re-enacted.
2. The Income Tax, in so far as it applies to corporations, be repealed.
3. The present Sales Tax system be adjusted to produce the required Dominion Government revenue.

The curious anomaly was witnessed of a conference unanimously agreed on the last resolution as worded, but widely divided upon the application and interpretation of such resolution.

Tax Should Be Extended

The cleavage lay between the manufacturers and the retailers, the former claiming that the sales tax should be extended—as is proposed in the United States—so as to be paid and collected by manufacturers, wholesalers and retailers alike. The retailers hold—and they are supported by the wholesalers—that the tax should be collected "at the source"—that is, from manufacturers and importers only. The retailers did not thus seek to avoid their tax liability. They frankly proposed that though the tax be collected in the above manner, it be passed on down to them either directly on invoices or in any manner suitable to the manufacturers and importer. Notwithstanding this interpretation, the manufacturers were unable to embody a "method of application" in their resolution.

Some Fundamental Facts

The final decision as to operation rests then with the Finance Department. Having the necessary statistics of internal trade and commerce available, it is obviously the function of the Government tax experts to decide upon ways and means. There are, however, a number of funda-

mental facts governing the problem, which, if fully understood, will, it is felt, indicate that the points of disagreement between the various sections of the conference are not serious. The following statement details these facts briefly:

First—It is proposed that the business profits tax be not re-enacted and that the income tax on corporations be repealed.

Figures prepared by competent authorities on conditions in England, United States and Canada indicate that the elimination of the above taxes will remove an average of 20 per cent. from the present prices of commodities. To be conservative then let us accept that a net saving of 5 per cent. on a broad range of all cost of living would be thus effected. This is almost too evident to admit of dispute.

Second—The total percentage impost involved in any sales or turnover tax has never been found to exceed 3¾ per cent. The average in fact has always been shown to be nearer 2½ per cent. Consequently the saving effected by the abolition of the two first above mentioned taxes should permit us to pay the percentage of sales tax charges—and have a comfortable margin over.

Third—The present sales tax, with its minimum impost of 2 per cent., applied as it is on a very small proportion of Canada's commerce, together with the manufacturer's tax, is yielding revenue at the rate of $100,000,000 per year.

Fourth—The revenue required from the present system of taxes, and which would necessarily be expected from any new system of taxation, has been calculated at $200,000,000.

Fifth—The total yield from a broad sales tax at 1 per cent. has been variously estimated at from $180,000,000 to nearly $500,000,000.

From the above facts and figures, the following conclusions are necessary and evident.

Exempt Raw Materials

1. All original raw material products of forest, fishing, agriculture and mine, whether used for consumption by individuals or as raw materials for manufacture, should be exempt from sales tax.

2. The income tax must be applied on all non-sales tax paying companies or individuals to a large enough extent to equalize any competitive disadvantages.

3. The required revenue can be produced either by doubling the present 2 per cent. minimum of the sales tax or by doubling the extent of its application on commerce.

4. Cancelling the present tax system will effect sufficient economy to pay the necessary sales tax impost.

5. The sales tax will permit a general reduction in commodity prices, and will lessen the load on the consuming public.

Obvious Advantages

The above statements are made less to reiterate the business-like value of a sales tax than to provide figures to disprove certain objections that have been honestly raised against the proposition.

Its advantages are obvious:

It will be cheaply and easily collected.

It will yield the required revenue, promptly and regularly.

It will bear equally and in proportion on all the people.

It will emancipate commerce at a crucial time in the nation's industrial health.

It is the final modern system of business taxation.

Making Your Income Tax Returns

The Absolute Necessity of Filling in These Papers, Makes it Essential That Every Merchant Should Thoroughly Understand the Procedure—Instructions How to Go About It

IT is important that all should understand there can be no evasion of the income tax law. The income tax papers must be filled in. The tax commissioners have their instructions. It is the desire of Hardware and Metal to aid its readers in their difficulties in this matter. A detailed explanation of the papers to be filled in at this time is therefore interesting.

Obtain three copies of Form T1, fill in on page 1 complete answers to each question except item 6 on list, which a merchant in business on his own account need not fill unless he trades under some name or sign not his own christian and surname.

Now turn to page 4 of returns sheet. You have the option of making a statement of your trading account on your own account sheets or of filling in this page. Whichever way you do it, use the greatest care and regard for accuracy. It is far better to pay a few dollars tax than be pulled up short and fined for making a careless, slipshod or false return.

Page Four of Return Sheet

Total value of merchandise sold during year.

Inventory of stock at cost at beginning of business year.

Add cost of all goods bought for resale, including freight and express charges.

Total.

Total value merchandise in stock at end of business year. Subtract.

Extend this last total to outer column and again subtract, as it will show your gross profits for year 1920. Enter every other kind of income derived from your business, such as cream agency or insurance commission.

Total gross profits.

A knowledge of your total expenses for the following items is absolutely essential. Dig up and total this information:

Wages actually paid to employees, not to proprietor.

Rent of store, stable or garage.

Advertising, depreciation on delivery outfit at 10 per cent.

Horse feed, horse shoeing.

Gasoline, oil and tires for truck.

Cartage when paid to outside firm or teamster.

Telephones, including long-distance calls.

Office supplies, such as books, counter check books, bill heads, files, etc., and postage stamps.

Interest on borrowed capital used in business.

Bank charges and exchange on cheques.

Heating store, lighting store, also water (if any).

Taxes on business premises (not on dwelling).

Business tax. Motor truck license.

Insurance on stock, fixtures, horses, rigs or motor truck.

Depreciation to store equipment and utensils, at 10 per cent.

Cost of wrapping paper, bags and twine, also ice.

Freight and express (outward charges only).

Take a sheet of foolscap paper and make a complete list of the above items. Scrutinize your files and books. Get out the exact cost of each item. Total up the whole expenses cost and subtract from gross profits; this will leave net trading profits for year 1920 and when making the return to your tax commissioner see that a copy of the expenses sheet is securely fastened to the official return sheet, also keep a copy yourself.

Turn Back to Page Two

Leaving page 4 for a few minutes we will turn back to page 2, taking the questions by their own serial number:

No. 1. Many merchants to-day have adopted the sensible plan of paying themselves a wage or salary each month, and paying back into the till for their own hardware goods, etc. So if you

draw a wage from out your business enter total amount here, also any gratuities or pension. If none, say "none."

No. 2. Mark "none" here. This query is for doctors and professional men, not merchants.

No. 3. As you have already shown all your income from commissions on page 4, mark this item "See page 4."

No. 4. Enter here net amount of your trading profits from page 4, which includes the commissions from cream agency, etc.

No. 4. (a) Give actual value of goods drawn from out store and for which you have not paid back cash into the till. See your answer to item No. 1 on this page of return.

No. 5. Enter here the total rent you have collected from your tenants, without deductions, and give location of the properties. If you have none mark "none."

No. 6. Enter the amount of interest or dividends received from investments or stock of Canadian companies. If none, say so, but should you have any and have the share certificates deposited with bank for a loan, deduct carrying charges.

(2) Follow the same course as above in this sub-section. Pay attention to footnote to this item.

No. 7. If you hold any mortgages, notes or debenture bonds or have interest accruing at bank on savings account enter it here.

No. 8. Few merchants hold such positions. There is really no profit and seldom any pay, but should you be deriving any monetary benefits enter here.

No. 9. Income from war bonds, less carrying charges. Make separate entry of 1919 issue, less carrying charges. The latter are not exempt from this tax.

No. 10. Enter here any other source of income, such as "rum running," "bootlegging" or "special license inspector's fees" or any other unlikely occupation for a respectable merchant.

No. 11. Total the column.

Filling Page Three

No. 12. As you have made out a complete list of all your business and trading expenses, it is unnecessary to do more than write "See page 4," or "attached sheet."

No. 13. You have already entered in your expenses account the interest charges on borrowed trading capital, so this item deals only with charges you pay on mortgages on property you own and have rented to a third party, or should you own and not rent your business premises and have money borrowed thereon. Pay attention to footnote to this item.

No. 14. Enter amount of taxes you pay on property you own and have rented to a third party.

(a) Premiums paid for insurance on property you own and have rented to others.

(b) Repairs to your property which you rent to others, but give location and names of persons who received payment for work done.

No. 15. You did not deduct anything for bad debts on page 4 or on attached sheet, so enter here the actual amount you have written off and of which you have ceased to expect payment.

No. 16. It is impossible to get claims accepted for loss on your stock of saleable goods or the house you occupy, but you can claim depreciation on property you own, and have rented to others, i.e., for fair wear and tear, say 5 per cent. on brick and 7½ per cent. on frame properties.

No. 17. Show net income from war bonds which are exempt from income tax, also under No. 8, on page 2, if any.

No. 18. Contributions to patriotic purposes or in cases where you are contributing towards support of a relative unable to keep himself, or his family, state the case fully and give names, which will be verified by the commissioner of taxation.

No. 19. Total the column.

Assets and Liabilities

When you made up your books at the end of your business year, you quite naturally made a record sheet of these items before opening your books for the new year.

Assets (You Own)

1920 stock on hand.
Cash and balance at bank.
Retail accounts on your books.
Customers' notes you hold.
Value of real estate, buildings.
Value of real estate (land).
Trucks, rigs or tools.
Office furniture and fixtures.
Horses.
Other investments and bonds.

Liabilities (You Owe)

Total of your trading debt.
Notes you have to meet.
Loans on property.
Loans for business only.
Unpaid interest.
Other business debts.
Total both columns.

The last, is the question of what you have to pay to the inspector, if anything.

Continued on page 42



With the warm weather approaching there are a variety of electrical lines which can be put to the front. There is always a good argument for the use of electric ranges, grills, toasters, percolators, etc., in the summer months, when it is desired to eliminate as much heat as possible. To attract interest this window has an illuminated sign, "Do It Electrically." Some branches of leaves are shown in the background to designate the summer season.

Some Forceful Circular Letters

Giving Circular Letters the "Twist" That Secures the Attention of the Prospect—Comprehensive Range of Hardware to Which This Effort Can Be Applied

PROMINENT among the selling methods adopted by the George Taylor Hardware Ltd., Cobalt, Ont., is the use of circular letters. A number of these letters, reproduced herewith, contain a message right to the point and constructed in such language and style as to secure favorable attention. These letters are sent out to prospects for the particular line dealt with, and can be distributed by means of direct mail to a prospect list, by enclosure with parcels or personal distribution over the counter. The method is less important than the fact of getting such data before the prospects at the time when they should be giving thought to the line mentioned.

That the application of this selling help is comprehensive can be seen from a glance at the letters reproduced, which range from rubber boots to mining equipment and automobiles.

At the present time, when hardware merchants are giving consideration to every plan which will help business, it is interesting to note that the plan of sending out form letters has been followed by this firm to good advantage. To others in the trade there will be some helpful suggestions in the following letters. Note that the signature of the assistant manager is placed on each letter to give it a more personal touch.

* * *

Rubber Boots

Opening with an extract from a local parody well known to all, the attention of the reader is at once attracted to this letter dealing with rubber boots. A parallel is drawn between "wet" propaganda, now evident in Ontario, and the "dry" propaganda of the letter in the interests of sales of rubber boots:

Gentlemen:

"But it's HOB-NAILED BOOTS
And a flannel shirt
And Cobalt Town for mine."
(Extract from The Cobalt Song.)

Many a time have you hoped to swell that famous chorus in days gone by; in the good old days when the Big Gin Rickies really flowed and the voice of the siphon was heard in the land.

But—this letter is not "wet" propaganda. On the contrary, we are interested in keeping people dry—particularly Miners. Hence we are handling the famous —— RUBBER BOOTS. Prices follow:

No. — —— (Laced half length) ..... —— pair
No. — —— (Knee Boots) ..... —— pair
No. — 12″ Leather Top ..... —— pair
No. — Hip Boot ..... —— pair

VOTE—"4 YESES" and keep dry.

Yours truly,

THE GEORGE TAYLOR HARDWARE LIMITED.

Asst. Mgr. Cobalt Branch.

* * *

Motor Trucks.

A letter in the interests of motor trucks for delivery purposes gives information that a railroad is to be built nearby and there will be much business for the firms who have adequate delivery facilities. The letter follows:

Dear Sir:

A pessimist is a man who wears both belt and braces. He is fearing the worst. But why should any business man in the North feel unduly depressed this year? There is business waiting for you around the turn of the road—more than you realize. There is going to be a railway built on the Quebec side of the lake this year. Where do you suppose the contractors are going to get their supplies — the enormous quantities of groceries, meat, flour and feed, fruit, and the hundred things that are needed in railway construction?

FROM THE FIRM WITH THE BEST DELIVERY SERVICE. That's the answer. You will eventually come to motor trucks—either on your own initiative or through force of competition. Your competitors are buying trucks.

The —— Truck will do your delivery work to your own and your customers' satisfaction.

PRICE —— delivered to any point in this locality.

Remember, you don't have to have ALL the cash.

Yours truly,

THE GEORGE TAYLOR HARDWARE LIMITED, COBALT.

* * *

Automobiles.

Pointing out that motorists in the district had a good time last year through the use of their cars, the following letter makes a bid for motor car trade. Additional reasons why the prospect should make up his mind to purchase a car are outlined as follows:

Dear Sir:

We want you to begin thinking about a Motor Car for the approaching season.

You know that car owners last year had a pretty good time in this neighborhood; they followed the baseball games with greater comfort than you did; they went to the beaches and parks when they felt like it; they went fishing in the township streams when the fishing was good. You must admit that the roads in Temiskaming are a lot better than they used to be. You can go somewhere now, in comfort and with speed.

This year there are additional reasons why you should own a car. For one thing, THE PRICE IS LOWER. Gasoline is cheaper. The roads are better than ever. Your range of travel is wider now that the Temiskaming bridge is completed.

Begin early to think about a car, because there is going to be a shortage, due to curtailment of production during the "blue" period just passed. People who get the car notion at the last moment are going to be disappointed this year, as formerly.

Finally, don't overlook the fact that there is a Guarantee Payment Plan.

Yours truly,

THE GEORGE TAYLOR HARDWARE LIMITED, COBALT.

* * *

Ore Car Trade.

Everyone is interested in news of an accident, so the following letter dealing with Ore car business opens with a state-

That Bring in Definite Results

Using Local News Items of Interest, Appealing to Desires for Recreation, etc., Used to Advantage—Letters Used in Conjunction With Local Advertising Bring Good Results.

ment to the effect that it was by accident that a new field of business was opened up in this line:

Gentlemen:

AN ACCIDENT!!

It was quite by accident that we discovered we could compete on Ore car business in the Western Coalfields.

To be sure, we had been supplying the gold and the silver operators of Northern Ontario, to the practical exclusion of outside competition in this line, but we had not looked as far afield as Alberta until suddenly we got several inquiries from the coal mines. Quoting them on our usual close margins, we got the orders and filled them satisfactorily.

This experience has led us to seek western business. There are a number of reasons why we can compete. We are jobbers of iron, and buy our car material direct from the mills. It is as cheap to freight the finished product west as the raw material. Labor and power (both air and electric) are plentiful and reasonable. Finally, we have the equipment and experience necessary.

If you use wooden body cars, we can quote you delivered prices on the irons. We build cages, skips and all kinds of structural iron equipment. It will be a pleasure to us to have your blue prints and to figure with you on your requirements.

Yours truly,

THE GEORGE TAYLOR HARDWARE LIMITED, COBALT.

* * *

Motor Cars.

Watching the various types of automobiles pass along the streets each day, the prospective buyer is apt to wonder which car is the most popular. The following letter starts right out with a statement as to the number of cars in the district and the number of two certain makes which are handled by this firm:

Dear Sir:

You will be surprised to learn that 445 automobiles are owned and driven in Temiskaming. Twenty-five makes of cars are included in that number; sixty per cent. of the total are make of ——, the cars we handle.

It is interesting to speculate upon the sum total of enjoyment derived from motor cars in this district by the two or three thousand people who habitually use them. After all, a man who can afford to purchase a moderately priced car rather owes it to his wife and family to provide this healthful pleasure. The North is not so full of diversion that any should be passed up. The beaches, ball parks, picnic spots, fishing grounds, and swimming holes are easily accessible to the man with a car.

Here is another point. We have more car orders booked right now than we have ever had at this date in previous years. We have a limited number to sell, and we do not wish to give any prospective buyer a disappointment.

Price. It is not anticipated that any further price reduction will be made this year.

Remember that all cash down is not necessary—we can sell you cars on installments.

Yours truly,

THE GEORGE TAYLOR HARDWARE LIMITED, COBALT.

Sells 35 Pairs Rubber Boots From An Ad.

TAYLOR'S SATURDAY BARGAINS

Wet Feet! No!

Not if you wear a pair of our genuine Hi-Press Rubber Boots. Here is your opportunity.

Saturday only we are offering these HI-PRESS RUBBER BOOTS at cost price. Be prepared for the wet weather.

Brown Rubber Hi-Press Boots, laced, 9" tops, reg. $8.00 pair. **Saturday $5.25 pair.**

White Rubber, Hi-Press Boots, laced, 9½" tops, reg. $9.00. **Saturday $5.65 pair.**

Hip Rubber Boots, black tops, white sole, reg. $11. **Saturday $8.00 pair.**

White Hi-Press knee length Boots, reg. $10.00. Saturday $7.25 pair.

See Our Window Flash Lights See Our Window

Our Saturday Bargain Prices Apply on Cash Purchases only. Goods Delivered as usual.

The George Taylor Hardware Limited

Cobalt Branch

A sample advertisement used by the George Taylor Hardware Ltd., Cobalt, Ont. Such advertisements are combined with the circular letters outlined elsewhere in this article, and by concentrating on certain lines, good results are said to have been secured. Thirty-five pairs of rubber boots were reported to have been sold as a direct response to this advertisement.

The use of such circular letters as are outlined herewith is by no means a new departure. Many of the most progressive hardware firms in the country have been using such letters for some time to back up other sales effort. It is wise, in conducting such a plan, to see that all selling effort is coordinated; thus if a certain line is to be emphasized in the letter, make a dead set on that line with the use of displays, advertising and personal effort.

Every merchant has enough current material with which to work in order to make these letters timely and sufficiently appealing to be read. It requires some little extra effort to give this material the right twist to get the reader's interest and then to apply it to the line being advertised. Practice will soon enable the merchant to do this with ease, and he will then notice a big improvement in his letters and advertising matter.

Hardware and Metal

Canada's National Hardware Weekly

Member Audit Bureau of Circulations Member Associated Business Papers

The Only Weekly Hardware Paper in Canada

PUBLISHED EVERY SATURDAY SINCE 1888 BY

The MacLean Publishing Company, Limited

Montreal TORONTO, CANADA Winnipeg

SATURDAY, APRIL 9, 1921

THE SUGGESTION has been made that German goods may be entering Canada through Switzerland. At any rate the trade returns would seem to justify an inquiry as to whether such goods are coming to Canada under markings which mislead as to the country in which such goods are produced.

* * *

THE BOARD investigating the claim for increased telephone rates has given judgment in favor of the telephone company for a revision of its rates on the prevailing basis. This will mean slightly increased rates for business telephones in some districts and slight decreases in other cases. Merchants will be glad to note that the message rate basis has not been approved as it was feared this complication might affect retail business by curtailing 'phone orders.

* * *

IN CASE merchants in some municipalities have wondered why the legislation in regard to firearms as outlined in recent issues of Hardware and Metal has not been applied in their districts, attention is drawn to the fact that this amendment to the Criminal Code is what is commonly termed a "police law." It is effective only when applied by the police. Unjust discrimination is claimed, chiefly from some parts of rural Canada, which point out that in one municipality it is enforced while in the next municipality it is not enforced.

* * *

IN CONNECTION with the revision of the U.S. tariff it is stated that industries affected by Schedule "A" of the tariff law, which applies to chemicals, oils and paints, etc., are most certain to receive increased protection in the measures now in course of preparation. The extent to which higher tariffs against imports are likely to affect Canadian products can be ascertained from a glance at figures of Canada's trade for ten months ending January, 1921, which show exports of Canadian paints, pigments and varnishes to the U.S. of $137,999, and exports of Canadian chemicals and allied products totalling $9,256,138. Taking chemicals as a whole the U.S. is our largest buyer but in paints, varnishes and pigments that country is our smallest buyer.

Death of G. F. Stephens

THE sudden death of Mr. G. F. Stephens, late president of G. F. Stephens & Company, Winnipeg, and a pioneer in the paint and varnish industry of Canada, adds another name to the long list of outstanding Canadian business men who have passed away during the last year. Mr. Stephens was a pioneer in the business development of Western Canada having commenced business in Winnipeg in 1882 and he represented one of the few remaining leaders of the early days in the West, who served as a link connecting the past and the present. The severing of that link has caused much regret among those who were associated with Mr. Stephens. A number of tributes to the sterling character and ability of the deceased have been forthcoming from leaders in the paint and hardware business. Mr. Stephens' death is a distinct loss to his personal and business associates and also to the business life of that portion of the country with which he was so long identified.

Where Danger Threatens

AN interesting commentary on the cause of business failures in Canada and how these compare with failures in the United States is found in figures which have recently been prepared by Bradstreets. These are outlined as follows:

Percentages of Causes of Business Failures

	United States		Canada	
	1920	1919	1920	1919
Due to				
1—Lack of capital	32.3	30.3	34.1	35.8
2—Unwise management:				
Incompetence	32.5	38.2	20.8	20.1
Inexperience	6.6	5.6	8.1	5.4
Unwise credits	1.6	1.3	2.4	2.6
Group Total	40.7	45.1	31.3	28.1
3—Extravagance, neglect:				
Extravagance	1.2	1.1	.6	.8
Neglect	1.3	1.7	2.9	2.4
Group total	2.5	2.8	3.5	3.2
4—Outside influences:				
Others' failure	1.2	1.1	1.3	1.8
Competition	1.3	1.1	.8	..
Group total	2.5	2.8	2.1	1.8
5—Speculation, fraud:				
Speculation	.6	.7	.5	1.3
Fraud	7.0	7.0	9.9	8.9
Group total	7.6	7.7	10.4	10.2
6—Specific conditions	14.4	11.3	18.6	20.9

It would perhaps be unwise to draw too many inferences from these figures, particularly in so far as comparing the abilities of Canadian and U. S. merchants is concerned, but there are a number of truths emphasized by these statistics which every merchant can well bear in mind. For example, it is evident that the two foremost causes of business failures are lack of capital and unwise management due chiefly to incompetence. Other causes such as inexperience, unwise credits, extravagance, neglect, outside influences, competition, speculation, fraud, are all contributary causes but they are less important than the two mentioned.

This summary provides the merchant with a concise statement showing the most serious dangers which threaten his business and he should be on his guard against them. Under prevailing conditions, when the most attention must be given retail business in the interests of maintaining turnover and when the price level is gradually receding, the question of financing becomes most important and the necessity of keeping the business in liquid shape is most evident.

Therefore the present is a time when even more than usual attention must be given to ward off the dangers which threaten and by keeping these statistics in mind the merchant will know where to look for the most serious trouble.

Board of Trade Advise Turnover Tax

Replies to Questionnaire Favor This Form of Tax — Chairman of U. S. Business Men's National Tax Committee Speaks

MONTREAL. — Members of the Montreal Board of Trade, by their replies to the questionnaire recently sent out, show that a large majority favor the general turnover tax, which is also approved by the board's committee on federal taxation. The questionnaire consisted of five questions, as follows:

1. Do you favor a continuation of the present business profits tax?
2. Do you favor the continuation of the present sales tax?
3. Do you favor a continuation of the remnant of the luxury tax still in force?
4. Do you favor a general turnover tax?
5. If you do not favor any of the above mentioned schemes, what other system of taxation do you suggest?

About 80 per cent. of members who answered the questionnaire favor the turnover tax unconditionally, others would like it on terms. There were 520 replies and only 174 of these favored the present sales tax unconditionally. Incidentally about 130 replies favored the luxury taxes, and some voted for their extension. But there was no agreement as to what constituted luxuries.

M. D. Rothschild, chairman of the Business Men's National Tax Committee, addressed the members at their meeting on Thursday, March 31st, he also favoring the gross sales or turnover tax, hoping it would be in force in the near future both in Canada and the United States. Mr. Rothschild spoke in part as follows:

Pyramiding of Sales Tax

"The main point against increasing the sales tax at its source was the fact that to get the necessary revenue a much heavier tax would have to be levied than if its imposition were more widespread. That meant that pyramiding by the various hands through which goods passed would result in a smaller proportion of the ultimate consumer's money reaching the Government in the form of revenue. The belief is that something less than one per cent. would be sufficient for revenue-raising with a general turnover tax levied on manufacturers, wholesalers and all retailers whose turnover was not less than say $5,000, and figures had been prepared showing that in this case prices to the consumer would never be raised more than 3½ per cent., generally less. and the loss by pyramiding would be slight, practically all the money going to the Government. But to get sufficient revenue it might be necessary to levy a tax perhaps as high as 10 or 12 per cent. if imposed only on importers and manufacturers, and the resulting pyramiding as goods went through different hands before reaching the consumer would be much greater. The loss of revenue would be much heavier in this way than it could be from a general turnover tax.

Included in Overhead

"As to the retailer, the small merchant would be exempted, while practically all others keep books and could establish month by month what their turnover was. It would then be a simple matter to include the tax as part of their overhead. To keep supervision over all tax-paying concerns, it would be necessary to have a system of licensing, but retailers and others are already licensed, and no extension of that would be needed."

From the result of the replies to the questionnaire received, the committee strongly recommended that the council should make representations to the Minister of Finance urging its adoption as one of the principal methods of raising the necessary revenue. After full consideration and discussion of this report it was unanimously approved by the council which will presently take action towards fulfilment of its recommendations.

Bad Debts in Income Tax Returns

SO many enquiries have come to Hardware and Metal as to what disposition should be made of bad debts in making out the Income Tax returns, that a definite ruling has been secured from T. W. Breadner, Commissioner of Taxation, Ottawa, as follows:—

Editor, Hardware and Metal,
Toronto, Ont.

Dear Sir,—I am in receipt of your letter of the 22nd ultimo, in which you ask how the matter of bad debts is dealt with by the Department for the purposes of the administration of the Income War Tax Act.

I would advise you that there are two methods, either one of which may be taken advantage of by the taxpayer. The first method is for the taxpayer to write off in his profit and loss account the actual bad debts ascertained to be worthless during the year. The Department will allow the amount of such bad debts written off, provided same have been incurred since the commencement of the operation of the Income War Tax Act. Any debts incurred prior to that time and written off in Income Tax periods are not allowable deductions for Income Tax purposes.

The second method is for the taxpayer to establish a reserve for the purpose of providing for accounts which may subsequently be uncollectable. The amount written off in this way is allowed as an expense if same is reasonable, having regard to the outstanding accounts of the taxpayer. No ruling has been, or will be, given as to what percentage of accounts receivable may be written off for this purpose, as it must be apparent to you that every claim of this nature must be considered on its own merits. What may be a reasonable reserve in one case may be too large or too small in another case, and even in a similar line of business, having regard to the class of customers of the respective taxpayers.

I trust this will give you the information you require.

(Signed) T. W. BREADNER,
Commissioner of Taxation.

Ottawa, 4th April, 1921.

To Encourage Shooting

Montreal. — Appreciating the importance of strengthening Canada's position in rifle shooting, the Dominion Rifle Association has extended recognition to the 8,000 members who comprise 196 clubs which are units of Dominion Marksmen, and from now on graduates of Dominion Marksmen will be immediately eligible to free membership for a period of one year in the Dominion Rifle Association, and will be issued certificates recognizing their proficiency as riflemen.

This information was received at the headquarters of Dominion Marksmen in Montreal in a telegram from Col. R. J. Birdwhistle, of Ottawa, secretary of the Dominion Rifle Association, which reads as follows: "Executive committee approves gold medal scheme, and will issue certificates as desired, in addition will give one year's membership in association to winners."

The Dominion Marksmen scheme was inaugurated in January, 1917. Today the membership is 8,266, consisting of boys from 12 to 19 years of age, and the number of clubs 196, extending from coast to coast. Intense interest has been taken in this organization since its inception by schools, cadet corps, Boy Scouts and other similar organizations which have formed units to enter.

Twenty Years Ago

Items of interest reprinted from Hardware and Metal of April 13, 1901:

"The Canada Horse Nail Co., Montreal, has been incorporated with $100,000 capital stock. The company has during the past 35 years manufactured horse nails exclusively, but owing to the present war in prices on this article it is proposed to make provision to enlarge their manufacturing facilities to manufacture horseshoes and other such articles."

* * *

"W. H. Carrick, general manager of The Gurney Foundry Co., Ltd., Toronto, left this week for a visit to Great Britain and Ireland."

* * *

"Morgan Bros., whip, saddlery and harness manufacturers, Hamilton, Ont., were destroyed by fire on Thursday night. Loss is estimated at $35,000, insurance $30,000."

* * *

"Harry Philbin has registered as proprietor of Philbin & Co., hardware, Westmount, Que."

* * *

"The stock of Alex. Ramsay & Son, wholesale paint and oil dealers, Montreal, has been partially damaged by fire and water; insured."

* * *

"The merchants Employees' Ass'n of Nanaimo, B.C., is bestirring itself to secure the boon which its members enjoyed last year, namely, a weekly half-holiday. Nanaimo has the distinction of being the only city on the Coast where this matter is dealt with in an organized manner."

* * *

"The Ontario Powder Co. has been incorporated with capital of $100,000 taking over the business of manufacturing and selling explosives carried on by D. Smith and C. A. Macpherson, of Kingston, under the name of the Ontario Powder Works."

* * *

"On the Clemow property which has frontage on Rideau St., McKenzie Ave and Sussex St., Ottawa, a palatial 10 storey hotel is to be erected."

More Activity in Auto Tire Selling

DISCUSSING the automobile tire situation with a manufacturer this week Hardware and Metal was informed that the past month has seen a considerable revival in tire sales, and it was pointed out that in the case of this manufacturer demand was such that the factory time has had to be increased from 8 to 10 hours daily. It was stated that the open winter prevailing in most parts of Canada has enabled many motorists who would otherwise lay up their cars to keep them in use. Disliking to put on new tires while the snow and ice is on the ground, many of these motorists are now prospects for a new set of tires. During the winter the snow acts as a cushion and with the use of reliners and other such materials the old tires will give service, but it was pointed out that with the resumption of warm weather these old tires will not stand the extra pressure and will give out.

Some hardware merchants have been advising customers that the resumption of activity in tire selling, coupled with the fact that tire production for some months has not been up to normal, may produce a tire shortage when the usual summer rush season arrives. Buying is reported by manufacturers to be seasonably active and it is also stated that merchants are placing orders on longer time than formerly, indicating that they have more confidence in demand and prices.

Review of the Steel Industry

With Adverse Conditions Prevailing, A Good Year Is Shown—Robert Hobson, President, Steel Company of Canada, Reviews Last Year's Operations in Annual Report

THAT the year 1920 carried with it difficulties for the manufacturer portrayed in the following quotation taken from the report of Robert Hobson, president of the Steel Company of Canada. Freight rates and wages are dealt with, but the chief obstacle that had to be overcome was the matter of fuel supply. Mr. Hobson's report follows in part:

"Increased freight rates were imposed both in Canada and the United States and the average rates we now have to pay are fully 100 per cent. higher than they were before March, 1918. Labor conditions were not as satisfactory as they should have been, considering the high rates of wages that we were paying. The rates of exchange paid on coal, ore, etc., purchased in the United States were high during the year."

Fuel Difficulties

"Our most serious trouble was the matter of fuel supply. The whole continent was affected. The shortage was so great that we, like all other steel producers, could not get anything like our fuel requirements. The shortage was due almost entirely to the car supply. We had our own mine to draw from and had early in the year placed contracts with other companies, but, notwithstanding these precautions, we were forced to buy spot coal at high prices. Even after using ur best endeavors, we were able to secure only sufficient coking coal to keep one of our blast furnaces in full operation throughout the year. With the exception of our blast furnaces, all the other plants were kept fully occupied.

"Against these adverse conditions we had a large demand for our goods at profitable prices. In October, however, new business began to fall off, but our booked orders enabled us to run full until about the middle of December, when we found it necessary to begin to reduce operations very materially."

INCOME TAX RETURNS

Continued from page 37

You will enter in space for gross income from foot of page 2 the total of that column and, directly below, the total from page 3, then subtract, which will give the net income.

Your Taxable Income

Now subtract $1,000 if you are unmarried or $2,000 if you are married. This gives the taxable part of your net income, but there is yet to be deducted the normal tax of 4 per cent. on interest on your Victory bonds which are not of 1919 issue. You are also instructed to deduct $200 for each of your children under 18 years.

After deducting every one of above items you will pay to inspetcor 4 per cent. on the net amount, up to and including $5,000. Net incomes over $5,000 are subject to super or surtax graduating from 1 per cent. for the first thousand to 65 per cent. on incomes of one million.

It may be best to enclose a cheque for the full amount due to the department. Otherwise there will be interest at the rate of 5 per cent. on the unpaid balance.

We have endeavored to make the answers to the various questions so plain that every reader can by careful reading and a little thought fully understand.

St. John Merchants' Annual Banquet

Large Representation of Hardware Merchants at St. John Gathering—Spirit of Co-operation Among All Branches of Hardware Trade—Associated Ad. Clubs to Put on Organization Campaign in New Brunswick

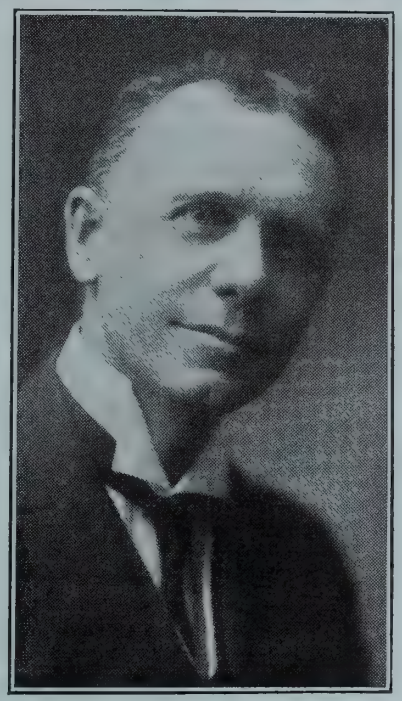
ST. JOHN, N.B.—Practically every hardware merchant in St. John was at the annual banquet of the St. John branch of the Retail Merchants' Association of Canada. A strongly optimistic note marked the gathering of the retailers, and although they realized that there were difficulties still to be overcome before readjustment would be complete, they felt that matters were righting themselves in a very satisfactory manner.

Many prominent speakers told of the advantage of the association, and outlined present conditions in Canada today. The principal guest of the evening was F. W. Stewart, of Montreal, who spoke eloquently on present conditions and what might be expected in the future. A. N. McLean, president of the association, occupied the chair. The first speaker was His Worship Mayor Schofield. He paid a tribute to the association and said that the city officials appreciated the work done by the association in the city, and were glad at all times to hear their views. He told of efforts to keep the tax rate down, and of the progress the city had made in a sane way. It was now in a good position as compared with other cities. He read a list of per capita expenditure of several cities, showing St. John to be one of the lowest. He suggested that the Retail Merchants' Association discuss the subject of hydro development when it found an opportunity, as this would be ready in about a year and the question was how to distribute the power in the city.

Appeals For Unity

Stanley C. Emerson, of Emerson and Fisher, Ltd., hardware merchants, made a strong appeal to the merchants for unity, and showed the necessity of all working together. W. S. Fisher, of the Enterprise Foundry, Ltd., Sackville, N.B., in a brief address caused much laughter by giving figures showing that the manufacturer was the first man to go when hard times came, then he was followed by the jobber, but the retailer survived until the last minute. He added that the manufacturers of today were doing all in their power to co-operate with the jobber and retailer, and fully realized that one could not be successful without the other.

Robert A. Macauley made a strong and forceful speech, pointing out the needs of the association and asking for closer co-operation on the part of the members. He stated that the organization was a national one and reached from coast to coast, and must eliminate from the public mind that the organization was a narrow one or worked for selfish ends. The consumer did not pay all the taxes and all must bear a part of the burden. He touched on group legislation and said that the association should combat this. The chairman then read a telegram from the Associated Advertising Clubs, meeting at Hamilton, telling of a campaign of organization that would be made in New Brunswick. The chairman then called on F. W. Stewart, the speaker of the evening.



F. A. DYKEMAN,
St. John, N.B., elected President of the local branch of the Retail Merchants Association at the annual meeting.

Retailers Keep Manufacturers in Business

Speaking on the conditions throughout Canada, he said that there had been a disappearance of profits on the part of most concerns. The general impression was that the manufacturer did all he could to hurt the retailer. Such was not the case as they realized that they kept them in business, and in some cases the manufacturers were supplying the goods and acting as banker as well. He wanted the Retail Merchants' Association to feel that the manufacturers were working with them, and that many of them were advising their customers to make their purchases cover a period of no longer than from sixty to ninety days. Buying for short periods would do much to stabilize business conditions and put merchandising on a firm basis. Price advances had covered a long period but the decline only a few months. Some things had gone too low, and would react, while others had not yet reached their lowest point. Conditions in the United States were in a much more unsettled condition than in Canada, and he cited instances where Canadian factories were still operating but United States factories in the same lines of business were closed down.

Mr. Stewart showed that declines in raw material did not affect the finished product until several months later, and regretted that the press did not make this clear when announcing declines in raw materials. The transportation problem was a serious one and had a marked influence on prices. Transportation charges should be such as to encourage haulage east and west. He favored high rates on short hauls and low rates on long hauls.

Hopeful Outlook

In concluding, he said that the retailers should encourage the sale of goods produced in Canada, but the Canadian manufacturer should see that his goods were equal to those of any other country. He said that very few articles were produced in Canada that were not equal to those of any other country, and that great strides had been made in the last few years. The business outlook was hopeful and encouraging.

The annual business meeting was held immediately after the speeches, A. N. McLean, the retiring president, being in the chair. The election of officers resulted as follows: Honorary president and chairman of the advisory board, A. N. McLean; president, F. A. Dykeman; vice-president, R. A. Macauley; second vice-president, J. H. Marr; secretary, S. E. Fisher; treasurer, M. E. Grass. Partial advisory board: A. O. Skinner, E. W. Daniel, A. E. Everett, S. C. Emerson, H. H. Scovil, H. Magnusson, C. McConnel, F. S. Thomas, H. Everett, D. Magee, J. McPherson, A. A. McIntyre, J. H. Vaughan, P. Rising, P. Levine, C. H. Smythe, H. C. Brown, A. R. Campbell, W. H. Turner, H. M. Jones, W. Hawker.

A hearty vote of thanks was given the retiring president for his untiring energy in the work of the association during the past year.

F. A. Dykeman, the new president of the St. John Branch of the Retail Merchants'

Continued on page 44

News of Western Canada

Hardware Shown at Western Exposition

Home Building Exposition in Winnipeg to Stimulate Building Activity Produces Interest in Exhibits of Hardware and Other Firms

WINNIPEG.—Keen interest has been taken in the exposition designed to stimulate home building. Crowds thronged the Board of Trade building from early morning until night viewing the exhibits. The exposition was entirely of an educational nature. Its conception arose from the urgent need of greater housing accommodation in Winnipeg and district and every exhibit was for the purpose of assisting the prospective home builder.

Every bit of material required to contruct a home and the latest and most modern appliances necessary for comfort within the home were to be found.

Realizing the importance of some such step to arouse the building industry from the inertia into which it has fallen in recent years, business men and workers combined to present the building proposition in its true light. In all there were 102 booths showing building material and house furnishings from kitchen utensils to builders' hardware and the latest in home equipment. Builders were there with model homes in various styles, ready to quote prices, furnish plans and specifications and show samples of materials required.

Every afternoon and evening there was a lecture and motion pictures dealing with building problems. Lectures on Home Furnishing and Decorating, and The Value of Owning Your Own Home, were among the subjects dealt with. Among the exhibitors at the show were the following: Chas. D. Kirk, plumbing and heating; Anthes Foundry, Ltd., sewage disposal; Crane, Ltd., hardware and pipe fittings; Clare Bros. Western, Ltd., heating systems; J. H. Ashdown Hardware Co., builders' hardware; A. Kellough, plumbing; S. C. Johnson & Son, floor wax; General Supply Co. of Canada, heavy hardware; Brantford Roofing Co., Ltd., roofing; Peace Metal Weather Strip; the Barrett Co.; Consolidated Plate Glass Co., Ltd.; the Maytag Co.; Kaustine Co. of Western Canada, Ltd., sanitary closets; the Marshall-Wells Co.; D. Ackland & Son; the John Stevens Co.; the Pedlar People, Ltd.; Winnipeg Paint Club; Winnipeg Paint & Glass Co.; Wear-Ever Aluminum.

Joins Peart Bros. Hardware, Regina

Geo. F. Irons, who has represented the Canadian Yale & Towne, Ltd., in Western Canada for the past three years, and prior to that time was for nine years with the James Walker Hardware Company of Montreal, has become associated with Peart Bros. Hardware Co., Regina.

James Bending Addresses Western Convention

The manager and travelling staff of the McClary Manufacturing Company were addressed by James Bending, Western manager of the Louis McLain Co., Ltd., of Toronto. The subject was Aluminum Ware. Mr. Clark presided. Mr. Bending took his hearers back to 1808 to the time when Davy, the English chemist, gave aluminum to the world, and traced the history of this metal.

Western Notes

Prince Albert, Sask.—John Erickson, hardware merchant, of Canwood, Sask., was in the city recently and stated that business in his district was improving and that prospects for spring are good.

* * *

Saskatoon, Sask.—William J. Birney has just taken over the hardware business formerly conducted by C. E. Houlding, corner Avenue A and 20th Street, Saskatoon, Sask.

* * *

Winnipeg.—Fire which broke out at 619 Portage avenue caused damage to the building occupied as a hardware store by W. H. Bridgman.

* * *

Winnipeg.—Frank Hemstreet, formerly assistant manager of the paint and wall paper department of the T. Eaton Co. in Winnipeg, has opened Hemstreet's Community Paint and Hardware at Corydon and Lilac Streets.

Canada and France to Exchange Exhibits

Ottawa.—A resolution providing for ratification of the trade agreement between Canada and France was moved by Sir George Foster in the House of Commons.

Sir George Foster explained, in answer to a question, that it was proposed that exhibition trains carrying French products would be run from city to city in Canada. The articles of manufacture would be exhibited and moving pictures of the country and its industries would be shown. The railways were providing the cars and would move them about. The cost to the Government was very slight. Similar facilities were being provided for Canadian demonstration trains to be carried through the different cities in France.

ST. JOHN MERCHANTS HOLD BANQUET

Continued from page 43

Association of Canada, has always been one of the live members of the association and has probably attended more meetings than any other member. Mr. Dykeman is at the head of a large and flourishing business, but has always found time to interest himself in the welfare of the association, and has always been a generous donor whenever it has been necessary to raise funds for any association affair. It was Mr. Dykeman who introduced the plan of having all advertising schemes passed by the association before any of the members bought space. This idea was the outcome of several complaints that merchants had been forced to take space in worthless (from an advertising point) programmes and books. Practically every week in St. John some affair was being carried out, and the merchants found that they were spending an enormous amount of money under the charge of advertising, for which they were getting no returns. The merchants now make a cash donation for any worthy cause, but do not connect it with their advertising accounts. Mr. Dykeman is an eloquent speaker, and has on many occasions delivered helpful and instructive addresses at conventions. He is also well posted in community affairs, and has ever had a watchful eye on the city fathers at the city council. Merchants, citizens and clerks are well satisfied with the choice of Mr. Dykeman for president of the Retail Merchants' Association.

The Founder of Winnipeg Paint Firm is Dead

Death in California of G. F. Stephens, President G. F. Stephens & Co., Ltd., Winnipeg

ANNOUNCEMENT is made of the death in Pasadena, California, of George F. Stephens, president of G. F. Stephens & Co., Ltd., Winnipeg, and a pioneer in the paint industry of Canada. Mr. Stephens died very suddenly and though he had been ill for several weeks it was not known by friends in Winnipeg that he was in a serious condition. It is a coincidence that Mr. Stephens was a close friend of A. B. Stovel, another prominent Winnipeg business man who died a few days prior in the South.



LATE GEORGE F. STEPHENS, President of G. F. Stephens & Co., Limited, Winnipeg, whose death in California is announced.

Mr. Stephens was born at Tally-Ho, near Collingwood, Ont., and entered the hardware business at Owen Sound, Ont., later removing to Montreal, where he entered business with the hardware firm of Ben MacPherson Co. In 1882 he came to Winnipeg and founded the business on Market Street, which was incorporated in 1901.

He was a supporter of the Y.M.C.A., and for many years was president. He was also a member of the First Baptist Church and had served as a deacon. In the financial world Mr. Stephens was director of the Standard Trusts Company. He was a member of the Canadian Club, St. Charles Country Club and the Manitoba Club.

Mr. Stephens possessed to an unusual degree a high sense of business integrity,

Continued on page 49

Paying Tribute to Late G. F. Stephens

George Henderson, President Brandram-Henderson Ltd., Montreal, and President The Canadian Paint, Oil & Varnish Association:

"Although my personal acquaintance with the late Mr. G. F. Stephens has been limited to a period of about seven years, I know more of him than this term of years would probably have permitted by reason of the fact that he was a very old friend of my father, the late Joseph R. Henderson.

"As much as thirty-five to forty years ago they were intimate, calling each other by their Christian names in a day when this was not so common as at present, and I have never heard my father speak of Mr. Stephens except as not only a man of ability and marked capacity, but also as one of outstanding and uncompromising honesty and simplicity of character.

"I never went to Winnipeg that I did not seek his advice on some matter of interest to the trade in general, and I never sought it without being most helpfully rewarded."

* * *

John Irwin, Managing Director McArthur, Irwin, Ltd., Montreal: "My first acquaintance with the late Mr. G. F. Stepens was coincident with my arrival in Winnipeg in 1905. At this time I was a young man inexperienced in the ways of the West, representing a firm that competed directly with the merchandise manufactured by the firm of G. F. Stephens & Co., Ltd. Notwithstanding the fact that the whole life of Mr. Stephens was centred in the welfare and success of the firm he had founded, his reception of me was most courteous and kindly. With the ripening of our acquaintance, the strength and wisdom of his counsels became more and more apparent, and the good which grew out of the discussion of business problems with him was to me most valuable. I count myself fortunate in having been privileged to enjoy the benefit of his ripe judgment and business acumen.

"Mr. Stephens' pleasing personality, patient manner, and unshaken loyalty to anything that concerned the interests of the paint and varnish industry were outstanding characteristics of a nature in every way admirable. With his passing, the paint and varnish industry, particularly in the West, will have sustained a loss that for long will be keenly felt."

* * *

W. S. Fallis, Vice-President and Managing Director, The Sherwin-Williams Co. of Canada, Ltd., Montreal:—

"It was my privilege to know the late Mr. Stephens intimately for many years, and to count him a close friend, both in and out of business.

"His integrity and ability made his influence a very potent one, not only in that portion of the community with which he was most closely connected and which he served so well, but with the entire Western portion of Canada.

"Those of us who knew him will feel very deeply indeed that in his passing we have not only sustained a keen personal loss, but that the country at large is the poorer through the taking off of an esteemed and distinguished citizen and pioneer in the upbuilding of business in Western Canada."

* * *

Walter B. Ramsay, President, A. Ramsay & Son Co., Montreal:—

"While I have had the pleasure of knowing the late Mr. George F. Stephens all my life, my father, the late Alexander Ramsay, was a personal friend of his, and had had business transactions with him for upwards of forty years.

"I have always heard Mr. Stephens spoken of as 'a gentleman of the old school,' with the highest of business principles, congenial and whole hearted, and everyone who had the pleasure of knowing him could only speak of him in the highest of terms.

"Mr. Stephens' death means a great loss to the paint and varnish trade, and in fact to the whole community at large."

* * *

T. F. Moneypenny, Vice-President and Sales Manager The Imperial Varnish & Color Co., Toronto:—

"The paint and varnish trade, all over Canada, and more especially in the Western Provinces, will have experienced an almost irreparable loss in the death of Mr. G. F. Stephens.

"We have always honoured Mr. Stephens both as a pioneer and as a business man, and who has had a wide and beneficial influence in the rapid development of the Canadian West. He had an influence that extended far beyond the paint and varnish trade into spheres that sought the development of the better sides of commercial, social and religious life. Although his active contact with the Eastern paint and varnish trade was limited, we believe his loss will be keenly felt only to a degree less than in Winnipeg.

"As a man, we have always looked upon him as one of the stalwarts in all that was honourable and upright in all phases of life."

* * *

J. H. Ashdown, President J. H. Ashdown Hardware Co., Winnipeg:—"He was one of our best citizens, respected and loved by everybody who knew him. I think everyone would mourn his death."

Allow us to present the *"Oakville"* line

Some of the Features of the "Oakville" Potato and Vegetable Pot

"Oakville" Ware Will Outwear Any Ware

Made to meet the requirements of the Canadian housewife for a potato and vegetable pot that is made of high quality aluminum.

The new "Oakville" Potato and Vegetable Pot has the **welded spout,** neatly finished and made of heavy gauge metal.

Each spout is fitted with strainer which facilitates straining without loss of contents.

The lock-tite handle holds the lid on during the straining operation. Does not fall down to the side and come in contact with the heat.

Cannot burn the hands with steam while straining.

Send a trial order to-day.

The Aluminium Ware

RICHARDSON & BUREAU, MONTREAL, *Agents*

If interested tear out this page and place with letters to be answered.

the latest addition to
---the New Potato Pot



Manufacturing Co., Limited
OAKVILLE, ONT.

If interested tear out this page and place with letters to be answered.

Events in the Trade

Business Changes

Dundas, Ont.—Ralph & Wilson, hardware, have been succeeded by W. O. Bundy.

Toronto.—D. E. Locke has been succeeded by Millard & Tansley.

Fire Loss

Wallaceburg, Ont. — Shaw & Shaw, hardware, have suffered loss by fire.

Obituary

J. L. Englehart, vice-president of the Imperial Oil Company and formerly chairman of the T. & N. O. Railway, is dead.

David Macdonald, one of Toronto's oldest citizens and business men and founder of the Macdonald Manufacturing Company, is dead.

PERSONAL

L. P. St. Jean, Sherbrooke. Que., has joined the selling forces of Lewis Bros.. Ltd.. Montreal. Mr. St. Jean was formerly with J. S. Mitchell & Co., Sherbrooke, Que.

* * *

Alex. Gibb, manufacturers' agent, Montreal, met with an accident recently, fracturing his left arm.

* * *

D. Deschamps, formerly travelling salesman for Lewis Bros., Ltd., Montreal, has been appointed secretary and treasurer of Ste. Anne de Bellevue, Que.

* * *

Mr. Miller, of the O. B. North Co., New Haven, Conn., saddlery hardware, is calling on the hardware trade in Montreal this week.

* * *

J. E. Adcock, of Adcock & Brewer, Ltd., Montreal, manufacturers' representatives, is starting on a business trip through the Western provinces, calling on the jobbing trade.

* * *

Col. Robt. Starke, Starke-Seybold, Ltd., will spend the next two weeks in Atlantic City. Col. Starke is recovering from his recent illness, although he has been at his office during the past few weeks.

* * *

Frederick Arnold Farrar, advertising director for the Glidden Co., has made several trips recently to the various Glidden divisions, in the interest of advertising, travelling in company with Chas. S. Kennedy, director of merchant sales.

D. M. McDougall, Northern Ontario representative, Starke-Seybold, Limited, made a business trip to Montreal this week.

* * *

W. S. Leslie, president, A. C. Leslie & Co., has returned from his visit to Atlantic City.

* * *

George Caverhill, Caverhill, Learmont & Co., has just returned from a seven weeks' trip to the Southern States, having spent four weeks in Augusta, Georgia, and three weeks in Atlantic City.

* * *

A. H. Jenkins, of A. C. Leslie & Co., is now back at his office feeling much improved after his two weeks' rest in Peterboro.

Western Ontario News

Allan Lynn has purchased the hardware business of Charlesworth & Coulter at Wheatley, Ont., and will take possession shortly.

* * *

The death took place at St. Thomas, Ont., of Walter C. Else, aged 51, until recently general manager of the Still Manufacturing Co. He had been with the firm for 34 years.

* * *

Tenders are being called this week for the removal of the buildings on the property recently purchased at London, Ont., by the Crane Company and work will be started shortly on a large new warehouse, it is stated.

Toronto Branch C. M. A. Annual Meeting

The twenty-first annual meeting of the Toronto Branch of the Canadian Manufacturers' Association will be held on Thursday, April 21, next, in the Luncheon Club, twentieth floor of the Board of Trade Building, King and Yonge Streets, Toronto.

Dinner will be served at 6 p.m., after which the business will be taken up.

Beatty Bros.' Staff Convention

A convention of the Ontario hardware and washer salesmen of Beatty Bros., Ltd., was recently held at the head office of the firm. The improved white cap washer which is being brought out by Beatty Bros., Ltd., was introduced to the salesmen and various angles concerning the sale of the product fully discussed. Throughout the convention each salesman wore a white cap symbolic of the product.

Two Industries Locate Plants in Hamilton

Hamilton. — Two new industries, the Fuller Brush Co., of Hartford, Con., and the Coffield Washer Co. have decided to erect plants in Hamilton, so Industrial Commissioner C. W. Kirkpatrick has announced.

The Fuller Brush Co. employs 1,700 hands in its plant at Hartford and had a turnover last year of $5,000,000, it was stated. About 100 hands will be employed in the Hamilton plant, but it is expected that that number will be substantially increased in another year.

The Coffield Washer Co. will, is is said, manufacture a new type of electric washing machine. It is supported by local capital and will commence operations in a few weeks. About 50 hands will be employed at the start.

Capt. L. Lott Not Appointed to Owen Sound Wire Fence Co.

Attention has been drawn by the Owen Sound Wire Fence Co., Ltd., Owen Sound, Ont., to the fact that the report appearing in March 26 issue of Hardware and Metal to the effect that Captain Lloyd Lott, formerly of the Sarnia Fence Co., has been appointed sales manager of the Owen Sound Wire Fence Co. is incorrect.

Ontario Division C.M.A. Annual Meeting

The second annual meeting of the Ontario division of the Canadian Manufacturers' Association will be held on Tuesday, April 26th, next, in the Royal Connaught Hotel, Hamilton.

Sold Cartridges To Minor

A Toronto hardware merchant has been prosecuted for selling a package of cartridges to a boy fifteen years of age. The statutes make it illegal to negotiate a sale of ammunition to any person under the age of sixteen. It is an unfortunate fact that the cartridges sold to this minor resulted in a tragedy. This merchant stated that he always used his own judgment, never relying on the statement as to age of the applicant. This case emphasizes the care which should be taken in the sale of ammunition.

Address on White Lead

John R. MacGregor, of Chicago, Ill., will address the Paint Superintendents' Club on the subject of white lead at the Engineers' Club, 90 King Street West, Toronto, on the evening of April 7th.

Doings of Kingston Merchants

The Canada Cutlery Co., Ltd., one of Kingston's latest industries, has commenced the manufacture of pocket and pen knives. C. A. Eaton is the general manager. Members of the Canadian Manufacturers' Association who were in the city recently paid a visit to the plant and were much impressed with it.

* * *

One of the most attractive spring displays among the local hardware stores is that of McKelvey & Birch. One of the big windows is given over entirely to a display of garden tools and a card in the window reads as follows: "Glorious spring time is here. We can guarantee you health and wealth with a vegetable garden. You supply the muscle. We will supply the tools."

* * *

Kingston, Ont.,—There was a meeting held here of the Ontario District Council of the Sheet Metal Workers. At this meeting the question of a death benefit was broached and it is likely to be established. Messrs. McKay and J. H. Kennedy were appointed a committee to interview the Ontario Government to urge legislation in the interests of the craft. The following officers were elected: President, H. W. McKay, Toronto; vice-president, R. Dowe, Kingston; secretary-treasurer, George March, Hamilton.

* * *

J. A. Dalton, of Dalton's wholesale hardware, was this week honored by being elected commodore of the Kingston Yacht Club. Mr. Dalton has been identified with the yacht club for many years and has taken an active interest in all its activities.

* * *

Report from the village of Westport states that the automobile business is keen. Many new machines have been added to the long list of those owned there.

FOUNDER OF PAINT FIRM

Continued from page 45

fair dealing, and those qualities that inspire confidence, coupled with good business judgment and a breadth of vision.

The late Mr. Stephens is survived by his widow, formerly Alice M. Christie, of Bowmanville, Ont., and two sons, Laurence C. Stephens, a director of G. F. Stephens & Co., Ltd., and Dr. George F. Stephens, superintendent of the General Hospital, Winnipeg. M. F. Christie, managing director of G. F. Stephens & Co., Ltd., who has been associated with Mr. Stephens since the inception of this business, is a brother-in-law of the deceased.

Tool Company Buys Property

Toronto.—The British-Canadian Tool & Machine Company, Ltd., have bought from the King Street Mission the property at 506-516 King Street East for $23,000, and will erect a $40,000 factory on it. The property has a frontage of 100 feet and a depth of 200 feet.

Tinsmiths and the Sales Tax

A misinterpretation has been put upon a statement made in Hardware and Metal in regard to the liability of tinsmiths to collect tax as manufacturers. The tinsmith, while relieved of the liability of taking out a manufacturer's license and collecting sales tax pending the outcome of the test case to decide the status of such a retailer, is not relieved from paying sales tax on metals purchased by him. He must pay the sales tax to the party from whom he purchases his galvanized iron, tinplates, etc., but he does not collect sales tax as a manufacturer from his customers.



JOHN RANKIN,

hardware merchant of Mitchell, Ont., who is retiring after twenty-four years of business in that town. He is succeeded by George Ratz and Sons. Mr. Rankin was at one time very active in local affairs, having been Town Treasurer, but in recent years his health has failed, making necessary his retirement.

Galvanoid Wire Cloth

The line advertised by Kasement Skrene Dore Co., Toronto, in the March 19th issue of Hardware and Metal was incorrectly quoted as Galvanized Wire Cloth. This should have read Galvanoid Wire Cloth.

MANUFACTURER WISHES TO ESTABLISH PLANT IN CANADA.

A United States manufacturer, who is considering the opening up of a plant in Canada, has asked Hardware and Metal to supply the names of suitable towns in which a suitable building, etc., could be secured. This manufacturer would also wish to locate at a place where there are good shipping facilities and also electric power.

If any of H. and M.'s readers wish to send in any details regarding available locations for plants, or particulars of special inducements, etc., we will gladly pass the information along to this manufacturer.

Doings in Ottawa and District.

The danger of a possible strike in the building trades has been averted temporarily by the action of the Building Trades Council which, at a meeting this week, reversed its decision made a few days ago to stand for collective bargaining, and decided, on a majority vote, to deal with the contractors by individual unions in negotiating the 1921 agreements.

* * *

Ottawa's future as an industrial centre was spoken of in no uncertain terms by G. N. Gordon, M.P., for Peterboro who addressed the local Kiwanis Club this week. He said: "Ottawa is destined to be one of the greatest industrial centres in Ontario as well as being the most beautiful city in Canada." He had made an inspection of the city and had noted the possibilities of securing much hydro power close at hand. In this respect Ottawa was apparently better situated than any other Ontario city with the exception of cities in the Niagara River district. He pointed out that the use of motors had made a modern city grow, and the natural facilities here would undoubtedly enable Ottawa to make rapid advances.

News of the Maritimes

Moncton, N.B.—F. R. Sumner and R. P. Dickson, of Sumner Co., have returned from a business trip to Montreal, Toronto, Hamilton and other upper Canadian cities.

* * *

Moncton, N.B.—F. E. Fraser exhibited at Sumner Co., Ltd., for two days, the first rifles and shot guns of British manufacture to be shown here since the war. These were from the plant of the Birmingham Small Arms Co., of Birmingham, England. Much interest was taken, especially in the 303 cal. Lee-Enfield action sporting and the 22 cal. target rifles.

* * *

Moncton, N.B.—C. B. Murray, of Sumner Co., retail, has been placed on the road, taking the territory formerly covered by B. A. (Bud) Taylor, who is now sales manager.

* * *

Charlottetown, P.E.I.—A bill coming before the legislature to incorporate the Prince Edward Island Light, Heat and Power Company, with a capital of $2,000,000, marks another step in the development of a project designed to extend light, heat and power by electricity to all parts of Prince Edward Island, from one big central power house using coal for generating power.

Manufacture Small Sporting Goods

Craig Cowan Co., Toronto, have commenced the manufacture of baseball goods and other small sporting goods.

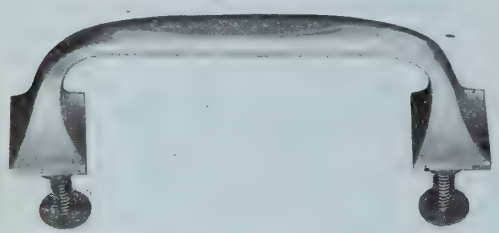
New Hardware Goods

OFFERED TO CANADIAN HARDWAREMEN

NEW OFFSET DOOR PULL

A new offset door pull has been put on the market by the Toronto Lock Mfg. Co., Ltd., Toronto, Ont.

This door pull has been designed to do away with the danger and annoyance of having fingers or knuckles cut or bruised in opening or closing the door when pull is near to jamb.



Offset Door Pull

The pull can be used on right or left hand doors and is suitable for the narrow style of light doors. It is made of solid brass, in all standard hardware finishes and is neat in appearance, no screws appearing in face as it is fastened from inside of door.

NEW A.B.C. IRONER

The new A.B.C. electric ironer, manufactured by Altorfer Bros. Co., Peoria, Ill., is said to be unique as it has been designed to operate either as a separate unit, with motor, or in conjunction with A.B.C. electric washers, utilizing the power of the washer and dispensing with the need for a motor on the ironer. In the latter case the purchaser saves the cost of a motor. Other features include a foot control by which the ironing pressure is applied and released by foot pedals, leaving one's hands entirely free to guide the clothes and linens. The foot pedal is 10 inches wide and is made large to enable the foot to find it without it being necessary to remove the eyes from the work being done. The pedal is locked by a ratchet at whatever point is depressed. Another improvement is the "Iron-All," an auxiliary shoe separately gas heated and operated on the main ironing roll. The makers claim that it will do intricate work that ordinary ironers cannot handle. The ironing shoe is 7 x 45 inches and is heated over its entire surface. When released the ironer drops 4 inches, enabling the user to wax and clean it, and there is said to be ample space for a hand and cloth to reach every inch of its surface. The centre of the roll is of smooth steel electrically welded in one piece and is thickly padded. All moving



A.B.C. Ironer

parts are enclosed and gears are packed in oil and have a dust tight casing. The Canadian representative for Altorfer Bros. is C. D. Henderson, Box 123, Brantford, Ont.

A NEW "DURO" ROASTER

A new "Duro" aluminum oval roaster has been added to the "Duro" line of aluminum ware by the manufacturers of this ware, W. D. Shambrook & Co., Hamilton, Ont., and is said to be the first roaster of its kind to be made in Canada. The dimensions of the roaster are 18¼ inches long, 11¼ inches wide and 8¼ inches in height. The roaster is stated to be of heavy gauge sheet aluminum. Air chamber in bottom of



"Duro" Roaster

base will prevent burning and cover fits snugly, retaining all the juices and preventing the shrinkage of the meat. It is large enough for a good sized turkey, is seamless and easy to keep clean and has polished finish and riveted handles. The indented cover insures automatic basting.

"DRYCLENE"

Dryclene is a name of a new window cleaning powder about to be placed on the Canadian market. It is made in London, England. The manufacturers point out that Dryclene requires no water. A little of the powder is sprinkled on the duster and rubbed on the glass. The claim is made for it that it will not smear or scratch the glass; that it will not soil the hands or damage paint work; that it will clean brass, copper and metals, as well as glass, also cutlery and steel instruments. It is put up in three different sized tins —two ounces, five ounces and one pound, also in bulk. La Fontaine & Harvey, 122 London Wall, London, England, are the export agents of the Dryclene Company.

"STEEN" KEYLESS COMBINATION LOCKS

The Steen keyless combination lock being manufactured by the Triple Metals Corporation, Waukegan, Ill., is stated to be simple and yet unpickable. There are no springs to snap or break, and it is claimed that it can be opened as easily in the dark as in the day time. The cases are made of steel, electrically welded and nickel plated, and also in solid brass. The locks are made in three-number combinations, with a case 1¾ inches by ½ inch. The staple of the padlock is 1 inch long by ¼ inch. The shackle of the cycle lock is 7½ inches



Keyless Combination Lock

long, and the motorcycle lock has a 9-inch staple. A trunk lock is also made, size 6½ inches by 3⅞ inches. Every combination is registered and will be furnished to the owner at any time by inquiry through a responsible dealer.

Weekly Hardware Market Reports

STATEMENTS FROM BUYING CENTRES

MARKETS AT A GLANCE

FURTHER reductions have been made this week in prices of cotton goods, sash cord, some lines of woodenware such as step ladders, clothes bars, lawn swings, also on wrapping twines, clothes lines, pipe wrenches, blacksmiths wrenches, glass butter churns, boat and barrel nails, carpenters' chalk, stair rods and eyes, tire tape, chair nails, pipe fittings, and some lines of food choppers. Fuel oil, linseed oil and turpentine are also being quoted lower. Heavy hardware such as bar iron and steel, black and galvanized sheets and plates, wrought pipe, lead products and nails are holding steady in price. The ingot metal market is still listless and irregular with tin showing a decline, and the market is affected by the coal strike in Great Britain.

The iron and steel industry in primary U.S. markets has not as yet experienced the ordinary spring demand, and business is largely in carload lots. The Pittsburgh reports indicate that the steel pipe market is weaker, with shading of prices. The U.S. sheet market is lower on black and galvanized sheets, but other products have shown little change for the past month.

A continued improvement in the demand for spring lines and shelf hardware is reported by wholesalers, but heavy lines are still moving slowly. Good sales are reported in oil stoves, and electric stoves and ranges are moving well.

Montreal Markets

MONTREAL, April 7.—Many of the smaller goods are offered at lower prices this week while the heavier goods, with the exception of pipe fittings, remain steady. Fittings have new discounts on most kinds, causing lower quotations. Among the shelf goods is a reduction in stair rods and eyes, and wrapping twine. "Jewel" and "Model" meat choppers, and "Dazey" glass churns also show a decline. Stillson wrenches of Canadian pattern are now 50% off list. Cotton clothes lines, tire tape and chair nails are also lower. Blacksmiths' vises have revised prices. Sheets, bar iron and steel, corrugated sheets and lead products are holding unchanged. Ingot metals are rather irregular, some unchanged, while others are slightly easier. Spring business continues to improve, and jobbers report that trade seems to be now coming back into its proper place.

Slight Decline in Stair Rods

Montreal.

New prices are now out for stair rods of the different sizes, showing a slight reduction. Following are the quotations on both rods and rod eyes:

STAIR RODS—¼ x 24 in., $1.70 per doz.; 26in., $1.85; 28 in., $2; 30 in., $2.20; 32 in., $2.30; 5-16 x 26 in., $2.25; 27 in., $2.85; 28 in., $3; 30 in., $3.10; ⅜ x 30 in., $4.20; 32 in., $4.60.

STAIR ROD EYES.—¼ in., $2 per gross; 5-16 in., $2.30 gross, ⅜ in., $2.70 gross.

Wrapping Twine Down

Montreal.

There has been a reduction of from 15 to 20 per cent. made on wrapping twine, both in balls and in cones. Following are the new prices: 3 ply in balls, 40 cents per pound; 4 ply in balls, 43 cents per pound; 3 ply in cones, 37 cents per pound.

"Jewel" and "Model" Choppers Reduced

Montreal.

Both the "Jewel" and the "Model" meat choppers show a reduction in prices, and following are the new quotations:

JEWEL.— No. 15, $23.25 doz.; No. 25, $24.75; No. 30, $39.

MODEL.—No. 5, $24 doz.; No .6, $25.50; No. 7, $39.

Stillson Wrenches 50% Off

Montreal.

Through a change in discounts Canadian pattern Stillson wrenches are now quoted lower. The present discount is 50 per cent., formerly being 45 per cent. off list prices.

Wrought Pipe Under List No. 50

Montreal.

Wrought iron and steel pipe is now selling under list No. 50, as stated in last week's Hardware and Metal would be shown this week. The reduction of approximately 3 points covers steel piping only, the wrought iron remaining unchanged. This is the second reduction made on steel pipe this month, and in both new lists issued wrought pipe is unaltered. Following is list No. 50:

Price List No. 50 — **March 28th, 1921**

Standard Buttweld Pipe S/C

Per 100 feet.

Size	Steel Blk.	Steel Galv.	Gen. Wrot. Iron Blk.	Gen. Wrot. Iron Galv.
⅛ in	$ 6 50	$ 8 50	$	$ ....
¼ in.	4 89	6 99	5 91	8 01
⅜ in.	4 89	6 99	5 91	8 01
½ in.	6 50	8 03	7 95	9 48
¾ in.	7 99	10 06	9 95	12 02
1 in.	11 82	14 88	14 71	17 77
1¼ in.	15 99	20 13	19 90	24.04
1½ in.	19 11	24 06	23 79	28 74
2 in.	25 72	32 38	32 01	38 67
2½ in.	40 66	51 19	.....	.....
3 in.	53 17	66 94	.....	.....
3½ in.	67 62	84 18	.....	.....
4 in.	80 12	99 74	.....	.....

Standard Lapweld Pipe S/C

Per 100 feet.

Size	Steel Blk.	Steel Galv.	Gen. Wrot. Iron Blk.	Gen. Wrot. Iron Galv.
2 in.	$29 42	$36 08	$35 71	$42 37
2½ in.	44 17	54 70	54 11	64 64
3 in.	57 76	71 53	70 76	84 53
3½ in.	69 46	86 02	85 10	101 66
4 in.	82 30	101 92	100 83	120 45
4½ in.	95 89	1 20	1 30	1 54
5 in.	1 12	1 40	1 52	1 80
6 in.	1 45	1 81	1 97	2 33
7 in.	1 89	2 37	2 53	3 01
8L in.	1 99	2 49	2 66	3 16
8 in.	2 29	2 87	3 07	3 64
9 in.	2 74	3 43	3 67	4 36
10L in.	2 54	3 18	3 41	4 05
10 in.	3 28	4 10	4 39	5 21

Pipe Fittings Reduced

Montreal.

Through a change in discounts on many lines of pipe fittings, these will now cost less. The changes are slight in most cases, bushings for example were quoted at 22½ per cent. off, and are now selling at 25 per cent. off list prices. Pound goods also have new discounts, now being plus 10 per cent., formerly they were plus 17½ per cent. Stocks are ample and well sorted, with the demand well kept up in sorting orders. Following are the new quotations:

Bushings, cast	25%
Do., malleable	25%
Flanges	27%
Plugs	22½%
Flange Unions	20%
Malleable Unions	40%

Dart unions, black	20%
Do., gal.	add 5%
Nipples, ⅛ to 4 in. close and short	40%
Do., long	50%
Do., 4½ to 8 in., close and short	30%
Do., long	40%
Couplings, 4 in. and under	20%
Do., 4½ in. and larger	Net list

Pound goods—	Black	Galv.
Class B	0 20	0 28
Class C	0 13	0 20

Add 10%.

Net Prices on Soldering Coppers

Montreal.

While there is no change in prices of soldering coppers, some jobbers quote them by the pair rather than by pound prices, and following are the prices per pair of each weight:

SOLDERING COPPERS—1-lb., 52c per pair; 1½-lb., 70c; 2-lb., 95c; 2½-lb., $1.15; 3-lb., $1.30; 4-lb., $1.75; 5-lb., $2.20; 6-lb., $2.60; 8-lb., $3.50.

Dazey Churns Show Reduction

Montreal.

The Dazey glass churns will not cost quite so much, a reduction of about 5 per cent. being shown on the different sizes. Following are present quotations:

DAZEY CHURNS—No. 10, $11.50 doz.; No. 20, $19.20; No. 30, $24; No. 40, $30.50.
EXTRA JARS FOR ABOVE.—No. 10, $3.60 doz.; No. 20, $6.30; No. 30, $9; No. 40, $11.25.

Cotton Clothes Lines Lowered

Montreal.

There has been a small reduction in cotton clothes line, amounting to about 5 to 10 per cent. Cotton goods have been shown at reductions quite frequently in the last few months, and this week the clothes lines again feature. Following are the present prices: 30 feet hanks, $1.85 dozen; 40 feet, $2.30; and 48 feet hanks, $2.75 dozen.

Reduction on Tire Tape

Montreal.

Revised prices are quoted on tire tape, resulting in lower prices on the different sizes. One ounce rolls will now cost 72 cents per pound, 2 ounce 70 cents, and 8 ounce 66 cents per pound.

Blacksmiths' Vises Lower

Montreal.

A reduction of nearly 10 per cent. has been made on blacksmiths' vises of the different sizes or weights. Following are the new net prices:

30 in., $14.75 each; 50 in., $15.25; 60 in., $17.25; 70 in., $19.80; 80 in., $23; 90 in., $28.50.

Polishes Sell Well

Montreal.

At this season of the year both furniture and metal polishes are in good demand and jobbers state they are now selling well. Following are prices on well known lines:

LIQUID VENEER — Mops, regular, $20 doz.; Junior, $14. Polishes, 4 oz. bottles, $2.40 doz.; 12 oz. bottle, $4.80 doz.; quart cans, $10 doz.
O-CEDAR—Mops, No. 1, $16 doz.; No. 3, $16; No. 5, $16; No. 14, $16, No. 15, $10. Polishes, 4 oz. bottles, $2.40 doz.; 12 oz. bottles, $4.80; quart cans, $12; ½ gal. cans, $20; 1 gal. cans, $28.
BRASSO METAL POLISH.—¼ pt., $1.55 doz.; ½ pt., $2.90; 1 pt., $5.70; qts., $11.40.
SILVO.—No. 3, $1.50 doz.; No. 6, $2.50 doz.

Small Reduction in Chair Nails

Montreal.

Brass headed chair nails show a slight reduction. This is said to be the result of these now being made in Canada, as the Dominion Tack Co. are now manufacturing. Following are present prices:

CHAIR NAILS. — Bulk, per 1,000. — No. 41, $1.70; No. 42, $1.15; No. 43, $1.15.
In 100s.—No. 041, $2; No. 042, $1.35; No. 043, $1.20.
In 50s.—No. 0041, $2.20; No. 0042, $1.70; No. 0043, $1.35.

Ware Prices Holding

Montreal.

There is no change in prices of the different wares, quotations remaining steady. Tinware in such commodities as milk cans, milk pans and dairy pails is now active for spring demand. Enamelled and galvanized wares are also moving in a general sorting way, sales improving as the season opens. Aluminum ware has shown a fair demand all during the early spring months, showing an increased popularity in this line.

Gasoline and Oils are Held

Montreal.

Prices on gasoline and coal oil are held without change. Gasoline is quoted at 39 cents for motor, 44 cents for the higher grade, coal oil selling at 28 cents. Lubricating oils and gasoline are now selling in good volume as the motor season has opened at an early date.

Sheets Still Nominal

Winnipeg.

Present stocks of sheets continue to rule the quotations to a large extent, and prices are held as being nominal. From week to week the sales are reported larger, but are still below the average for this month. With dealer stocks low a much heavier demand was anticipated at this date, but a hand-to-mouth business still prevails. Production is still curtailed in the United States and operations are at a low rate. It is quite apparent that the low figures offered at recent dates will not stimulate buying. Following are present quotations:

PLATES—	
10 gauge	6 25
12 gauge	6 30
14 gauge	6 45
16 gauge	6 55
BLACK SHEETS—	
10 gauge	6 50
12 gauge	6 55
14 gauge	6 60
16 gauge	6 80
18-20 gauge	7 95
22-24 gauge	8 00
26 gauge	8 10
28 gauge	8 20

Sheets 36 in. wide, 10c per 100 lbs. extra.

GALVANZED SHEETS—	
U.S. Standard—	
10¾ gauge	10 25
28 gauge	9 75
26 gauge	9 50
22 to 24 gauge	9 35
20 gauge	9 15
18 gauge	9 15
16 gauge	9 00
14 gauge	9 00
12 gauge	9 00

English Standard—	Queen Head	Fleur-de-Lis
28 gauge	10 75	10 00
26 gauge	10 50	9 75
24 gauge	9 90	9 35
22 gauge	9 55	8 90
18 and 20 gauge	8 85	8 75

NOTE.—These prices are for full bundles, an extra charge of 25c to 35c per 100 lbs. is made for broken lots. These quotations are nominal.

Corrugated Sheets Improved

Montreal.

There is a slightly improved demand for corrugated sheets, but not up to normal considering the open weather. However, a better feeling is evident than has been shown in the past quiet months. List prices are unchanged, although it is reported better quotations may be obtained for quantities in the lighter gauges, and these are the only weights moving at this time.

CORRUGATED SHEETS—	Per 100 Sq. Ft.
No. 28 gauge	9 50
No. 26 gauge	10 25
No. 24 gauge	16 00
No. 22 gauge	19 00
No. 20 gauge	22 00
No. 18 gauge	28 00

Less 7½%.

Lighter than 24 gauge and wider than 27 inches, 75c a square extra.

Lead Products Unchanged

Montreal.

There is little new to report on lead products this week, prices remaining unchanged and considered fairly steady. Pig lead, which has shown recent declines, and continued to have an easy tendency, has now firmed considerably. Sales on the different lines are better during the past week, and with these tendencies prices are liable to be firmer rather than show further declines. Prices are as follows:

Lead pipe	0 12½
Lead waste	0 13½
Note.—Lead pipe is subject to a discount of 10%.	
CouplingsLead traps and bends	10% off
Lead wool, lb.	0 13½
Lead sheets, 2½ lbs.	0 11
Do., 3 to 3½ lbs. sq. ft., lb.	0 10¾
Do., 4 to 8 lbs.	0 10
Cut sheets ¼c lb. extra and cut sheets to size, ¾c lb. extra.	
Solder, guaranteed, lb.	0 26
Do., strictly, lb.	0 24
Do., commercial, lb.	0 21
Do., wiping, lb.	0 21¾
Do., wire lb.	0 34
Zinc, sheets, casks	0 14
Do., broken lots	0 15½

Scrap Metal Market Dull

Montreal.

Buying continues light in scrap metals, and an improvement is not yet shown. Enquiries are coming to hand a little better, but actual business seems to hold back. With the steel mills in their present condition, there is practically no call for scrap, and ferrous metals are much in the same position. Whether the opening of navigation will stimulate trade seems doubtful. However, dealers are hopeful that outside markets will show some improvement. Following are nominal quotations:

DEALERS' BUYING PRICES.

Automobile tires	0 75
Yellow brass	0 05
Red brass	0 09
Light brass	0 04
Scrap zinc	0 04
Lead, heavy	0 03½
Lead, tea	0 02
Light copper	0 08
Heavy copper	0 10½
Wrought iron, R. Rd., No. 1, per gr. ton	12 00
Malleable scrap (ton)	11 50
Pipe scrap (ton)	8 00
Stove plate, per ton	18 00
Heavy melting steel	8 50
No. 2 busheling	4 00
Boiler plate	0 08
No. 1 machinery cast, per gr. ton	$25.00 28.00

Iron and Steel Unchanged

Montreal.

Deliveries to merchants of bar iron and steel are reported with little change, or-

ders still being small. Jobbers have fair stocks on hand, and do not feel inclined to stock up any heavier at present. This has had its ill effects on the pig iron production in the United States, and until present stocks become lower there is likely to be little improvement. Following are the local quotations:

Common bar iron, 100 lbs.	4 00
Refined iron	5 50
Iron finished machinery steel	4 05
Mild steel	4 00
Band steel	4 00
Single reeled machinery steel	6 80
Spring steel	6 00
Sleighshoe steel	4 00
Tire steel	4 20
Toe calk steel	4 90
Harrow tooth steel	4 15
Mining tool steel, per lb.	0 23
Black Diamond tool and cast steel	0 23

NOTE—Refined iron is approximately $1.50 per 100 lbs. over base, but fluctuates owing to unsettled market.
Band steel in scroll bdles., 50c per 100 lbs. extra.
Flats, iron and steel, 3-16 and thinner, 50c per 100 lbs. extra.

Little Change in Ingots

Montreal.

There is little change in ingot metals, although some metals are slightly down in price from last week's quotations. The trend has also been slightly downward in London, caused by the coal strike, but taking everything into consideration, the market has held fairly well. The future action will depend almost entirely on conditions in the Old Country.

TIN.—Tin has eased a little, but not as much as might be expected. In New York it has held quite firm and it is not easy to get future quotations for fear of a duty being imposed. Local price a little easier at 36 cents.

COPPER—This metal has eased in London and New York follows suit. However, it is felt that copper is in a better position than it has been for some time. Casting is quoted at 17¾ cents, and electro at 18 cents.

SPELTER—It is fully expected that the United States Government will impose a duty on this metal, thus shutting out the importers. Spelter continues firm, although there is no change in price. Now quoted at 8½ cents.

LEAD—Lead is the firmest metal on the list, and will, it is expected, continue so. The trust price has advanced 15 points during the week. The local price is also a little higher at 6¾ cents.

ANTIMONY—There is no change in antimony, the market remaining quiet with no change in prices. Chinese or ordinary is quoted at 7¾ cents and English spelter at 8½ cents.

ALUMINUM—The market for aluminum remains dull, and very few enquiries are coming to hand. Local price continues at 35 cents.

Toronto Markets

TORONTO, April 7.—Hardware prices generally are inclined to be steadier and show few changes, although some important reductions have been made in the past few days. Pipe fittings have been further revised and are showing some declines. The new prices on building papers and sheathings are lower. Some lines of woodenware are reduced with lower quotations on clothes bars, step ladders and lawn swings. Cotton wrapping twines and sash cords have been reduced in price again, and other lines quoted lower include fuel oil, boat and barrel nails, and carpenters' chalk. Pipe is held at the decline noted last week, and sheets and plates, bar iron and steel, lead and zinc products, and roofings are holding unchanged. Ingot metals are weak with tin lower. Business is showing a slow gradual improvement, but heavy hardware is still backward and dull. Spring lines are reported to be moving well.

Clothes Bars Are Lower

Toronto.

Reductions have been made in the prices of wooden clothes bars, and the new quotations on three of these sizes are the following:

CLOTHES BARS—No. 4, $11 per doz.; No. 5, $13; No. 6, $16.

Some Step Ladders Reduced

Toronto.

A reduction of approximately 12 per cent. has been made in the prices of some step ladders, and the following are the new quotations:

STEP LADDERS, per foot—Shelf Lock, 32c; Faultless, 4 ft. to 8 ft., 45c; Faultless, 10 ft., 12 ft., 14 ft., 53c.

Corrugated Sheets Improving

Toronto.

Business is reported to be picking up a little in galvanized corrugated sheets and an increase of sales is likely during the next month. Prices continue to hold at previous quotations and are the following:

CORRUGATED SHEETS—	Per 100 Sq. Ft.
No. 28 gauge	9 50
No. 26 gauge	10 25
No. 24 gauge	16 00
No. 22 gauge	19 00
No. 20 gauge	22 00
No. 18 gauge	28 00

Less 7½%.
Lighter than 24 gauge and wider than 27 inches, 75c a square extra.

Lawn Swing Reduced

Toronto.

The Ontario four-passenger swing has been reduced in price about 15 per cent. and is now quoted at $8.50 net.

Maxwell Washers and Wringers

Toronto.

Revisions have been made recently in some of the Maxwell line of washing machines and wringers and the following are the prices of list No. 60:

WASHING MACHINES—Popular, list, $14.50; Economic, $16; Puritan, $19.50; New Champion, $22.75; Home, $20; Vacuum, $27; Home Water Motor, $28.

List less 25 per cent.

WRINGERS—Blue Belle, list, per doz. $115; Blue Belle folding B, $164; Rival, $105; Model, $91; Royal Canadian, $94; Imperial, $102. List less 25 per cent.

Freight equalized with Montreal, Ottawa, Toronto, Hamilton, Kingston, London or St. Marys, on shipments of ¼ dozen washing machines and upwards, and ½ dozen wringers and upwards.

Sad-Iron Handles

Toronto.

In the issue of March 26 a quotation of $1.60 per dozen was reported on sad-iron handles. This information was given to Hardware and Metal in good faith, but a mistake was made in taking the manufacturer's revised price as per gross instead of per hundred. The quotation should be $2.15 per dozen.

Spring Shipments Rope Moving

Toronto.

Business continues to make a slow but steady improvement in rope and twines. Sales are not large, but as the tendency in all lines is to buy smaller and more frequently the trade believe that they are getting their share of business. The prices of rope and binder twines will be found on current market pages.

Compression Work Steady

Toronto.

There is no change to record in prices of valves and bibbs. No great increase in sales has been noticed yet, but wholesalers state that an improvement is shown in each month's business. The following are the current quotations:

Compression work, standard	34%
Fuller work, standard	30%
Bath cocks, compression	25%
Do., Fuller	25%
Flatway stop and waste cocks, standard	34%
Roundaway stop and waste cocks, standard	34%
Brass steam cocks, standard	10%
Globe, angle and check valves, standard	5%
J.M.T.	10%
J.M.T. C.	15%
J.M.T. Gate Valves	15%
Gate or straightway	7/10%
Jenkins Globe	10%
Radiator valves, standard	23%
Do., removable disc	38%
Basin Cocks—	
No. 1 and 1, Fuller pattern	30%
Quick opening	28%
Emco J. D. Valves	10%
Emco Check Valves	10%
Webber Gate Valves	15%

Slow Improvement in Nails

Toronto.

Sales continue to show a small increase in wire nails, but the demand is not as active as it should be. Many believe that a bigger demand for nails will be noticed when new building construction gets under way, as it is understood that the majority of retailers' stocks of nails are small and not adequate for a normal demand. While building construction is not expected to be normal this season it is estimated that it will be heavier than was expected two months back. Wholesalers report wire nails unchanged at $5.10 per keg, base, and cut nails at $6.20, base.

Gasoline Prices Holding

Toronto.

There is no change reported in coal oil or gasoline prices. The demand is stated to be fair for the season of the year. Quotations for coal oil range from 27 to 30 cents per gallon, net, and for gasoline 38 cents for motor grade.

Fuel Oil Down One Cent

Toronto.

A reduction has been made in the price of fuel oil, and the new quotations are one cent per gallon lower. Tank cars are now quoted at 8.20 cents per gallon and barrels at 10.20 cents.

Bar Iron and Steel Unchanged

Toronto.

Wholesalers report but little change in business in bars or angles. Sales are better than earlier in the year, but increases have been so slight and gradual as to be hardly noticeable. Inquiries are a little more numerous but buying is still largely for immediate requirements. It is reported that Belgian bars are being offered on United States markets both at the Atlantic and Pacific coasts as well as on the Gulf at ½ cent per pound under the prices being asked at Pittsburgh. It remains to be seen what effect this will have on the U.S. mill prices. It is noteworthy, too, that Germany has secured orders for rails for South America at much lower prices than the lowest United States quotations. Wholesalers' stocks here are in fair shape and no changes in prices are recorded. Quotations are the following:

Common bar steel, 3-16 in.	$ 4 50
Common bar steel, ¼ in. and heavier	4 00
Common bar iron, 3-16 in	4 50
Common bar iron, ¼ in. and heavier	4 00
Angle base	4 10
Horseshoe iron	6 00
Tire steel	5 95
Band steel	4 50
Spring steel	12 75
Crucible Cast Sheet Steel	35 00
Mining drill steel	23 00
Common Cast Tool Steel	20 00
Sleigh shoe steel	4 50
Norway iron	15 00
Toe caulk iron	6 70
Hoop Steel	6 00

New Pipe Prices Hold

Toronto.

As reported in the last issue of Hardware and Metal a new list is out on pipe and is numbered 50. It shows a reduction of about three points on steel pipe, but wrought iron pipe continues unchanged. A smaller demand is reported for piping at present, and it is believed that stocks on the whole are in fair shape now. A falling off in orders for tubular goods is also reported from United States pipe mills, which until recently had been operating at a better rate than other steel product mills. List No. 50 will be found on current market pages.

Some Pipe Fittings Revised

Toronto.

Some revisions have been made in the price of pipe fittings and black and galvanized malleable pound goods are slightly lower, and unions, bushings and plugs are reduced about 10 per cent. The discount on unions is now 40 per cent., bushings and plugs 25 per cent. A little increase in sales is reported but is small yet. Stocks are said to be ample. The following are the present quotations:

Cast iron fittings	15%
Plugs, cast iron	25%
Do., solid	10%
Do., countersunk	net
Bushings	25%
Unions, ¼-in. to 2-in.	40%
Do., ⅛ in., 2½ to 4 in.	30%
Dart Unions, blk., ¼ in. to 2 in.	20%
Do., ⅛ in., 2½ to 4 in.	8%
Do., galvd., add to black	30%
Nipples, blk. and galvd., ⅛ to 4 in., close and short	40%
Do., 4½ in. and larger	30%
Do., long, ⅛ in. to 4 in.	50%
Do., 4½ in. and larger	40%
Do., running thread	20%
Couplings, 4-in. and under	20%

MALLEABLE FITTINGS

	Black.	Galvanized
Class A	0 60	0 75
Class B	0 23	0 32½
Class C	0 15	0 23

Cotton Wrapping Twine Lower

Toronto.

A reduction of from 12 to 20 per cent. has been made in the price of cotton wrapping twines in balls and cones. The 3-ply balls in 5-pound cotton sacks are now quoted at 42 cents per pound and the new price for cones is: 3-ply, 38 cents per pound; 4-ply, 41 cents.

Sash Cord Reduced Again

Toronto.

Another reduction has been made in the price of sash cord, and sizes 8 to 12 are now quoted at 50 cents per pound, No. 7 at 51 cents and No. 6 at 52 cents.

Carpenter's Chalk Reduced

Toronto.

Reductions have been made in the price of carpenters' chalk, and red and blue are now quoted at $2.80 per gross, net. The new price on the white is $2.25 per gross.

Building Papers: Lower Prices

Toronto.

The reductions reported last week in dry and tarred sheathings or building papers are now announced and constitute a decline in prices of from 10 to 15 per cent. The new quotations are the following:

Dry Fibre, No. 1, per roll of 400 sq. ft.	$1 45
Do., No. 2	0 95
Tarred Fibre, No. 1	1 55
Do., No. 2	1 25
Surprise or Stag Fibre	1 05

Boat Nails Are Reduced

Toronto.

New lower prices are made on boat and dory nails, and the new discount on the black is 60 per cent. and on galvanized 45 per cent. The previous discounts were 55 per cent. and 35 per cent. respectively. Quotations are the following:

BOAT NAILS—Per 100 lbs. List.—¾ in., $32; ⅞ in., $30; 1 in. and 1⅛ in., $28; 1¼ in., $26; 1½ and 1¾ in., $24; 2 and 2¼ in., $23; 2½ and 2¾ in., $22; 3 to 6 in., $21.

Packed in 25 lb. boxes.

Discount, black, 60%; galvanized, 45%.

40c allowed off above prices if packed in 100-lb. kegs.

Barrel Nails Are Lower

Toronto.

Reductions have been made in barrel or coopers' nails and these are now quoted at net list, a decline of approximately 10 per cent. The following are the new prices:

BARREL and COOPERS' NAILS—¾ in., $9.75; ⅞ in., $9.25; 1 in., $9; 1⅛ in., $8.50.

Oakum Prices Revised

Toronto.

Prices have been revised on oakum and are lower. Plumbers' oakum is being quoted at $8.25 per 100 pounds and marine at $17.

Lead Products Are Firm

Toronto.

A fair amount of business considering conditions is reported by a large manufacturer of lead products. Stocks in wholesalers' hands are stated to be ample and no changes in prices are noted. The primary lead and zinc markets are firmer and as predicted advances have been made in pig lead by leading United States producers. Prices are $5 a ton higher than a week ago. Quotations on lead and zinc products here remain as follows:

Lead pipe, list, per lb.	0 12½
Lead waste pipe, list, per lb.	0 13½
Do., over 8 in., list, per lb.	0 14½
Lead pipe is subject to a discount of 10%.	
Lead traps and bends	10%
Lead sheets, 4 to 6 lbs. sq. ft., in rolls, lb.	0 09½
Cut sheets, ½c to ¾c lb. extra and cut sheets to size 1c lb. extra.	
Solder, wire, per lb.	0 34
Do., strictly, lb.	0 24
Do., commercial, lb.	0 22
Do., guaranteed, lb.	0 27
Do., wiping, lb.	0 22
Zinc sheets, per lb.	0 16

Sheets Reported Slow

Toronto.

There is little new reported in black and galvanized sheets or in plates. A slight improvement is reported on each week's business, but it is small and is hardly noticed. Quotations generally continue to hold and though some lower prices are reported they are said to be in "seconds." It is stated that there has been an increase of activity in United States sheet metal mills during the past week or so, but the sheet industry as a whole is not producing more than at the rate of 30 per cent. of its mill capacity. Quotations here are nominally unchanged and are as follows:

PLATES

10 gauge	from 5 75 to 6 20
12 gauge	5 80 6 25
14 gauge	5 85 6 30
16 gauge	5 95 6 40

BLACK SHEETS

14 gauge	5 80 to 6 80
16 gauge	5 90 6 90
18-20 gauge	6 25 7 25
22-24 gauge	6 30 7 30
26 gauge	6 35 7 35
28 gauge	6 50 7 50

Prices shown are for full cases. An extra charge of from 25c per 00 lbs. is made for less than case lots. An extra 10c per 100 lbs. is also charged on sheets 36 in. wide.

GALVANIZED SHEETS

Premier and Apollo

10¾ oz.	8 90 to 9 80
U. S. 28	8 50 9 50
U. S. 26	8 20 9 20
22 and 24	8 05 9 05
18 and 20	7 90 8 90
16	7 75 8 75

12 and 14	7 70	8 70

An extra 40c per 100 lbs. is charged for Keystone brand copper bearing sheets.

An extra is now charged on galvanized sheets, 10¾ oz. and 28 ga., when shipped out in sheets 3 feet wide. The extra charged over prices shown above is 20c per 100 pounds. Other gauges show no change for different widths.

Prices shown are for full cases. An extra charge of 25c per 100 lbs. is made for less than case lots.

Waste Materials Not Improved

Toronto.

There is no improvement to report in the waste material market, and consumers are unwilling to buy. With present low prices producers prefer to let their material lie as freight and loading charges frequently absorb the prices quoted. Prices on heavy melting steel are easy and nominal, and stove plate is firm. Red and yellow scrap has very little demand, but lead scrap has been fairly heavy. The following prices are for fairly large quantities and are nominal.

WASTE MATERIAL

No. 2 busheling	....	$13 00
Stove plate, per ton	19 00	20 00
Yellow brass	6 50	7 50
Red Brass	....	10 00
No. 1 machinery cast	24 00	25 00
Heavy melting steel	13 50	14 50
Heavy Copper	10 50	11 00
Scrap zinc	3 75	4 25
Light brass	4 00	4 50
R.Rd. wrought iron, No. 1, gr. ton	13 50	14 50
Scrap pipe	8 00	9 00
Heavy lead pipe	4 00	4 50
Old rubbers, boots and shoes	2 00	2 50
Overseas lumbermen's rubber boots	1 50	2 00
Auto tires	0 50	1 00
Solid tires	0 75	1 25
Tea lead	1 75	2 00

Ingot Metals Listless

Toronto.

Ingot metals are reported listless and irregular. Tin is weaker and has declined while other metals are practically unchanged. The price of most non-ferrous metals is regarded as extremely low at the present time and is in some cases below the cost of production and the fact is demonstrated that notwithstanding the professions of political economists low prices do not alone stimulate business.

TIN.—This metal is weaker this week and is showing a decline. There has been a decline of £8 on London markets, due largely to the effects of the coal strike. United States markets are easier but not to the same extent. Prices locally are down 2 cents to 36 cents per pound.

COPPER.—Copper is showing no life. The announcement of further copper mining companies in the United States closing down, with the fact that firms producing 75 per cent. of the United States copper output are now completely closed, had a strengthening influence on copper values. Quotations were advanced and had it not been for the British coal situation, values would have moved up higher, it is believed. Quotations here are unchanged and casting copper is quoted still at 18 cents.

LEAD. — Business here is reported dull in lead. On United States markets advances of about $2.50 per ton were made in prices, but London markets declined about 10s during the week. Prices here remain at $6.

SPELTER.—Prices have been maintained except on London markets, but business has been very dull in spelter, and sales few. Quotations locally are unchanged at $7.25.

ANTIMONY.—This is dull and markets present no new features. Prices are unchanged at 8 to 9 cents.

ALUMINUM. — Consumers are still out of the market, it is reported, but an increase in inquiries is expected as the result of expansion in automotive lines. Prices remain unchanged and 30 cents is quoted here.

London Markets

LONDON, Ont., April 7.—Most prices are remaining firm in hardware lines but some declines are noted and probably the chief feature is the reduction in dry and tarred fibres and sheathings. Steel pipe is showing a lower quotation and the other reductions include sash cord and wrapping twines, clout nails and soldering coppers. Linseed oil and turpentine are again lower in price.

Business is reported as good and continues to show a steady improvement. Seasonable lines are in good demand. Merchants are buying more freely for their immediate needs and sorting orders each week are larger. Collections are reported to be good.

Linseed Oil Down 2 Cents

London, Ont.

Linseed oil has declined two cents per gallon this week. There is a good sale for this product now and the demand should continue to increase in volume. Present quotations are the following:

	Raw.	Boiled.
1 to 2 barrels, per gal.	0 85	0 88
3 to 5 barrels, per gal.	0 84	0 87
6 to 9 barrels, per gal.	0 82	0 85

Less barrels add 15 cents per gal.

Turpentine Declines Again

London, Ont.

A reduction of five cents per gallon has been made this week in the price of turpentine. This is meeting with a good demand now and sales are improving. The new quotations are as follows:

1 barrel lots, per Imperial gallon	$0 90
2 to 4 barrel lots, Imp. gal.	0 89
5 gal. lots, Imp. gal.	1 05

White Lead Sales Improve

London, Ont.

There is a good seasonable demand for white lead in oil at the present time and the sales are increasing in number. Prices show no change and are the following:

	Tons.	Less tons.
Pure, per 100 lbs.	$14 95	$15 30
Elephant, per 100 lbs.	15 45	15 80

Window Glass; Fair Sale

London, Ont.

Window glass is meeting with a fair sale here at present, but the demand is not large. There have been no further changes in price and the discount off list for single and double diamond is still 60 and 10 per cent. off. Off the cut light list the discount is 60 per cent.

No Change in Putty

London, Ont.

Putty is holding unchanged with sales only moderate. The following are the quotations on pure and standard:

Standard, 100 lb. drums, $7.05. per 100 lbs.; 25 lb. drums, $7.30. Pure, 100 lb. drums, $8.55 per 100 lbs.; 25 lbs. drums, $8.80.

Nail Sales Somewhat Improved

London, Ont.

There is an improvement in the demand for nails and sales are showing some increase. Prices are held unchanged and the wire nail base is still $5.10 per keg, and the cut nail base $6.40.

Brisk Sale of Horse Clippers

London, Ont.

There has been a brisk sale of horse clippers during the past month, and the Stewart No. 1 B. B. is quoted at $14, less 25 per cent.; the Handicap at $2.80 net, and the Newmarket at $3.50 net.

Lower Sash Cord Price

London, Ont.

Reductions have been made in the price of sash cord, and the new quotations are about 5 cents per pound lower. No. 6 is now quoted at 52 cents per pound No. 7 at 51 cents, and Nos. 8 to 12 at 50 cents.

Cotton Wrapping Twines Decline

London, Ont.

There has been a decline in the price of cotton wrapping twine and the new price in 3 pound balls is 43 cents per pound for 3 ply and 46 cents for 4 ply.

Building Papers Lower

London, Ont.

A reduction has taken place in the price of building papers, dry and tarred fibres and sheathings, and the new lower prices are the following:

Plain Fibre, No. 1, $1.45 roll; No. 2, 95c. Tarred Fibre, No. 1, $1.55 roll; No. 2, $1.25. Surprise, $1.05 roll.

Soldering Coppers Reduced

London, Ont.

Soldering coppers are reduced in price and the new lower base price is 42 cents per pound. The new net quotations on the various sizes are as follows:

Continued on page 64

Introducing a 'Decorative Service' Department

Novel Plans for Showing Color Schemes to Prospects—Store Equipment Which Shows Paint Stock to Best Advantage—Testing Paint Shipments as They Arrive—Giving the Customers the Information They Want.

A MERCHANT who has adopted several novel plans to encourage paint trade and who has experienced a rapid growth in his paint business has compiled a sort of diary of his experiences setting forth how he planned his department right from the beginning and how he has prepared to overcome all obstacles. He writes as follows:

"Before deciding upon the brand of paint I intended to adopt I went around to a number of paint manufacturers, secured samples of their lines and tested these out on various buildings under various circumstances. After making these tests I picked on the line which I am now carrying on my shelves.

"After I decided on the brand of paint, the next thing was to equip the store to sell it most effectively. Wooden shelves were built along the walls on both sides of the store, and at the back. The shelves were eight tiers high, the top shelf being for the large one gallon can, the second for half gallon can, and so on down to the smallest size at the bottom. This meant, of course, that the depth of these shelves varied according to the size of cans they were to carry. In other words the difference between the top shelf and the second shelf was several times the difference between the two bottom shelves. This is a point which can be kept in mind, as it improves the appearance of the store enormously, and the cans are all uniform around the store.

Wall Colors Shown

"The shelves are devoted entirely to cans of paints, varnish and shellacs. Flat wall colors are displayed on the floor of the store, an easel being used for this purpose about four feet high and two feet wide all the way down. These easels carry large pieces of beaver board. The bottom illustrates the base of any room and is interchangeable, so as to allow any shade of paint or varnish to be shown. The top of the beaver board carries the molding to illustrate same as the base. The beaver board is also arranged so that a piece can be attached at right angles to illustrate the ceiling. This is also interchangeable, so that the customers can see in a minute the various color schemes available in their home.

Decorative Service Dept.

This merchant points to the advantage of operating a decorative service department. The object of this system is to give a customer some idea of colorings that can be used throughout the home. Under this scheme the customer is also provided with approximate costs of same. No charge is made for this service, and there is no obligation on the customer whatever to buy. This merchant has had forms printed about 10 inches long by 6 inches wide. These carry a series of questions dealing with conditions in home, both interior and exterior, and questions as to what is desired. When a customer comes into the store and makes enquiries regarding color schemes, one of these forms is handed to her, and she is allowed to take this home to fill in at her leisure. She then returns these to the store and merchant prepares the color schemes, later dropping her a letter to advise her that these are ready for her inspection. Invariably she then goes into the store, where she is shown models of different homes, with her own color scheme on the house.

Clerk to Test Shipments

What this merchant claims is one of the most important items in a hardware store which stocks paint and varnish is to have a clerk that can test shipments as they come in. The best and easiest test, he says, is the glass test. Start by cutting about a dozen pieces of glass, two inches wide by eight inches long, so as to have all in uniform size. When wanting to make a test, simply pour a little paint or varnish on the glass to cover about half the length of the glass, and stand up to dry. Let it dry for ten hours, and any man with any experience at all in the paint line can soon tell what kind of merchandise he has received. If the paint on the glass is smooth then the shipment is all right, but if it is lumpy and runs, it is probably a poor batch in the manufacturing, he stated. After the test dip your glass in turpentine and the paint will come off, and the glass is ready for the next test.

How Many

of Your Customers Have Delayed Painting Their Cars?

RAMSAY'S AUTO ENAMEL

is "The Right Enamel to Enamel Right"

A suggestion from you to paint their cars with Ramsay's Auto Enamel opens the way for many sales of other lines you carry.

When you sell Ramsay's there is profit for you and a satisfied customer.

A. Ramsay & Son Company

Makers of Property Preserving Paints & Varnishes for 78 Years

Toronto MONTREAL Vancouver
Winnipeg

DISTRIBUTORS—Edmonton District: Revillon Wholesale Limited, Edmonton.
Calgary District: The McDonald-Baker Co., 818 8th Ave. W., Calgary.
Nova Scotia District: Jas. Simmonds, Limited, Halifax, N.S.



If interested tear out this page and place with letters to be answered.

Much Paint Consumed in Repairs

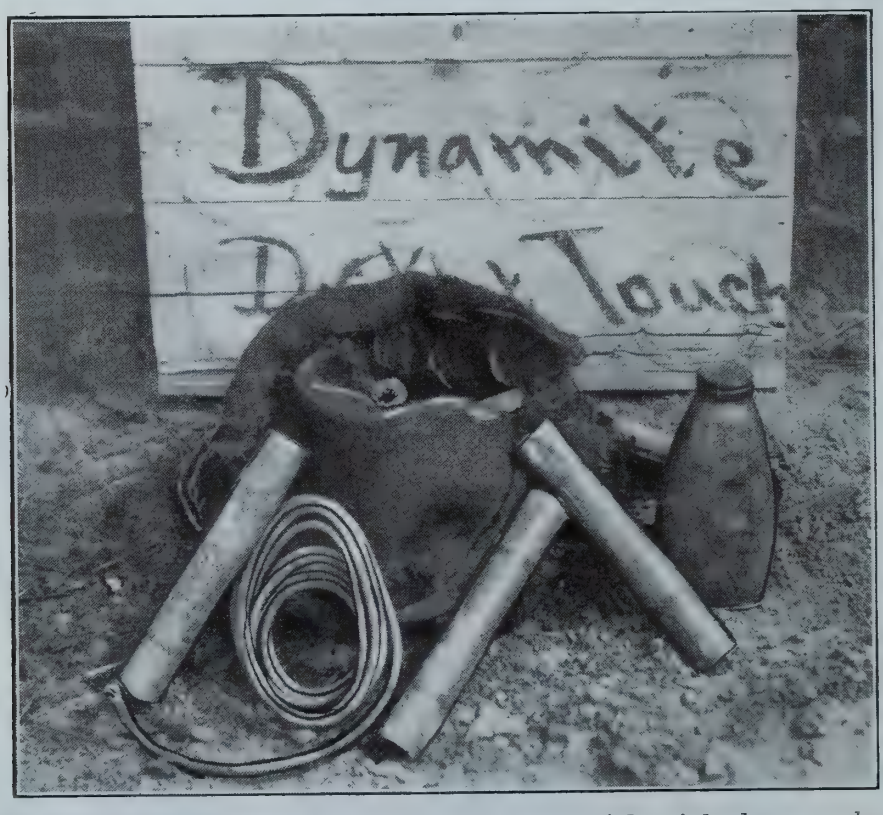
Sales of Paint on Gallonage Basis Equal to or Larger Than Last Year—Large Portion of Paint is for Repairs—Lack of New Building Therefore Not So Serious

MONTREAL.—"Paint manufacturers have nothing to fear for the output of their products from present indications, and week to week shows a decided improvement," said W. S. Fallis, vice-president and managing director Sherwin-Williams Co. of Canada, Ltd., discussing the matter with Hardware and Metal. It was also stated that in the opening months of this year the volume of business, judging by the amount of money involved, was only a few points less than last year. With the decline in prices, this would bring the gallonage equal to, if not exceeding, the year previous.

Mr. Fallis also quoted President Cornish, National Lead Co., in his report to the shareholders, which stated "75 to 85 per cent. of paint is used for repairs, leaving 15 to 25 per cent. for consumption on new buildings."

With building operations not as promising as other years, seemingly this will have no drastic effects on the paint trade. It being also noted that unemployment, caused by little activity in new building, assisted the household consumption of paint and paint sundries.

Explosives For Varnish Factory



A SOMEWHAT unusual incident and one which might have produced very far-reaching results was the discovery of the above articles consisting of ten and a half sticks of dynamite, twenty feet of fuse, a tin of gunpowder and a box of explosive caps, in a car of coal which was being unloaded at the plant of the International Varnish Company, Toronto.

A gang of men had commenced emptying the car by the shovel method, when they discovered this batch of explosives, sufficient to blow up a portion of the city. The police took the explosives in charge. The car had been shipped from Pennsylvania and it is thought the explosives were for use in the mine and had been left in the car by mistake. The car was of the self-dumping style and it is held that if the coal had been emptied by opening the shoots the explosives might have been detonated. It was a narrow escape for the varnish company and for other buildings in the vicinity.

Active Sorting In Paints, Etc.

That paint business is showing good signs of improvement is the statement made to Hardware and Metal by Mr. Higgins, local manager The Glidden Company, Toronto, who pointed out that an active sorting business was being done at present. Retailers were said to be ordering with a little more confidence than formerly, though business is still being placed for only short periods.

Questioned as to the effect of a resumption of building on the demand for paints, varnishes, etc., Mr. Higgins stated that this all depended on the class of building. He drew attention to the fact that a large office building recently constructed in Montreal made such generous use of marble, metal and waxed floors that only a very small portion of paints and varnishes were used. The resumption of activity in house building would, it was stated, help increase the demand for paints and varnishes. Mr. Higgins anticipates that the early spring and summer will help to increase business as the season progresses.

Rosin and Turpentine Imports From United States

Exports of rosin from the United States to Canada during January, 1921, amounted to 2,571 barrels valued at $27,728 and turpentine exports to Canada amounted to 42,245 gallons valued at $37,890.

Montreal's New Hotel

Montreal.—Work on Montreal's new hotel is expected to commence this month, the contract now being awarded. The name of the firm whose tender has been accepted is withheld, pending the conclusion of the necessary legal formalities.

It is understood that Canadian labor and Canadian material will be used in the construction as far as possible and some 2,000 men will in all probability be employed, the majority of these drawn from Montreal and district.

The building cost is estimated at $6,000,000. The building will contain 1,050 rooms, 30 stores and 40 offices. The construction will be steel and fireproof, with a grey stone and grey brick exterior. Provision will also be made for a roof garden and a banqueting hall capable of seating 2,000 for convention purposes.

DEATH OF G. F. STEPHENS

Many tributes to the late G. F. Stephens, president of G. F. Stephens & Co., Ltd., Winnipeg, whose death is announced, appear in the Western news section of this issue.

THE PAINT



OF MERIT

QUALITY

Quality is responsible for the very popular sale of all-Canada Paint Products. The high standard of our formulae for Paints, Varnishes, White Lead, Putty, Dry Colors and Insecticides have for fifty years been strictly maintained and wherever possible improved. Honesty of Quality is the greatest asset the merchant can offer his customers and is the surest guarantee of permanent growth and profits.

The Canada Paint Company's agency proposition rests firmly and securely on the foundation of superior quality, backed up by advertising and sales-promoting support of the strongest and most effective kind. This advertising and sales-promoting is concentrated on the farmer and property owner and is directing the paint business of every community into the store of the Canada Paint Company's agent.

May we send you particulars of our attractive agency proposition?

"ELEPHANT"
White Lead

The widespread popularity of Elephant White Lead and Elephant Pure Putty is due to the high standard of quality which is a distinguishing feature of all Canada Paint Products

Carry a stock of both on hand at all times

"ELEPHANT"
Pure Putty

"Save the surface and you save all" *Paint & Varnish*

THE CANADA PAINT CO.
LIMITED

PAINT-VARNISH & DRY COLOR MAKERS-LINSEED OIL CRUSHERS

MONTREAL-TORONTO-WINNIPEG-CALGARY-VANCOUVER-HALIFAX

If interested tear out this page and place with letters to be answered.

Weekly Paint Markets

Montreal

MONTREAL, April 7.—The paint markets are again featured by a decline in quotations on linseed oil and turpentine, both having a reduction of 5 cents per gallon. The demand for both of these products is reported light for this season of the year. White lead in oil and putty are unchanged in prices and are expected to remain at steady figures throughout the spring demand. Shellac is also maintained at its recent decline. Window glass is still in a wavering condition, with a slight increase in demand. Ready mixed paints and varnishes continue to show an increase in activity, a good volume of business still being done in mail and rush orders.

Linseed Oil Still Lower

Montreal.

Following a slump in the flax market the latter end of the week linseed oil again registers a decline, and is now quoted at 82 cents for raw and 85 for boiled in one barrel lots. A slightly firmer tendency has been shown the beginning of this week over the recent falling off in flax, but the market is by no means steady. Domestic seed is now far below the figures that were thought probable or even possible at this season with no settling effect in sight other than a great increase in demand that is hoped will prevail at an early date. Foreign seed is by no means encouraging, although slight improvements were noted all week. The demand for oil is reported by some crushers here as having a decided increase this week, while others state a very gradual improvement. Following are the present quotations:

1 to 2 barrels	0 82	0 85
5 to 10 barrels	0 80	0 83

Turpentine Has Easier Tendency

Montreal.

There has been a further reduction of 5 cents a gallon on turpentine, bringing the price now down to 90 cents in one barrel lots. Locally very little demand is in evidence, although the season of the year is now well at hand when buying should commence in earnest. The demand in the United States and Savannah markets is the ruling factor in turpentine, and the report for the week from the South indicates that paint and varnish manufacturers seem to be in possession of fair supplies, and jobbers are still purchasing in a purely hand-to-mouth fashion. Present quotations are as follows:

TURPENTINE—	Per Imp. Gal.
1 barrel lots	0 90
2 to 4 barrel lots	0 87
Broken lots	1 00

White Lead Selling Well

Montreal.

A steady market prevails on white lead in oil, and an increased volume of business is the only notable change this week. Sales are quite satisfactory considering paints and other paint products. Present prices will be found on current paint market pages.

Putty Unchanged: Sales Improve

Montreal.

With prices on putty remaining unchanged, sales are reported much improved. The purchases, however, are confined to present day requirements, full season's demand orders not being placed by the merchants. Manufacturers expect a sorting business throughout this season. Following are the unchanged quotations:

Standard Putty—	5 ton	1 ton	ton
Bulk barrels, 800 lbs.	$5 00	$5 25	$5 60
Bulk drums, 100 lbs.	6 00	6 25	6 60
Do., or tins, loose, 25 lbs.	6 25	6 50	6 85
Drums or tins, cased, 25 lbs.	7 00	7 25	7 60
1 lb. tins	9 75	10 00	10 35

Pure Linseed Oil Putty, $1.50 per 100 lbs. advance over above prices.

Little Improvement in Shellac

Montreal.

Orange and white shellac is now selling in better quantities, but buying is still curtailed and only actual requirements of the dealers being forwarded. Shellacs have been on a very unsettled basis all through the early months, and it is believed this is one of the factors for merchants holding back in their purchases. Prices are held at the decline quoted last week and are as follows:

Orange shellac, in barrels, $3.80; in one gal. jugs, $4.10; white, in barrels, or 5 gal. jugs, $4.25; in one gal. jugs, $4.55.

No Settlement in Window Glass

Montreal.

With a continued slight improvement in the demand for window glass, the market is still in a wavering condition. There are practically no new developments in the Belgian market, it remaining dull and unchanged as far as the Canadian importer is concerned. United States firms offer very attractive figures with little response. The sales that are made today, while comparatively few in number, in the majority of cases are at cut prices, and evidently all sources are still anxious to unload. Montreal jobbers still maintain that quotations are unchanged at 50 off Montreal list, while net lists with underselling prices are used in many quarters.

Paints and Varnishes

Montreal.

Mail orders are continuing to come to the hands of paint manufacturers in good numbers, keeping the volume of business well up, signifying that dealers are now reaping the benefit of the mild and open weather, and paint sales are increasing. Orders are remaining comparatively small, but manufacturers are realizing more and more that a fairly good season is ahead of them. Varnishes are still a little backward as far as sales to large corporations and concerns are concerned, but the dealer demand is commencing to show a satisfactory activity. Present prices are maintained on all lines and will in all probability continue so during the spring season.

Toronto

TORONTO, April 7.—Prices remain unchanged on most paint products, but there is a further lowering of shellac prices, and linseed oil and turpentine have declined again. Turpentine, however, is expected to be firmer as the Southern markets have strengthened again. In white lead and putty there is no change, and paint and varnish prices are holding, while the window glass situation is unchanged. Dealers and manufacturers both report an increased demand for paint and allied products and sales while not large are numerous and satisfactory. The early spring weather has been favorable for outside painting and a good deal of work is in progress. Last month's business is generally stated to have shown a distinct improvement over earlier months and an optimistic feeling regarding the future seems evident.

Turpentine Down Five Cents

Toronto.

Despite a stronger Southern market and an advance in prices at Savannah prices on turpentine are 5 cents per gallon lower than last week's quotations. Some wholesale dealers look for an ad-



HILLCREST REGISTERED
A GUARANTEE OF QUALITY

Pearcy's Prepared Paints

One of the oldest and most reliable prepared paints on the market to-day. This well-liked, saleable line of paints has given complete satisfaction for over 40 years. In brushing, covering and spreading qualities it cannot be excelled, nor has it any superior in wearing qualities.

When the "Hillcrest" salesman calls he'll be glad to tell you about this reliable, trustworthy line of pure prepared paints and point out to you the benefit to your business in handling a line that has stood the most convincing test of all—the test of time. Make friends with the "Hillcrest" salesmen; they'll serve you loyally, and they represent a house that stands behind, and co-operates with, the merchant.

We Also Manufacture;

Hillcrest Colors in Oil; Hillcrest Colors in Distemper; Hillcrest Colors in Japan; Hillcrest Porcelain White Enamel; Hillcrest Ebony Black; Spanish Enamel; Hillcrest Bath Enamel; Hillcrest Motor Car Enamel; Hillcrest Paste Filler; Hillcrest Crack Filler; Pearcy's Pure Prepared Paints; Hillcrest Barn Red Paint; Hillcrest Outside Gloss White; Hillcrest Inside Flat White; Hillcrest Aluminum Paint; Hillcrest Carriage Paint; Hillcrest California Gold Paint; Hillcrest Graphite Machine Paint Liquid; Hillcrest Orange Shellac; Hillcrest White Shellac; Hillcrest Oil Stain; Hillcrest Varnish Stain; Hillcrest Shingle Stain; Cottage Shingle Stain; Hillcrest Varnishes—all kinds; Hillcrest Pure Lead; Hillcrest Bronzing Liquid.

Sanderson Pearcy & Co.,
Limited

272 Van Horne St. (Corner of Dufferin St.)
West Toronto, Canada

Hillcrest Paint Products

Watch for our Semi-Monthly Bulletin next Saturday

If interested tear out this page and place with letters to be answered.

vance in prices here, while others state that with large stocks on hand in the South there is a possibility of even lower quotations than the present. The demand is showing greater strength and may have an effect on prices. Present quotations here are as follows:

TURPENTINE—	Per Imp. Gal.
1 to 2 barrels, per gal.	0 80
3 to 5 barrels, per gal.	0 79
6 to 9 barrels, per gal.	0 77

Linseed Oil at 80 Cents

Toronto.

Another small decline has taken place in the price of linseed oil and single barrels of raw are now quoted at 80 cents per gallon. The future tendency is still uncertain and it is reported that the flax seed market has dropped considerably in the past few days, while the situation in England is unsettled and the market is very weak there. Notwithstanding this crushers regard the present prices as very favorable and it is pointed out that in comparing present prices with pre-war ones there is 12 cents to be taken into consideration on account of extra freight rates, etc., which would give a very low price in comparison. A better demand is reported this week and the following are present quotations:

	Raw.	Boiled.
1 to 2 barrels, per gal.	0 80	0 83
3 to 5 barrels, per gal.	0 79	0 82
6 to 9 barrels, per gal.	0 77	0 80

Less barrels, add 15 cents per gal.

No Change in Putty

Toronto.

There is no change in putty prices. Sales are slightly improved, it is stated, but there is room for improvement. There is no sign of any change and quotations remain as follows:

PUTTY—	Per 100 lbs.
Standard in 100-lb. drums	7 05
Do., 25-lb. irons	7 30
Do., bladders in bbls.	8 30
Do., less quantities	8 55
Pure, in 100-lb. drums	8 55
Do., 25-lb. irons	8 80
Do., bladders in bbls.	9 80

White Lead Moving Better

Toronto.

An increase in the sales of white lead in oil is reported, and there has been a much better movement this past week or so. With outdoor painting shortly in full swing there is likely to be a good demand for this product from now on. Prices are steady and no further changes are expected. Prices are given on current market pages.

Shellacs Still Lower

Toronto.

The prices on shellac continue downwards, and quotations of $3.25 to $3.50 per gallon in bulk for orange shellac are given. On white shellac the bulk prices range from $3.65 to $4. In one-gallon jugs the quotations for orange are $3.80 to $4.25 and for white $4.25 to $4.50. Business continues to show a gradual improvement and sales are more numerous.

No Change in Glass

Toronto.

There is little change this week in the window glass situation. Sales are below the average, it is stated, though a small increase of business is reported. The tendency appears to be for hand to mouth buying still, and stocks are not heavy. With new building construction showing some renewal of activity a better movement in window glass should be observed. Prices remain nominally unchanged and wholesalers selling from old list are still quoting 60 and 10 per cent. for single and double diamond. The cut light list is quoted at 60 per cent. off.

Prepared Paints In Demand

Toronto.

A better demand is being experienced by manufacturers each week and sales although not large are fairly satisfactory. From reports to hand from all sources it looks as if this season will see smaller orders and more frequent ones than has been usual in the past. With smaller stocks mail orders are more in evidence and there is less of a tendency to wait until the traveller comes around before reordering. Business is reported as very fair in varnish stains and floor paints and enamels. Prices continue to hold unchanged on most lines and little change is expected.

Prices on Window Glass

Toronto.

Statements have appeared in some of the Canadian daily papers this week announcing a cut in the price of window glass made by the American Window Glass Co., of Pittsburgh, Pa. These reductions in U. S. glass prices were recorded in last week's issue of Hardware and Metal, but it is pointed out by wholesale glass firms that the declines do not affect Canadian markets. Glass prices here have been reduced from 50 to 55 per cent. since last fall, whereas the U. S. market has held fairly firmly, and prices on Belgian glass are lower than the U. S. market prices.

Improved Outlook For Turpentine

Stiffening of Prices in Primary Markets in Past Week—Season May See Higher Average Than Expected—Light Buying of Rosin Until New Crop Appears

THE new year opens with a somewhat brighter outlook for spirits turpentine, with some improvement in prices during the week, as the result of the needs apparently of one or two dealers, the official quotation advancing to 52½ cents yesterday, a gain during the week of 7½ cents, says "The Naval Stores Review," Savannah, Ga. The buying has not been general enough as yet to make a strong foundation for improved prices to rest on, but as the supplies in dealers' hands are not large, receipts for some weeks to come are light, and consumers are poorly supplied, the general feling is that turpentine is in a more healthful state than it has been and that the season may see a higher average than looked for in the depths of the depressed feeling now slowly subsiding. he stocks in the United States are small, but 29,000 barrels at the three main ports against 97,000 two years ago and 126,000 three years ago. The deliveries from week to week at London continue heavy and the stocks there are being pulled down steadily, so that an import demand is now expected from there much earlier than had been anticipated. The rosin situation, though, remains very unsatisfactory. The French market seems to have become thoroughly demoralized, and the last advices report that French bales have been sold in London on a basis of about $2.85 Savannah, with lower grades below that figure. A Review corespondent, stated that on March 15 French rosins were quoted at $3. This can hardly last long, though, and is regarded as the result of distress rosins being forced on the market. At home the rosin demand still remains small, despite the attractive prices offered to consumers. Advices from different sections indicate consumers prefer to await the new crop movement and its effect on values before buying at all freely. Encouraging signs, though, are to be found in the improvement in building operations recently throughout the country, the lowering of interest rates, the resumption of activities in automobile and other large industries on a scale more closely approaching the normal and the growth of the feeling of confidence that the country has passed through the crisis and is on the up grade, with a prospect of improvement slow but persistent and probably quite marked by the closing of the summer.

TRADE WITH WEST INDIES

Ottawa.—The House of Commons is considering a resolution approving the trade agreement between Canada and the West Indies. Sir George Foster suggested that discussion should be deferred until the bill based on the resolution came up for second reading. This was agreed to, the resolution carried, and a bill based on it was given first reading.

GLIDDEN

Two Sturdy Helpers

Floorette and *Wearette,* the two Glidden helpmates, not only help to keep things spick and span around the home, but they also help the dealer land a goodly portion of this profitable home business.

Floorette is a floor varnish that is made to *last and beautify.* With *Floorette* guarding the floors, your customers can feel sure that their floors will stand extremely hard wear.

Wearette is an equally efficient household helper. Employed on interior surfaces that are subjected to hard wear, this Glidden Household Varnish will be found unusually enduring.

Like all Glidden products, *Floorette and Wearette* find ready acceptance among customers. The well-known Glidden name and green label have already won the confidence of the public and make the selling of Glidden products easy.

THE GLIDDEN COMPANY, LTD, Toronto, Ontario

Branches at Montreal and Winnipeg



Glidden Leading Products

Endurance Paint, Prepared	Japspar Exterior Varnish
Endurance Auto Finishes	Velvet White Enamel
Floorette and Wearette Varnishes	Superior White Enamel
	Flat Wall Finish
	Insecticides

JAP-A-LAC

too

VARNISHES

LONDON MARKETS

Continued from page 55

Net prices. 42 cents lb. base.
4 lbs. to pair, 42 cents lb.; 3½ lbs. 43c; 3 lbs., 43c; 2½ lbs., 44c; 2 lbs., 46c; 1½ lbs., 49c; 1 lb., 53c; ¾ lb., 58c; ½ lb., 71c.

Coopers' Clout Nails Lower

London, Ont.

Coopers' clout nails are now lower, and the new quotation is $9.25 per 100 pound keg.

Steel Pipe Down Again

London, Ont.

Steel pipe has declined three points, and the new list effective March 28th is as follows:

Price List No. 50. March 28th, 1921

Standard Buttweld Pipe S/C

Size	Steel. Blk.	Steel. Galv.	Gen. Wrot. Blk.	Iron Galv.
⅛ in.	$ 6 50	$ 8 50	$	$ ....
¼ in.	4 89	6 99	5 91	8 01
⅜ in.	4 89	6 99	5 91	8 01
½ in.	6 50	8 03	7 95	9 48
¾ in.	7 99	10 06	9 95	12 02
1 in.	11 82	14 88	14 71	17 77
1¼ in.	15 99	20 13	19 90	24 04
1½ in.	19 11	24 06	23 79	28 74
2 in.	25 72	32 38	32 01	38 67
2½ in.	40 66	51 19	.....	.....
3 in.	53 17	66 94	.....	.....
3½ in.	67 62	84 18	.....	.....
4 in.	80 12	99 74	.....	.....

S.andard Lapweld Pipe S/C

Size	Steel Blk.	Steel Galv.	Gen. Wrot Iron Blk.	Iron Galv.
2 in.	$29 42	$36 08	$35 71	$42 37
2½ in.	44 17	54 70	54 11	64 64
3 in.	57 76	71 53	70 76	84 53
3½ in.	69 46	86 02	85 10	101 66
4 in.	82 30	101 92	100 83	120 45
4½ in.	95 89	1 20	1 30	1 54
5 in.	1 12	1 40	1 52	1 80
6 in.	1 45	1 81	1 97	2 33
7 in.	1 89	2 37	2 53	3 01
8L in.	1 99	2 49	2 66	3 16
8 in.	2 29	2 87	3 07	3 64
9 in.	2 74	3 43	3 67	4 36
10L in.	2 54	3 18	3 41	4 05
10 in.	3 28	4 10	4 39	5 21

Corn Planters Costing More

London, Ont.

The Eureka corn planter is costing more this season and the new higher prices are as follows: Nos. 3 and 4, $18 per dozen.

Rope Sales Slowly Improve

London, Ont.

The sales of rope and cordage are improving slowly and sales are slightly heavier each week. There has been no change in prices, which are the following:

Pure Manila, 24½c lb. base; Beaver Manila, 20c base; New Zealand Hemp, 20c base; Sisal, 18c.

Poultry Netting Selling Well

London, Ont.

The demand for poultry netting continues and the sales are good at present. Selling prices are list plus 10 per cent. for the 1 inch and 2 inch mesh in the Canadian make.

Garden Tools in Demand

London, Ont.

There is a better demand each day for garden tools, and sales show improvement from week to week. Fifty and ten per cent. off list is quoted, and spades and shovels, which are in fair demand, are selling at 35 per cent. off list.

Shoe Finders' List Down

London, Ont.

The new shoe finders' list which is now available shows a decline of about 5 per cent. from previous prices.

Screen Wire Moving Well

London, Ont.

A good movement is being observed in screen wire cloth at present and the black painted wire cloth is quoted at $3.50 per 100 square feet.

Coaster Wagons Selling Well

London, Ont.

An active demand is being felt for coaster wagons just now and stocks are moving rapidly. On the auto wheel line the prices are list less 35 and 10 per cent.

Lawn Mowers Active

London, Ont.

There is a very good movement in lawn mowers at the present time, and the booked orders for these are rapidly being shipped out. Quotations and net selling prices are the following:

Taylor-Forbes Make.—Starr, 10% off list; Woodyatt, 10% off list; Daisy, 15% off list; Empress, 15% off list.

Brockville Makes.—"K" line, 12 in., $10.10 each; 4-blade x 14 in., $10.50; 16 in., $10.91; 18 in., $11.65.

"C" line.—4-blade x 14 in., $11.05 each; 16 in., $11.60; 18 in., $12.05; 20 in., $13.10.

"BB"—4-blade x 14 in., $12.85 each; 16 in., $13.45; 18 in., $14.10; 20 in., $14.45.

Screen Door Hardware Selling

London, Ont.

With the approach of the warmer weather there is a good movement of screen door hardware and the spring hinges are quoted as follows:

No. 20 or No. 200, japanned, $2.50 dozen pair; No. 50, double-acting, japanned, $7; No. 44, loose pin, japanned, $3.

Lawn Hose Being Shipped

London, Ont.

The season for garden requisites is opening up earlier than usual, and shipments of lawn garden hose are beginning to be made and booked, orders in many cases going forward. Orders are being filled at the following quotations:

Corrugated Hose.—½ in., 19c ft.: ⅝ in., 21½c; ¾ in., 25c; 1 in., 40c. Less 5% in 500-ft. reels.

Hose—3 ply x ½ in., 11½c ft.; ⅝ in., 14c; ¾ in., 15½c. 4 ply x ½ in., 13c ft.; ⅝ in., 16c; ¾ in., 17c. 5 ply x ½ in., 15c ft.; ⅝ in., 17c; ¾ in., 19c.

Hose Fittings Quotations

London, Ont.

The season's business is starting on hose fittings and the following are the prices being quoted on these goods:

Hose Fittings.—Galvd. Bands—½ in., 36c doz.; ⅝ in., 48c; ¾ in., 48c; 1 in., 75c; 1¼ in., $1,40; 1½ in., $1.75.

Cast Splicer.—½ in., 70c doz.; ⅝ in., 85c; ¾ in., $1.

Brass Couplings—½ in., $2.65 doz.; ⅝ in., $3; ¾ in., $3; 1 in., $5.75.

Brass Splicers.—Coppers.—½ in., ⅝ in., ¾ in., $1.15 doz.

Winnipeg Markets

WINNIPEG, April 7. — Among the most important price changes this week is a new lower price on black and galvanized pipe. Soft and mild steel in rounds and squares has been reduced to $5.95 base. Some oil quotations are a trifle lower. Auger bits, ice-cream freezers, boat spikes, wheel casings, nail boxes, and axle greases are reduced in price. Shot guns and rifles have been revised in price and are a trifle lower. Business is improving very slowly, but there is an optimistic feeling here that a greater improvement will be felt shortly.

Wrought Iron Pipe Reduced Again

Winnipeg.

Prices on wrought iron pipe have been again reduced. Stocks are in good shape and it is moving much better than has been the case for the past few months. List No. 50 is the new selling basis now and is given here below:

BLACK PIPE.

F.O.B.

Size ins.	Winnipeg	Calgary Edmonton Lethbridge and Medicine Hat.	Saskatoon	Regina	Brandon
		[Add to Winnipeg price.]			
⅛	$ 6.21	$ 0.30	$ 0.20	$ 0.17	$ 0.11
¼	5.49	0.53	0.34	0.30	0.19
⅜	5.63	0.70	0.45	0.40	0.26
½	7.56	1.05	0.67	0.59	0.38
¾	9.32	1.40	0.90	0.79	0.51
1	13.82	2.08	1.34	1.17	0.75
1¼	18.68	2.80	1.80	1.57	1.00
1½	22.28	3.35	2.15	1.88	1.21
2	30.02	4.50	2.88	2.52	1.62
2½	48.70	7.18	4.60	4.02	2.68
3	63.72	9.42	6.03	5.28	3.39
3½	80.73	11.25	7.20	6.30	4.05
4	95.63	12.33	8.53	7.46	4.80
4½	114.30	15.61	10.04	8.75	5.62
5	133.20	18.12	11.60	10.15	6.52
6	172.80	23.45	15.00	13.14	8.44
7	252.90	29.09	18.62	16.28	10.46
8L	266.40	31.25	20.00	17.50	11.25
9	367.20	42.20	29.96	23.59	15.16
10L	342.00	40.00	25.60	22.40	14.40
		GALVANIZED PIPE			
⅛	$ 8.69	$ 0.30	$ 0.20	$ 0.17	$ 0.11
¼	7.79	0.53	0.34	0.30	0.19
⅜	8.01	0.70	0.45	0.40	0.26
½	9.27	1.05	0.67	0.59	0.38
¾	11.66	1.40	0.90	0.79	0.51
1	17.19	2.08	1.34	1.17	0.75
1¼	23.27	2.80	1.80	1.57	1.00
1½	27.81	3.35	2.15	1.88	1.21
2	37.40	4.50	2.88	2.52	1.62
2½	60.71	7.18	4.60	4.02	2.68
3	79.43	9.42	6.03	5.28	3.39
3½	99.63	11.25	7.20	6.30	4.05
4	118.04	12.33	8.53	7.46	4.80
4½	142.20	15.61	10.04	8.75	5.62
5	165.60	18.12	11.60	10.15	6.52
6	214.20	23.45	15.00	13.14	8.44
7	.....	29.09	18.62	16.28	10.45
8	.....	31.25	20.00	17.50	11.22

Linseed Oil Unchanged

Winnipeg.

Linseed oil prices are held unchanged again this week, and quotations are $1.20 per gallon for raw and $1.23 for boiled oil.

Auger Bits Reduced

Winnipeg.

The price has been dropped approximately 10 per cent. on auger bits and below are the new discounts: Common,

An All Purpose VARNISH

REDUCE your varnish inventory by carrying FLINTSPAR—the all-purpose varnish. It is adapted for use on porch doors, bathrooms, interior woodwork and for marine uses.

FLINTSPAR will not turn white under the action of either fresh or salt water. Its *DURABILITY* and its *QUICK-DRYING* qualities are exceptionally well balanced for a varnish of this character. A test will convince you.

Write for our proposition to-day.

FLINT VARNISH & COLOR WORKS
OF CANADA LIMITED
owned and operated by
CANADIAN EXPLOSIVES LIMITED
HEAD OFFICE
MONTREAL
TORONTO · WINNIPEG · VANCOUVER
· SUDBURY · HALIFAX ·
Makers of

FLINTSPAR



VARNISHES FLINT COLORS

20 per cent. off; Irwin, 30 per cent. advance.

Turpentine Held Unchanged

Winnipeg.

There is no change this week in the price of turpentine and last week's quotation of $1.30 per gallon in barrel lots still holds.

Boat Spikes Revised

Winnipeg.

New lower prices are quoted this week on boat spikes and are as follows:

¼ x 4, $10.80; ¼ x 6, $10.45; 5-16 x 5 and 6, $10.05; ⅜ x 6, 7 and 8, $9.25; ½ x 8, 9, 10 and 12, $9; ⅝ x 10 and 12, $9; ¾ x 14, $9.

Well Casing Lower in Price

Winnipeg.

The prices have been lowered on well casing and are as follows:

Screw and Socket.—4¼ in., $71.35; 5 in., $88.60; 5⅝ in., $109.45; 6¼ in., $125.10.
Inserted Joint.—4¼ in., $72.10; 5 in., $89.60; 5⅝ in., $110.60; 6¼ in., $125.55.

Nail Box Prices Lower

Winnipeg.

Prices for nail boxes are lower and are as follows:

3-lb., $20 per M.; 5-lb., $24; 7-lb., $30; 10-lb., $36.

Axle Grease Prices Reduced

Winnipeg.

Axle grease has been reduced in price a trifle and following are this week's quotations:

Diamond, 10% off.
Tins, 48-1, list $7.40.
Pails—10-lb., list $1.50; 15-lb., list $2; 25-lb., list $2.95.
Half barrels, list $8.20 per 100 lbs.
Barrels, list $7.60 per 100 lbs.
Mica, 10% off.
Tins—48-1, list $7.95; 12-3, list $5.65; 24-3, list $11; 12-5, list $9.15; 6-5, list $4.90.
Pails—10-lb., list $1.80; 15-lb., list $2.50; 25-lb., list $3.65.
Half barrels, list $9.35 per 100 lbs.
Barrels, list $8.75 per 100 lbs.

Ice Cream Freezers Reduced

Winnipeg.

The prices for Blizzard ice cream freezers have again been reduced and are as follows:

2-qt., $4.75 each; 3-qt., $5.75; 4-qt., $6.75; 6-qt., $8.25.

Fibre Wash Tubs Reduced

Winnipeg.

The prices on fibre wash tubs dropped a trifle this week and are given below:

No. 3, $18 doz.; No. 2, $21.10; No. 1, $24.35; No. 0, $29.55.

Oil and Gasoline Prices

Winnipeg.

The following quotations are made on motor oil and gasoline. En-ar-co motor medium and heavy, per gallon, $1.15; extra heavy, $1.25. White Rose gasoline, 43 cents per gallon.

Pittsburgh Markets

PITTSBURGH, April 7.—The iron and steel situation is now clearly defined. Any doubt there may have been as to the nearby future of the trade is resolved, as there has been buying in the past few weeks and the character of the buying is well established. When there was a complete absence of demand there was naturally doubt as to what would be the character of the demand when any developed.

Practically the universal experience of the steel producers is that of doing a carload business. That is true of the Steel Corporation quite largely when it receives releases on orders previously held up, though the Corporation does receive some releases of larger volume, and it is the usual experience of the independents when receiving new orders. It is only occasionally that a good sized order is placed, this being for some piece of construction work. The regular manufacturing consumers, as well as the jobbers, are calling for material in carload lots. In many cases the specifications show that the material called for is required to piece out on stocks already in hand. Some jobbers and manufacturing consumers have gotten to the point where they need to take steel in general, but in most cases it is a matter of rounding out stocks, which have been getting ragged.

There is nothing that can be called a "spring demand" and that is distinctly disappointing. There was no occasion for disappointment in January, when predictions made in December that there would be a revival in demand after the turn of the year failed of verification, for such predictions had not been well founded. January is not a month in which steel demand normally increases. March is such a month. The rate of steel consumption at the beginning of April does not appear to be larger than the rate at the beginning of January, and probably it is less. It is true that some industries are more active, much stress being laid upon this fact in various reports, but on the other hand many industries are less active, and not much is said about that.

Steel Prices

There is no deadlock on steel prices. Buyers give no intimation that there is any price at which they would really take hold. If there were any large demand to be developed by reducing prices the United States Steel Corporation would undoubtedly make the reductions it is certain to make eventually. The majority of the Steel Corporation's customers seem to be well satisfied with the Corporation's policy of holding to the Industrial Board schedule, and they could hold this view for no other reason than from having stocks of raw or manufactured material they wish to liquidate on the best terms possible. Of course those who are in the market to make fresh purchases secure the lowest quotations obtainable, but their buying is of small volume. While the total quantity of material now being specified is small, the probability is that the bulk of it is in the form of specifications against old contracts or releases for shipment against orders previously held up. In the case of the Steel Corporation this business is, of course, at the regular Corporation or Industrial Board prices, while in the case of the independents there are probably adjustments to the existing independent market as commonly quoted.

Bars remain quotable at 2c for carload lots with desirable specifications, shapes and plates being correspondingly 2.10c. These prices were possible a month ago, but concessions obtainable on large lots are probably smaller now than then. Seeing that it is two months since the independent market broke, and there has been no actual decline in these three important commodities for a month, it is plain that the break is over. The independent market is more or less stabilized, and the next important development will probably be the Steel Corporation's reduction, which may occur very soon or not for several months. While it is always somewhat dangerous to prophesy, there is reason for making this prediction. With their very light operation the independents have high costs, much higher than they would have with the same wage rates and raw material costs. They could reduce their production costs by having a larger operation, and that would be an incentive to cut prices further, but if much more business were to be obtained by making prices the Steel Corporation would be influenced by the condition as well, and would reduce its prices. Hence it seems reasonable to conclude that the independents are unlikely to reduce their prices much if at all until the time comes for the Steel Corporation to make its reduction. The common view is that when the Corporation acts on prices it will endeavor to make one reduction that will cover the whole ground.

The sheet market is lower by about $2 a ton on black and $4 on galvanized, at 3.75c for black and 4.80c for galvanized. These prices can be done on carload lots if the specifications are attractive. On large lots the concessions from the carload price are less than when the carload market was higher, and it is not altogether certain that any concessions could be secured, except on the heavy gauges of galvanized, the difference in production cost between heavy gauge and 28 gauge being greater than the gauge differentials in the standard list.



Registered

Floglaze

The Finish that Endures



Porch and Veranda Floors

BIG PROFIT in glossy, hard-wearing floor finish

Floors produce a large percentage of the paint department's profits. A high gloss floor finish appeals to women.

A long-wearing finish fixes the quality of your goods in the minds of your trade.

Floglaze for Porch and Veranda floors anchors better trade and bigger profit to the paint department.

Write for our dealers' booklet, "A Guide to Larger Profits."

THE **IMPERIAL VARNISH & COLOR CO.** LIMITED

HEAD OFFICE **TORONTO** CANADA

MONTREAL WINNIPEG VANCOUVER

Distributors for British Columbia:
T e Callander Shore Co.
155 Pender St. W. Limited
Vancouver, B.C.

Sole Distributors for Manitoba, Saskatchewan and Alberta
MILLER-MORSE HARDWARE CO.
"THE BIG WINNIPEG HOUSE"

Eastern Distributors:
Paint & Varnish Limited
243 Beaver Hall Hill
Montreal, Que.

If interested tear out this page and place with letters to be answered.

CURRENT MARKET QUOTATIONS

These prices are for such quantities as are usually ordered by retail dealers. Large buyers can frequently make purchases at better prices.

AMMUNITION, DOMINION

	Blk. List.	Lesmok List.	Smkless. List.
22 Short		$10 00	10 70
BB Caps			$ 7 00
22 S. Mush			11 50
22 Long		12 00	15 00
22 L. Mush.			16 00
22 L. R., do.			18 70
22 L. Rifle		14 00	17 50
25 Short	$23 50		
25 Long	33 00		
32 Short	23 50		
25/20	56 00		70 00
25 Colt Auto.			58 00
30 Mauser			91 00
32 S. & W.	38 50		42 00
32 S. Colt	38 50		
32 Colt Auto.			63 00
32/20	56 00		70 00
38 S. & W.			54 50
44 G. Getter			66 50
44/40	66 50		84 00
455 Target			85 00
250 Sav. H.P.			160 00
280 Ross			209 00
25/35			125 50
30/30			144 50
303 Savage			144 50
303 British			190 00
32/40	102 50		121 50
32 Special			144 50
32 Rem. Rim.			144 50
33 Win.			190 00
351 Self Ldg.			121 50
35 Rem. Rim			159 50
38/55	125 50		152 00
45/70-405	133 00		

Dominion Ammunition—Discount 30/20%.

AMERICAN AMMUNITION

Winchester and Savage advance 22½% on American list.

Remington Union Metallic list plus 22½%.

Shot, standard, 100 lbs., Toronto, $16.00; Montreal, $18.00; net extras, as follows, subject to cash discounts only: Chilled, $1.50; buck and seal, 80c; No. 28 ball, $1.20 per 100 lbs.; bags less than 25 lbs, ½c per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax freight equalized.

AXES

Boys' Axes	14 25	15 50
Hunters' Axes	13 00	14 50
Single Bits, doz.	18 00	20 50
Double Bit	24 50	25 00

On weights heavier than base add to list as follows:

Group 2	$ .25	Group 3	$ 50
Group 4	.75	Group 5	1.00
Group 6	1.25	Group 7	1.75
Group 8	2.25	Group 9	2.75
Group 10	3.25		

Axes, Bench, 45 per cent. off list.

BABBITT

Prices on babbit fluctuate with the metal markets and prices are quoted on application. Prices range from 10c to 75c a lb.

BELTING Leather)

Discounts apply to Revised List of Feb. 14, 1907.

Extra Quality, 15 per cent.
Standard Quality, 15/10 per cent.
Side Lace Leather, lb., $1.75.
Cut Lace Leather, lb. $2.00 $2.50

F.O.B. Montreal, Toronto.

BITS, AUGER

Standard List Prices per dozen.

3-16	$ 6.00	18-16	$12.00
4-16	5.00	19-16	14.00
5-16	5.00	20-16	14.00
6-16	5.00	21-16	16.00
7-16	5.00	22-16	16.00
8-16	5.00	23-16	18.00
9-16	6.00	24-16	18.00
10-16	6.00	25-16	21.00
11-16	7.00	26-16	21.00
12-16	7.00	27-16	24.00
13-16	8.25	28-16	24.00
14-16	8.25	29-16	27.00
15-16	9.50	30-16	27.00
16-16	9.50	31-16	30.00
17-16	12.00	32-16	30.00

Discounts from Standard List prices:

Beaver, 22½ per cent.
Gilmour Auger Bits, 7½ per cent.
Gilmour Eye Augers.
Irwin Auger Bits, list plus 22½%.
Irwin Car Bits, add 15%.

F.O.B. Toronto, Montreal, London and Hamilton.

BOARDS, BAKE

	⅜ Rim.	¾ Rim
0—16 x 22	$ 8 90	$12 50
1—18 x 24	10 78	12 80
2—18 x 29	12 10	14 75
3—20 x 30	13 86	17 75

BOARDS, IRONING

	Dozen
No. 1, Daisy	$38 00
No. 10, Daisy	43 00
No. 33	21 00
No. 35	38 00
No. 36	43 00
Perfection	48 00

BOARDS, SKIRT—

No. 11, doz.	$14 00

BOARDS, SLEEVE

No. 3, dozen	$ 7 00

BOARDS (Wash) Zinc.

	Dozen
Baby Globe	$ 3 00
Beaver (brass)	9 00
Canada Glass	9 00
Competition Globe (metal)	5 99
Diamond King (glass)	8 75
Enamel Queen	9 50
Glass Globe	8 75
Improved Globe	6 50
Jubilee	7 15
Neptune	6 50
Newmarket King	7 15
Pony	3 00
Royal Globe	6 00
Solid Back Globe	7 25
Standard Globe	6 00
Surprise	
Supreme Zinc	6 50
Western King (enamel)	9 50

F. O. B. Newmarket.
Subject to acceptance.

BOILERS (Range)

30-gal., standard	$13 00
30-gal., extra heavy	15 00

BOLTS AND NUTS

Discounts apply to standard list.
Carriage Bolts ($1 list), ⅜ in. dia. and smaller, 6 in. and shorter, 25%.
Carriage Bolts ($1 list), ⅜ in. dia. and longer lengths, 10%.
Carriage Bolts ($1 list), 7-16 in. dia. and larger, 15%.
Machine Bolts, ⅜ in. dia. and smaller, 4 in. and shorter, 40%.
Machine Bolts, ⅜ in. dia. and smaller, longer lengths, 15%.
Machine Bolts, 7-16 in. dia. and larger, 20%.
Sleigh Shoe Bolts, all sizes, 10%.
Coach and Lag Screws, 35%.
Bolt Ends, 20%.
Square Head Blank Bolts, 20%.
Plow Bolts, 1, 2, 3 head, 25%.
Plow Bolts, others, 25% net extra.
Elevator Bolts, large head, 10%.
Elevator Bolts, corrugated heads, 40%
Fancy Head Bolts, 10%
Shaft Bolts ($3 list), 10%.
Step Bolts, large head ($3 list), 10%
Whiffletree Bolts, 10%.
Tire Bolts, 50%.
Stove Bolts, 62½%.
Nuts, 2 in. and smaller, square Blank, add to list, $1.25.
Nuts, 2 in., and smaller, square—Tapped, add to list, $1.75.
Nuts, 2 in., and smaller, hexagon—Blank, add to list, $1.75.
Nuts, 2 in., and smaller, hexagon—Tapped, add to list, $2.25.
Terms—Cash in 30 days from date of shipment, less 2%.

BORAX

Lump Crystal Borax, lb. 13c-15c
F. O. B., Montreal, London, Toronto.

BRASS

	Base
Sheets, base, Montreal	0 30
Do., Toronto	0 29
Rods, base ½ to 1 in., round, Montreal	0 25
Do., Toronto	0 26
Tubing, seamless, base, Montreal	0 35
Do., Toronto	0 36

F.O.B. Montreal and Toronto.

BROOMS

	Doz.
No. 5, 4 strings	$ 7 00
No. 5, standard	9 00
Little Beauty	10 00
Royal Blue	14 95

BUTTS

	Wrought Steel—
No. 840	Net
No. 800	Net
No. 838	Net
No. 808	add 10%
No. 804	less 10%
No. 802	Net
No. 810	add 25%
No. 814	add 25%

F.O.B. Toronto, Montreal, London, Hamilton.

CANS

For discount on milk and cream cans, etc., see list under head of wares, etc.

CEMENT

Quotations withdrawn. Prices on application.

CHAIRS

	Dozen
Step ladder	$36 00
Step ladder stools	20 00

CHOPPERS, FOOD

Universal—Dozen, No. 0, $30; No. 1, $36; No. 2, $42; No. 3, $58.

Russwin—Dozen No. 0, $24.50; No. 1, $30.60; No. 2, $36.75; No. 3, $49.00.

Full case of half dozen.

F.O.B. Montreal, Toronto.

CHURNS

List price hand churns—No. 0, $12; No. 1, $12; No. 2, $13; No. 3, $14; No. 4, $16; No. 5, $19.

List prices power churns—No. 0, $11; No. 1, $11; No. 2, $12; No. 3, $13; No. 4, $17; No. 5, $20.

Discount of 10% f.o.b. Toronto, Hamilton, Fergus, London, St. Mary's.

Net list f.o.b. Montreal, Ottawa, Kingston.

CLIPPERS, HORSE

New Market, $3.50 per pair.
No. 1 B.B. Stewart Horse Clipper, $14 list, less 25 per cent.

CLOCKS—ALARM—

Big Ben	$ 4 00
Good Morning, each	1 90
Lookout	2 35
Sleepmeter	2 50

CLOTHES BARS AND DRIERS

	Per doz.
Clothes Bars, No. 1	14 40
No. 2	19 00
No. 3	14 40
No. 4	11 00
No. 5	16 00
No. 6	13 00

CLOTHES HORSE, Etc.

	Folding	Exten.
4 ft.	$13 50	$27 00
5 ft.	17 00	34 00
6 ft.	20 00	40 00

CLOTHES LINES (Galvanized)

No.	1,000 ft.
18—100 ft. lengths	$7 15
18—50 ft. lengths	7 80
19—100 ft. lengths	6 25
19—50 ft. lengths	7 00

F.o.b. Montreal, Toronto, London.

COBBLER SETS

Common, per set $1 35

CLOTHES LINES REELS

	Doz. net
No. 3	$20 00
No. 3½	21 65
No. 4	28 30

COIL CHAIN

	Fireweld	Proof	B.B.B.
5-16 inch			19 40
⅜ inch	15 30		16 55
7-16 inch	13 15		16 15
½ inch	12 75		15 75
⅝ inch	12 00		13 65
¾ inch	11 25		13 40
⅞ inch	10 80		13 00
1 inch	10 40		12 60

F.O.B. Montreal and Toronto.

	Electric Proof	Weld B.B.B.
3-16 in.	18 50	24 25
¼ in.	17 25	22 55
5-16 in.	14 90	18 80
⅜ inch	12 90	
7-16 in.	12 50	
½ in.	12 20	
⅝ in.	11 45	
¾ in.	11 25	

F.o.b. Montreal, Toronto.

Cow ties, plus 37½%; trace chains, list, plus 25%; dog chains, add 20%; halter chains, net; tie-out chains, 32½%; stall fixtures, No. 1, or heavy, $2 doz.; stamped, No. 3 or Dominion, $2.80 doz. net.; breast chains, No. 220, ... dozen pairs.

F.o.b. Montreal, Toronto, Hamilton, London.

COMBS—CURRY—

	Doz.
No. 111	$2 00
No. 121	2 20
No. 127	2 90

CATTLE—

98	$2 60
100	3 70

F.O.B. Montreal, Toronto, Hamilton, London.

COPPER—

	Mont. Base	Toronto Base
Casting ingot, see weekly report.		
Rods, ½ to 2 in.	0 32	0 34
Soft sheets, plain, 16 oz. and heavier, lb.	0 34	0 34
Plain Tinned, 16 oz. and heavier, lb.	0 38	0 39
Polished and Tinned, 16 oz. and heavier, lb.	0 42	0 45
Tubing, lb.	0 39	0 39

Above prices are full sheets and bars. Cut sheets and bars are 5c per lb. higher.

COPPERS, SOLDERING—

Base, 3 to 8 lbs., 44c f.o.b. Toronto and Hamilton.

3 lbs., 47c; 4 to 8 lbs., 45c. F.o.b. Montreal.

CORD (SASH)

No. 6, lb.	$0 52
No. 7, lb.	0 51
Nos. 8, 9, 10, 12	0 50

F.O.B. Montreal, Toronto, Hamilton, London.

CROWBARS — $10.50, $11.00 per 100 lbs.

DOORS, SCREEN

Kasement, No. 2, oak stain, varnished, including hardware sets:—

2 ft. 6 in., doz.	$45 00
2 ft. 8 in., doz.	45 60
2 ft. 10 in., doz.	46 70
2 ft. 7 in., doz.	46 80

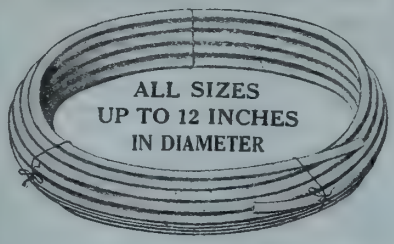
DRILLS—

Standard Lists.
Blacksmiths', ½ in. v 2½ in. shank

List	each.		
⅛	$0.45	19/32	$1.20
5/32	.45	⅝	1.30
3/16	.50	21/32	1.40
7/32	.55	11/16	1.50
¼	.60	23/32	1.60
9/32	.65	¾	1.70
5/16	.70	25/32	1.80
11/32	.75	13/16	1.90
⅜	.80	27/32	2.00
13/32	.85	⅞	2.10

"Pussyfoot" Closet Tanks "Aristocrat" Laundry Tubs

LEAD PIPE



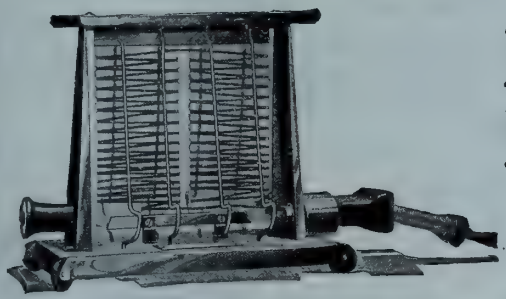
SHEET LEAD

ANY WEIGHT. EIGHT FEET WIDE. ANY LENGTH.



THE CANADA METAL CO., LIMITED, TORONTO

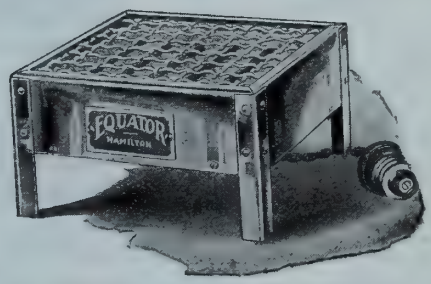
The Public Are Now Expecting Greater Value in Their Purchases



Cat. No. A8

EQUATOR PRODUCTS

LINE UP WITH THIS DEMAND



Cat. No. A3

EQUATOR MFG. CO., LTD. HAMILTON, CANADA



A Nice, Clean Profit
and Satisfied Customers

MANY energetic hardware dealers make a nice, clean profit every year selling the well-known

C·C·M· Bicycles

You can do the same. These bicycles are heavily advertised. They are the choice of the vast majority of Canadian riders. Cyclists know they can bank on C. C. M. quality.

You can sell C.C.M. bicycles with enthusiasm because you know they will give satisfaction. And every one you sell means a nice, clean profit for you.

If you are not a C. C. M. dealer, write us by next mail for an agency for one of these C. C. M. Bicycles.

The Bicycle with the C·C·M· TRIPLEX HANGER

Massey—Cleveland—Columbia—Red Bird
Perfect—Gendron—Ivanhoe

Canada Cycle & Motor Company, Limited

Montreal, Toronto WESTON, ONTARIO Winnipeg, Vancouver

If interested tear out this page and place with letters to be answered.

DRILLS—Continued.

7/16	.90	29/32	2.20
15/32	.95	15/16	2.30
½	1.00	31/32	2.40
17/32	1.05	1	2.50
9/16	1.10		

Intermediate sizes take list of next larger.

Bit Stock, list per doz, less 45%

3/32	$2.70	⅜	$ 8.50
⅛	3.00	7/16	10 50
5/32	3 50	½	13 00
3/16	4.00	9/16	15 50
7/32	4 50	⅝	18 00
¼	5 00	11/16	21 00
9/32	6 00	¾	24 00
5/16	7 00	⅞	30 00

Blacksmiths', ½-in. shank, Straight Shank, Straight Shank, wire, Taper Shank, 35 to 37½%.

EMERY CLOTH
See under Sandpaper.

ENAMELWARE
See prices under heading Wares.

FILES AND RASPS
Discounts below apply to list of Nov. 1, 1899.

Grest Western, Amer.	50%
Kearney, Foot, Arcade	55%
J. Barton Smith, Eagle	55%
P. H. and Imperial	55%
Globe	55%
Nicholson	32½%
Black Diamond	32½%
Delta Files	20%
Firth Files	50%

F.o.b. Toronto, Montreal, London and Hamilton.

FITTINGS—

	Montreal.	Toronto.
Cast iron fittings	....	15%
Malleable bushing	25%	25%
Cast bushings	25%	25%
Unions	40%	40%
Flanged unions	20%	7½%
Plugs, cast iron	22½%	25%
Plugs, solid	....	10%
Plugs, countersunk	net	net
Couplings, 4 in. and under	20%	20%
Do., 2½" and larger	net	net

POUND GOODS—

CLASS—	Blk.	Gal.
	Montreal.	
A	....	....
B	0 22	0 31
C	0 14½	0 22
	Toronto.	
A	0 60	0 75
B	0 23	0 32½
C	0 15	0 23

NIPPLES, WROUGHT
Close and short, 4 in. and under, 40%, 4½ and larger, 30%; long, 4 in. and under, 50%, 4½ in. and larger, 40%; running thread, 4 in. and under, 20%.
Terms, 2% 30 days. Approved credit, Ontario, Quebec and Maritime Provinces.

GRINDSTONES — Per 100 lbs.

Under 50 lbs., 1½ to 1¾" face	5 00
Under 50 lbs., 2¼ to 3" face	4 25
Over 50 lbs., 2¼ to 3" face	4 00
Bi-Treadle, each	9 75
Cycle BB	8 75

GRIND STONE FIXTURES

	Doz
No. 22	$ 9 60
No. 33	9 95
No. 2½	11 90
No. 3	12 50

F.o.b. Toronto.

HALTERS, LEATHER — Doz.

Russet, rope tie, 1 in.	
Black, rope tie, 1 in.	
Black, rope tie, 1¼ in.	
No tie, 1 in.	
No tie, 1¼ in.	

HALTERS, ROPE

Sisal, 7-16 in.	
Do., 9-16 in.	
Jute, 7-16 in.	
Do., 9-16 in.	

HAMMERS, NAIL

	Doz.
No. 21	$14 00
No. 1	19 00
Nos. 1½, 61½	18 75

HAMMERS, SLEDGE

Can. 2-2½ lbs., cwt.	$25 00
Do., 3-4½ lbs.	23 00
Do., 5 lbs. and over	16 00
Masons, 2-2½ lbs.	31 50
3-4½ lbs.	28 25
5 lbs. and over	23 00

F.o.b. Montreal, Toronto, Hamilton, London.

HAMMERS, STRIKING

No. 38, No. 46, 5 lbs. and over	$16 00

HAMMERS, MACHINIST

No. 30, 1-lb.	$12 60
No. 30, 1¼-lb.	13 50

Net.

HANDLE (WOOD)
All hickory handles, list plus 35%; all oak, ash and maple handles, list plus 20%; hay fork, hoe, rake, shovel and manure fork, list plus 20%; whiffletrees, doubletrees and neckyokes, list plus 35%; wood rakes, list plus 10%; horse pokes, list plus 10%; pike poles, list plus 30%.
Terms, all goods f.o.b. factories, 2% 10 days, net 30 days.
O-Cedar Mop Handles, less 30%.

HANGERS, BARN AND PARLOR

	List
Atlas, No. 0	$13 35
Atlas, No. 1	13 80
Atlas, No. 2	15 85
Stearns, 4 in.	12 80
Stearns, 5 in.	16 00
Perfect, No. 1	10 50
Canada	13 25
Hatch	13 25
National	15 00
America	19 00
Great West	30 00

HATCHETS, LATHING

No. 3	$10 25
No. 4	11 25

HATCHETS, SHINGLING

No. 1	$10 25
No. 2	11 25

HATCHETS, BARRELLING

Nos. 50, 60	$15 75

HATCHETS, CLAW

No. 7	12 25
No. 8	13 00

F.o.b. Montreal, Toronto, Hamilton, London

HEATERS, ELECTRIC

Glower Heater	12 00
Heatray Heater	14 00

Discount 22%-33%, according to quantity.

Majestic, 1 Burner	$11 50
Majestic, 2 Burner	17 50

Discount 27½%.

Universal	13 80

Discount 20 and 5%.
F.o.b. Toronto.

HINGES, SPRING

No. 200, per doz.	$2 50

HINGES, TEE AND STRAP

Heavy in Bulk.	Strap Doz.	Tee pairs.
4-inch	$3 00	$2 55
5-inch	3 70	3 20
6-inch	4 00	3 60
8-inch	5 40	4 10
10-inch	9 60	7 30
12-inch	11 90	11 60
14-inch	13 60	11 80

DISCOUNT 35%.

Light. Net Prices		
3-inch	$0 90	$0 90
4-inch	$1 08	1 00
5-inch	1 26	1 17
6-inch	1 53	1 35

Screw Hook and Strap Hinges—List prices, per dozen pairs—6 in., $4.30; 8-in., $4.80; 10-in., $6.40; 12-in., $7; 15-in., $7.50; 18-in., $11; 21-in., $12.40; 24-in., $16; 27-in., $17.20; 30-in., $18.50; 33-in., $21.50; 36-in., $24.50.
Discount 15%.
F.o.b. Toronto, London, Hamilton and Montreal.

HOES. Grub $10 50 $11 00

HOOKS, GRASS

	Canadian	English Fox
No. 2, per doz.	$4 90	$7 50
No. 3, per doz.	5 00	8 00
No. 4, per doz.	5 10	8 50
Little Giant	8 00	....
Barden Patent	8 00	....

F.o.b. Montreal, Toronto.

HORSESHOES

Patterns	Sizes made	Price per keg No. 2 and larger	No. 1 and smaller
		Less 20c.	
Light iron	0-7	$8 25	$8 50
Long heel light iron	3-7	8 25	....
Medium iron	1-8	8 25	8 50
Heavy iron	6-8	8 25	....
Snow	1-6	8 50	8 75
New-light "XL" steel	1-6	8 70	8 95
Featherweight "XL" steel	0-4	10 10	....
Special-countersunk	0-4	10 60	....
Toe-weight (front only)	1-4	11 10	....

Packing—Up to 3 sizes in one keg, 10c per 100 lbs. extra. More than 3 sizes, 25c per 100 lbs. extra.
F.o.b. Montreal and Belleville.
Terms—Cash in thirty days, less 2% discount

TOE CALKS
Nos. 0, 1, 2 and larger, sharp and blunt, $2.70 to $3.00 box.

HOSE, LAWN — Toronto

Corrugated, ½ in., 100 ft.	$19 00
Do., ⅝ in., 100 ft.	21 50
Do., ¾ in.	25 00

Less 5% for full reels, 500 ft.
F.o.b. Toronto and London.

IRON AND STEEL
See weekly report.

IRON, TINNED
Lion and Crown Brand, Toronto, in 22 gauge, 24 gauge and 26 gauge.

36 x 96	25c per lb.
30 x 96	25c per lb.

Less than case, 50c per 100 lbs. extra. F.o.b. Toronto.
These prices nominal.

IRONS (SAD)

Potts, polished, per set	$2 18
Potts, nickel plated, per set	2 30
Potts handles, japd., doz.	2 15
Common, No. 1, 4 and 5 lbs.	18 00
Do., 6 lbs. and up	17 00

F.o.b. Montreal.

IRONS, Electric
Model B, $7.50 list.
Classic, $8.00 list.
Discount 22% to 33%, according to quantity.

KNIVES, HAY

Spear Point	$19 00
Lightning	17 50
Heath's	17 50

LADDERS, Etc.

Step Ladders	Per ft.
Standard	0 40
Household	0 30
Shelf Lock, 4 to 8 ft. only	0 32
Faultless, 4 to 8 ft. only	0 45
Do., 10, 12 and 14 ft.	0 53

Single and Fruit Picking

10 ft. to 16 ft.	0 28
18 ft. to 20 ft.	0 29

F.o.b. Toronto, Hamilton, London.

Roped and Straight Extension Ladders — Per ft.

20 to 32 ft.	0 32
36 to 44 ft.	0 35
Over 44 ft.	0 43
Special quality, 20 to 40 ft.	0 40
Three section extension	0 40

F.o.b. Toronto, London, Montreal, Stratford.
Fire ladders up to 32 feet are twice the price of ordinary extensions. Over 32 ft. are supplied with supporting legs at three times the price.

LANTERNS — Per doz.

Short or Long Globe, plain or japd.	15 00
Dash, plain	18 75
Do., Japd.	19 25
Do., Search (r'nd reflec.)	17 00
Little Bobs	2 10-4 20

F.o.b. Toronto, Hamilton, London, Montreal.

LANTERN GLOBES—
Cold Blast, Short or Long

1 doz. cases	$1 85 doz.
3 doz. cases	1 65 doz.
6 doz. cases	1 60 doz.
Cold blast, genuine ruby	5 75

F.o.b. Toronto, London, Hamilton and Montreal.

LATCHES — Per doz.

Steel Thum, No. 2	$2 25
Do., No. 3	3 15
Do., No. 4	4 70
Barn Door, No. 5	3 30
Do., No. 9	3 50

F.o.b. Montreal, Toronto, London.

LEAD
For pig lead and lead and zinc products see weekly report.

MACHINES (WASHING)

	List each
Dowswell	12 75
Noiseless	17 50
Hamilton	14 00
Peerless	14 50
Snowball	19 50
New Century, style A	19 75
New Century, style B	21 75
New Century Electric	160 00
Playtime, engine drive	27 00
Ideal Power	28 00
Seafoam, electric, style A	105 00
Seafoam, engine drive	50 00
Sunshine	10 25
Popular	14 50
Economic	16 00
Puritan	19 50
New Champion	22 75
Home	20 00
Vacuum	27 00
Home Water, motor	28 00
Whirlpool, water power	32 00
Hydro, 1 Tub, engine drive	57 00
Do., do., electric	116 50
Rotary water motor washer	29 00
Connor ball-bearing, with rack	22 75
Perfection, engine drive	65 00
Perfection ,electric	124 00
Beaver	27 50
Beaver, power	28 50
Connor, vacuum	27 50
Patriot	20 00
Jubilee	12 50
Canada First	20 00

Less 25%.
Freight equalized with Montreal, Ottawa, Toronto, Hamilton, Kingston, London and St. Mary's on shipments of quarter dozen and upwards.

MATTOCKS

Cutter, doz.	$14 00
Pick, doz.	14 00

F.o.b. Montreal, Toronto, London Hamilton.

MIXERS, BREAD

Canuck—	
No. 4, dozen	$36 24
No. 8, dozen	46 92
Universal—	
No. 4, dozen	$40 75
No. 8, dozen	52 00

MOPS — Doz. Net

Liquid Veneer	$20 00
O-Cedar, less handle	14 00
Do., with handle	16 00
S. W. Mops, complete	5 50
Mop Sticks, No. 8	2 00
Cast Head Mop	2 00
Crescent, No. 10	2 85 2 25
Crank wringing	8 25- 9 00

F.o.b. Montreal, Toronto, Hamilton, London.

MOWERS, LAWN

Adanac	35%
Woodyatt	10%
Empress	15%
Mayflower	25%
Ontario Daisy	15%
Star	10%
Brockville K	Net
Brockville C	Net
Brockville BB	Net

F.o.b. Toronto, Guelph, London, Hamilton, Brockville.

NAILS
List adopted Sept. 10, 1920.
Advance over base on common wire nails in kegs.

1 inch	$1 50	2¾ inch	$0 30
1½ inch	1 40	3 inch	0 20
1¼ inch	1 15	3¼ inch	0 15
1½ inch	0 80	3½ inch	0 10
1¾ inch	0 75	4 inch	0 05
2 inch	0 60	4½ inch	0 05
2¼ inch	0 55	5 inch	base
2½ inch	0 30	5½ inch	base
		6 inch	base

6½ to 12-inch 2 ga. and heavier, 25c over base.
Standard Steel Wire Nails, f.o.b. London; Hamilton, Milton, $5.10 base; Toronto, $5.10.
F.O.B. Montreal, $5.00 base.
Freight equalized on above points.
Windsor, Walkerville, Sandwich, f.o.b. factory prices, carload freight allowed, ...
Sault Ste. Marie, Port Arthur, Fort William, $5.55 base, f.o.b. factory; no freight allowance.
Moulding, Flooring, Slating, Box, Fence, Barrel Nails, 25c per 100 lbs. over common nail prices. Finishing Nails, 50c per 100 lbs. advance over common nail price
Miscellaneous wire nails, 65% off miscellaneous list, f.o.b. Toronto, Montreal, Hamilton and London.

NAILS, CUT
Montreal, $5.75; London, $6.40 base; Toronto, $6.20.
Roofing Nails — American, large head, keg, $11; 25-lb. boxes, per F.o.b. Montreal, Toronto, Hamilton, 100 lbs., $12.

OUR COLORED GRADES
1B, 1A, 7, 1, 5

OUR WHITE GRADES
Jap, XC, X, XX, XXX

We can supply you with cotton waste at prices lower than any others for equal quality. Better write us your needs to-day.

ACME WASTE MFG. CO., LIMITED
492 Wellington St. W., Toronto



No. 206 Torch
List Price Each $31.00
Ask for Discount

C. & L. No. 206 Double Blunt Needle Torch

The Best Two Quart Torch made

This Torch is designed for extra heavy work in any kind of weather. Can be used with Gasoline or Kerosene. It is fitted with our new Patented Burner which produces tremendous heat and is made of generator metal. It has two needles. The lower is a shut-off needle and the upper a cleaner needle. **It is impossible to enlarge the orifice,** saving a large percentage of burner troubles. Sold everywhere under the maker's guarantee. Write for catalog. Jobbers supply at factory price.

Clayton & Lambert Mfg. Co.
10615 Knodell Ave., Detroit, Mich., U.S.A

WHY EXPERIMENT ?
WE DID IT FOR YOU YEARS AGO



IMPERIAL GENUINE

For Heavy Engines and Extraordinary Hard Work



HARRIS HEAVY PRESSURE

THE COPPER COATED CAKE

For Donkey Engines, Saw Carriages, Small Motors, Transmission Line Shafting and all steady heavy pressure duty.



Matchless

Suitable For Slow-Moving Bearings

Write For Prices

THE CANADA METAL CO., LIMITED
TORONTO HAMILTON MONTREAL
WINNIPEG VANCOUVER

THE MANUFACTURER

of pure food products does not object to Pure Food Laws.

The responsible Banker does not object to Government inspection.

The honest promoter of industry does not object to Blue Sky legislation.

The reputable publisher does not object to the verification of his circulation statement by the Audit Bureau of Circulations.

The scrupulous business man never objects to investigation. He welcomes it. It protects him against unfair competition. He is willing to pay his share of the cost.

Hardware and Metal is a member of the Audit Bureau of Circulations and contributes to its cost of maintenance. It is the greatest protection that an honest publisher can have.

If interested tear out this page and place with letters to be answered.

NAILS (HORSE)

Size	C Brand
Capewell—	Per 25-lb.box
No. 5	$6 75
No. 6	6 50
No. 7	6 25
No. 8	6 00
No. 9 to 12	5 75

Discount, 10%

"M.R.M." BRAND

No.	Net Price List Lengths	Per box of 25 lbs.
3	5⅝"	$20 25
4	1¾"	10 25
5	1 15-16"	5 25
6	2⅛"	5 00
7	2 16-16"	4 75
8	2½"	4 75
9	2 11-16"	4 50
10	2⅞"	4 50
11	3 1-16"	4 50
12	3¼"	4 50

F.o.b. London, Hamilton, Montreal, Toronto.

NETTING, POULTRY

List prices per 50-yd. rolls.
Adopted March, 1900.

2-inch mesh and 19 ga. wire.

12 inch...	$1 80	48 inch...	$ 6 20
18 inch...	2 65	60 inch...	7 70
24 inch...	3 40	72 inch...	9 20
30 inch...	4 00	84 inch...	10 50
36 inch...	4 75	96 inch...	12 00
42 inch...	5 50		

1½ inch mesh and 19 ga. wire.

12 inch...	$3 50	42 inch...	$10 50
18 inch...	5 00	48 inch...	12 00
24 inch...	6 30	60 inch...	15 00
30 inch...	7 75	72 inch...	18 00
36 inch...	9 90		

1 inch mesh and 20 ga. wire.

12 inch...	$4 00	42 inch...	$12 00
18 inch...	5 50	48 inch...	14 00
24 inch...	7 00	60 inch...	17 00
30 inch...	8 50	72 inch...	20 00

¾ inch mesh and 20 ga. wire.

24 inch..	$10 50	36 inch...	$15 00
30 inch..	12 75		

½ inch mesh and 22 ga. wire.

24 inch..	$16 50	36 inch...	$24 00
30 inch..	20 00		

Discounts at present quoted apply only to 1 and 2 inch mesh setting. Other prices have been withdrawn and are quoted only on application.

Toronto, London, Montreal, Canadian netting, 2-in. mesh, plus 10%.

1-in. mesh, plus 10%.

American netting, 1-in. mesh, add 10%.

Invincible—	Per rod
1848	$0 95
2060	1 05

Put up in 10, 20 and 30-rod rolls.
F.o.b. Montreal.

Blue Ribbon—	
24-inch, per roll	5 50
36-inch, per roll	7 15
48-inch, per roll	8 35
60-inch, per roll	9 85
72-inch, per roll	11 25

Put up in 10 rod rolls.

NIPPLES

See Fittings.

OAKUM—

Special No. 1	18 50
Plumbers'	8 00

F.o.b. Montreal, Toronto.

OILS	Toronto
Royalite, gal	0 27
Palacine, gal	0 30
Gasoline, net, gal.	0 38

Above prices net.

	Gallon
Black oil (summer)	0 24.6
Black oil (winter)	0 25.1
Capital, cylinder	0 88.6
Mach. oil, regular grades	0 52.6
Imperial gas engine oil	0 59.1
Paraffine	0 31.1

List, less 15% on above.

Imperial Kerosene, tractor	1 50

List less 25%.

Polarine Oil, list	1 50
Polarine Oil, heavy, list	1 50
Polarine A, list	1 50

List, less 25%.

Gargoyle Mobiloil E and Arctic	1 60
Gargoyle Mobiloil, B	1 95
Gargoyle Mobiloil, BB	1 90
Gargoyle, Mobiloil A	1 80

List, less 15% on above.

Fuel Oil, bbl., net	0 10.2
Do., tank cars, net	0 08.2

Prices shown are barrel basis unless otherwise specified. Barrels charged extra.

OLD MATERIALS

See weekly report.

PACKING

	Per lb.
Fine jute	$0 17
Coarse jute	0 13
Hemp	0 36
Square braided hemp	0 38
No. 1 Italian	0 44
No. 2 Italian	0 36

F.o.b. Toronto, Montreal.

PAPER

	Per 400-ft. roll Montreal	Toronto
Dry Fibre, No. 1, Anch.	1 45	1 45
Do., No. 2, Anch.	0 95	0 95
Do., No. 2 Elephant	0 95	0 95
Tarred Fibre, No. 1 Anchor	1 55	1 55
Do., No. 2, Anchor	1 25	....
Elephant Brand, tarred, No. 2	1 25	1 25
Surprise Fibre	1 05	1 05
Stag Sheathing	1 05	1 05
Cyclone, dry	1 45	1 45
Do., tarred	1 70	1 70
Joliette Sheathing	0 95	0 95
Do., tarred	1 25	1 25

Per 100 lbs.

Monarch Sheathing, white	8 75	
Do., gray	6 75	
Straw Sheathing, heavy, dry	5 10	
	Mont.	Toronto.
Imp. White Sheathing	$6 75	....
Imp. Grey Sheathing	5 50	....
Scythe Brand dry straw	4 55	....
Spruce Sheathing, 36" and 72" wide	7 25	
Asbestos Sheathing	13 50	
Carpet Felt	6 50	
Tarred Felt, 7, 10 and 16 oz.	5 35	

F.o.b. Toronto and Montreal and Hamilton.

PASTE

Stick-Fast	
In barrels, 250 lbs., lb.	0 14
Barrels of 5 lbs., cotton bags, lb.	0 15
In kegs, 125 lbs., lb.	0 16
In 50-lb. boxes, lb.	0 18
In 25-lb. boxes, lb.	0 19
Solpar	
Barrels (200 lbs.), per lb.	0 14
2-lb. pkgs, case lots, lb.	0 16
1-lb. pkgs., case lots, lb.	0 17

PICKS

Clay—	Montreal	Toronto
5 to 6 lbs., doz.	11 50	12 00
6 to 7 lbs., doz.	12 50	13 00
Rock—		
7 lbs.	13 50	12 50
8 lbs.	13 50	12 75

F.o.b. Montreal and Toronto.

PINS, CLOTHES

	Per case
5 gross, 4-in. (loose)	$2 25
4 gross (cartons), 4 in.	2 25
Spring, 2 grs. box	1 90

F.o.b. Montreal and Toronto.

PIPE, WROUGHT

Price List No. 50, March 28, 1921.

Standard Buttweld Pipe S/C
Per 100 feet.

Size	Steel Blk.	Steel Galv.	Gen. Wrot. Iron Blk.	Gen. Wrot. Iron Galv.
⅛ in.	$ 6 50	$ 8 50	$	$ ....
¼ in.	4 89	6 99	5 91	8 01
⅜ in.	4 89	6 99	5 91	8 01
½ in.	6 50	8 03	7 95	9 48
¾ in.	7 99	10 06	9 95	12 02
1 in.	11 82	14 88	14 71	17 77
1¼ in.	15 99	20 13	19 90	24 04
1½ in.	19 11	24 06	23 79	28 74
2 in.	25 72	32 38	32 01	38 67
2½ in.	40 66	51 19	.....	.....
3 in.	53 17	66 94	.....	.....
3½ in.	67 62	84 18	.....	.....
4 in.	80 12	99 74	.....	.....

Sandard Lapweld Pipe S/C
Per 100 feet.

Size	Steel Blk.	Steel Galv.	Gen. Wrot. Iron Blk.	Gen. Wrot. Iron Galv.
2 in.	$29 42	$36 08	$35 71	$42 37
2½ in.	44 17	54 70	54 11	64 64
3 in.	57 76	71 53	70 76	84 53
3½ in.	69 46	86 02	85 10	101 66
4 in.	82 30	101 92	100 83	120 45
4½ in.	95 89	1 20	1 30	1 54
5 in.	1 12	1 40	1 52	1 80
6 in.	1 45	1 81	1 97	2 33
7 in.	1 89	2 37	2 53	3 01
8L in.	1 99	2 49	2 66	3 16
8 in.	2 29	2 87	3 07	3 64
9 in.	2 74	3 43	3 67	4 36
10L in.	2 54	3 18	3 41	4 05
10 in.	3 28	4 10	4 39	5 21

Freight equalized on Chatham, Guelph, Hamilton, London, Montreal, Toronto, Welland.

PIPE (Conductor)

	Plain	List
2 in., in 10-ft. lengths, list.	$18 40	
3 in. in 10-ft. lengths, list.	22 30	
4 in., in 10-ft. lengths, list.	29 60	
5 in., in 10-ft. lengths, list.	40 00	
6 in., in 10-ft. lengths, list.	49 00	

Less 50/10%.

F.o.b. Toronto, Ottawa, Oshawa.

PIPE, LEAD

See weekly report.

PIPE (SOIL) Med. and extra heavy.

2 in., 3 in.	10%
4 in.	20%
5, 6 in.	15%
8 inch	Plus 5%

SOIL PIPE FITTINGS

2, 3, 4, 5, 6, in.	40%
8 in.	plus 5%

PIPE (STOVE)

See prices under Wares, etc.

PITCH

Pine, black, per bbl.	$13 25
Navy pitch, per bbl.	6 50
Coal tar pitch, per cwt.	1 50

F.o.b. Montreal, Toronto

PLANTERS, CORN

King of Field, doz.	$13 20
Triumph, doz.	11 00

PLATES, CANADA

Prices nominal.	Montreal	Toronto
Do., 60 sheets	$10 00	11 25
Ordinary, 52 sheets	9 75	11 00

PLATES, COKE, TIN

Prices only nominal

	Tor. Per box	Mont.
IX, 20x28, 112 sheets	24 50	
Do., 56 sheets	13 10	

"DOMINION CROWN BEST"— DOUBLE COATED TISSUE

	Nominal
IC, 14x20 base	$15 00
IX, 14x20 base	17 00
IXX, 14x20 base	19 00

F.O.B. Montreal.

PLATES, TERNE (Prices nominal)

IC, 20x28, 112 sheets 23 00

F.O.B. Toronto or Montreal.

POLISH (O-Cedar)	Doz. Net
4-oz. bottles	2 40
12-oz bottles	4 80
1-qt. can	12 00
½-gal. cans	20 00
1-gal. cans	28 00

Net.

Liquid Veneer—	Doz. Net
4-oz.	$2 40
12-oz.	4 80
32-oz.	10 00
64-oz., each	1 34
128-oz., each	2 34

PUMPS

	Pitcher Spout	Closed Spout
No. 2	$3 10	$3 30
No. 3	3 40	3 65
No. 4	4 05	5 00

	Each
No. 70	7 00
No. 80	9 50

PUMPS, REDWING

No. 0	$6 85	No. 4	$12 75
No. 1	7 50	No. 5	15 25
No. 2	8 75	No. 6	18 00
No. 3	10 75	No. 6	18 00

F.o.b. Montreal, Toronto, Hamilton, London.

RIVETS AND BURRS

Iron rivets, 7-16 inch and smaller, blacked and tinned, 37½%; Iron burrs, 37½% off list on 200-lb. kegs.

Extras, add 1c to list on 100-lb. kegs; 3c on 50-lb. boxes; 4c on 25-lb. boxes, 8c on 1-lb. pkgs.

Copper rivets, usual proportion of burrs, 27½% off; burrs, add 10%

Extras on Copper Rivets, ½-lb. pkgs., 1c per lb.; ¾-lb. pkgs., 2c lb. Coppered Rivets, net extras, 3c per lb.

F.o.b. Montreal, Toronto, London.

ROOFING

	Per square Toronto
Samson, 1-ply, roll	$3 00
Samson, 2-ply, roll	3 50
Samson, 3-ply, roll	4 10
2 ply ready roofing	2 13 2 18
3 ply ready roofing	2 55 2 60

	Mont.	Toronto
Everlastic, 1 ply	2 10	2 10
Everlastic, 2 ply	2 50	2 50
Everlastic, 3 ply	2 95	2 95
Panamoid, 1 ply	1 90	1 90
Panamoid, 2 ply	2 30	2 30
Panamoid, 3 ply	2 75	2 75
Red Star, 2 ply	2 13	2 13
Red Star, 3 ply	2 55	2 55
Amazon, ex. heavy, 80 lbs. to roll	4 75	....

Everlastic Multi-Shingles (4 Shinges in One), sq.	$6 50
Everlastic Slate Surface Single Shingles, Tylike (red or green), sq.	7 65 7 80

F.o.b. Montreal.

Everlastic Liquid Roofing cement—		
Per gal., in bbls.	0 70	0 70
5 and 10 gal. lots, gal.	0 85	0 85
1 gal. cans, gal., doz.	10 50	10 50
Coal Tar (refined), bbl.	10 25	10 50
Coal tar (crude)	9 00	9 25
Roofix Roofing Cement—		
In bbls., per gal.		0 60
In ½ bbls., per gal.		0 65
In 5s and 10s		0 70
1 gal. cans, per doz.		9 00

F.o.b. Toronto, Montreal and Hamilton.

ROPE

Pure Manila basis	0 24½
Beaver Manila basis	0 20
New Zealand hemp basis	0 20
Sisal basis	0 18

Above quotations are basis prices, ¾ in. and larger diameter. The following advances over basis are made for smaller sizes:—⅝ in., ½c; 9-16 to 7-16 in. inclusive, 1c; ⅜ in., 1½c; ¼ and 5-16 in., 2c; 3-16 in., 2½c extra.

Single lathe yarn basis	0 18
Double lathe yarn	0 18½
Yacht marline, tarred	57
Halyards	50
Beaver Halyards, wht. pol, ¾ in. basis	0 35
Hemp, deep sea line basis	50
Hemp, tarred ratline basis	43
Hemp, tarred bolt rope basis	45
Marline and Houseline	45

NOTE.—Extra charge for shorter lengths than half coils, 2c per lb. additional instead of 1c per lb. as formerly.

Italian rope basis on application.	
Cotton, ⅛ in.	0 42
Do., 5-32 in.	0 41
Do., 3-16 in.	0 38
Do., ¼ in. and up	0 37

F.o.b. Toronto, Montreal, London, Welland, Hamilton

TAPES, MEASURING (LUFKIN)—

	Each
263—50 ft. Challenge, Steel	$5 30
103—50 ft. Reliable Jr., Steel	5 35
243—50 ft. Rival, Steel	4 07
1243—50 ft., Rival Jr., Steel	4 35
603—50 ft., Metallic	3 38
604—66 ft.	3 92
403—50 ft., Linen	2 57

	Dozen
713—50 ft., Ass Skin	6 95
714—66 ft., Ass Skin	8 35
143—3 ft., Steel Pocket	8 30
145—5 ft., Steel Pocket	11 20
175—5 ft., Linen Pocket	7 30
165—5 ft., Cotton Pocket	1 65

F.o.b Montreal, Toronto, London.

SANDPAPER

B. & A. sandpaper, net list.

Star sandpaper, net list.

B. & A. emery cloth, 52½% on list.

F.o.b. Montreal and Toronto.

SCALES

Champion—	List	Scale Stamping extra
4 lb.	$ 6 50	$0 40
10 lb.	8 75	0 45
240 lb.	13 75	0 75

Discount 5%.

600 lb.	40 00	1 00
1200 lb.	48 50	1 50
2000 lb.	65 00	1 50
2000 lb. Drop lever.	74 00	1 50

Discount 10/5%.

Champion, even balance 5% discount; standard scales, discount, 10 and 5% off list. No discount allowed on stamping charge. F.o.b. Toronto, Montreal, Hamilton.

SCREWS

Discounts off Standard List adopted Aug. 1, 1905.

Wood, F.H., bright	72½%
Wood, R.H., bright	70%
Wood, O.H., bright	70%
Wood, F.H., brass	60%
Wood, R.H., brass	57½%
Wood, O.H., brass	57½%
Wood, F.H., bronze	55%
Wood, R.H., bronze	52½%
Wood, O.H., bronze	52½%
Square cap	20%
Hexagon cap	20%

Barrett Roofings, Cements Industrial Paints etc.

THE name "Barrett" on any product is the identifying mark of a quality article. Barrett products are fast sellers because they insure customer satisfaction. The products described below are the result of long years of manufacturing experience and each of them is the best product on the market for its particular use.

Our advertising in the leading publications and newspapers is telling your trade that the Barrett trademark is always a sure pledge of dependability.



Everlastic Liquid Roofing Cement

Unequalled for resurfacing worn-out prepared and "rubber" roofs. Has the consistency of thick molasses; is easy to apply and dries quickly into a hard, elastic, wonderfully durable coat. Proof against moisture, acids, alkalies and fumes. Has same base as Barrett Specification Pitch, which is famous for its waterproofing qualities. Comes ready for use in packages ranging from 1 pint tins to 40 gallon barrels.

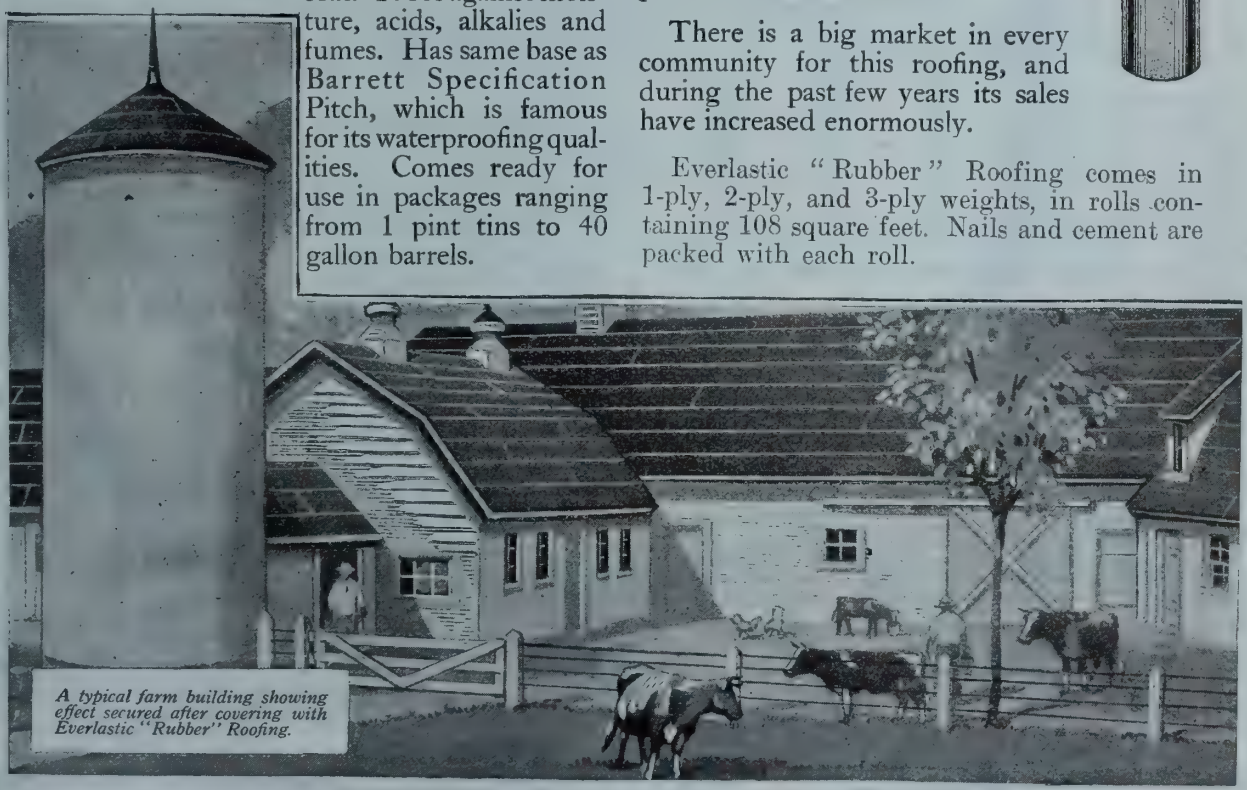
Everlastic "Rubber" Roofing



This is a popular priced roll roofing of unusually high quality. It is made of the best grade of waterproofing materials and will give your customers the same sure satisfaction it is giving thousands of users in all parts of the Dominion.

There is a big market in every community for this roofing, and during the past few years its sales have increased enormously.

Everlastic "Rubber" Roofing comes in 1-ply, 2-ply, and 3-ply weights, in rolls containing 108 square feet. Nails and cement are packed with each roll.



A typical farm building showing effect secured after covering with Everlastic "Rubber" Roofing.

WINNIPEG VANCOUVER HALIFAX, N.S.

The Barrett Company LIMITED

MONTREAL TORONTO ST. JOHN, N.B.

If interested tear out this page and place with letters to be answered.

SCREWS, IRON BENCH, No. 14

1 in.	$16 70
1⅛ in.	24 25
1½ in.	25 25

SCYTHES

	Doz.
Cast Steel	$20 00
Golden Clipper	20 95
Little Giant	22 00
Bush	20 50

SNATHS

	Doz.
00 Patent	$17 50
1 loop	16 80
2 loops	15 80
3 loops	14 70
Bush	18 20

SHEETS, BLACK
See Montreal and Toronto report.

SHEETS, CORRUGATED
See weekly report.

SHEETS, GALVANIZED
See Weekly Reports.

	Queen's Hd.	Fleur-de-lis
28 gauge	$10 75	$10 00
26 gauge	10 50	9 75
24 gauge	9 90	9 35
22 gauge	9 55	8 90
18 and 20 ga.	8 85	8 75

Prices only nominal.
F.O.B. Montreal.

SOLDERING COPPERS
See Coppers.

SOLDER, BAR
See weekly report.

SPIDERS
Cast, No. 7, $1; No. 8, $1.05; No. 9, $1.15.

SPOUTS, SAP
Eureka, per M. $16 50

STANDS, WASHTUB
Dowswell, doz. $47 25

STAPLES (Fence—Galvanized)
Bright $5 75
Galvanized 6 75

STOVES

	List each
Oil Burning Cooking	
Perfection No. 32, 2-burner	$25 50
Perfection, No. 33, 3 burner	31 00
Perfection No. 34, 4-burner	40 00
No. 22G oven for above stoves	9 00

Discount, 30 per cent. off list.

McClary Glass Front Oven No. 70, each, net	6 00
Detroit Glass Front Oven, No. 85, each, net	
Hot Blast ..... Plus	%

F.O.B. Sarnia, London, Toronto, Ottawa.

Oil Burning Heaters	List
No. 525, each	$9 50
No. 530, each	10 50
No. 630, each	13 50

Discount 30% off list.
Hot Blast ..... Plus 10%
30% discount of No. 525, No. 530, No. 630 only.

STRETCHERS, CURTAIN—

Star, No. 1, doz.	$27 60
Star, No. 2, doz.	30 00
Sun No. 1	20 00
Sun, No. 2	22 00

STRETCHERS, WIRE
Hercules, doz. $3 60

SWEEPERS—
Carpet (Bissell's)

Amer. Queen, nick. fittings, cyco b.b.	$ 60 00
Club, jap., cyco bearing	120 00
Champion, jap. fittings	45 00
Grand, jap., cyco b.b.	68 00
Grand Rapids, nick., cyco b.b.	55 00
Do., jap., cyco b.b.	50 00
Parlor Queen, nick., cyco b.b.	62 00
Princess, nick., cyco b.b.	57 00
Standard, jap. fittings	46 00
Universal, jap., cyco bear	48 00
Do., nick., cyco bear	53 00

SWEEPERS, VACUUM (Bissell's)

	Doz.
Grand Rapids, nickelled	$106 00
Household, japanned	94 00
Superba, nickeled	120 00

F.O.B. factory, Niagara Falls, Ont.

SWINGS—
Ontario, 4-passenger $8 50

TACKS

Wire Tacks	67½/15%
Revised Hardware Tack List adopted Jan. 20, 1920	67½/15%
Double-pointed tacks	67½/15%

Shoe findings—List adopted March 24th, 1921.
F.O.B. Toronto, Hamilton, Montreal and London.

TINNERS' TRIMMINGS
See prices under head of Wares.

TOASTERS, ELECTRIC

Universal	7 80
C. G.	5 00

Discount 20 and 10%.

Canadian Beauty	$5 84
Upright, with rack	6 40

TOOLS, HARVEST
Waverley, Wellandvale, Rixford, Maple Leaf, Bedford, 50 and 10% off new list.
F.O.B. Montreal, Toronto, Hamilton, London.

SPADES, SHOVELS AND SCOOPS

	1st Grade %	2nd Grade %	4th Grade %
Plain Back Shovels and Spades	35	35	35
Draining Tools	35	35	35
Hollow Back Scoops	35	35	35
Sand Shovels	35	35	35
Hollow Back Shovels	35	35	35
Hollow Back Coal Shovels	35	35	35
Riveted Back Scoops	35	35	35
Miners' Spring Point Shovels	35	35	35

Above discounts apply whether goods are sold in carload or less than carloads.
The above discounts apply only to Black List; Black List prices being as follows:

BLACK LIST			
Plain Back Shovels and Spades	$29.00	$28.00	$25.00
Draining Tools, No. 2, black	29.00	27.50	.....
Hollow Back Scoops, No. 2, black	34.50	.....	32.00
Coal Shovels, Hollow Back, No. 2, black	32.00	.....	30.00
Sand Shovels, No. 2, black	27.50	.....	24.00
Hollow Back Shovels, No. 2, black	27.50	.....	24.00
Riveted Back Scoops, No. 2, black	37.50	35.50	34.00
Miners' Spring Point Shovels, No. 2, black	36.50	.....	.....

NET EXTRAS—
For each size larger than No. 2, add 35c dozen net.
Full polished, add $1.00 per dozen net.
Half polished, add 50c per dozen net.
F.O.B. London, Hamilton, Toronto, Gananoque, Ottawa, Collingwood, Sherbrooke, Montreal, Quebec, Halifax, St. John, Moncton, and freight may be equalized thereon. On shipments less than 5 dozen F.O.B. factory only.

TRACK BARN DOOR

Hatch Trolley, per ft.	....
Brackets for above, per doz.	....
National Flat Track, 1¼ in. per ft.	....

TROUGH (EAVE)
O. G. Square bead and half round:

Size in girth.	Per 100 ft.		
8 in.	$15 90	15 in.	$28 80
10 in.	17 70	18 in.	36 50
12 in.	21 20	Less 50/10%.	

F.O.B. Toronto, Oshawa, Ottawa.

TRAPS (GAME) Doz. with chain

Victor, No. 1 Giant, doz.	$3 35
Jump, No. 1	3 50
Hawley & Norton, No. 1	5 00
Newhouse, No. 1	7 50

F.O.B. Toronto, London, Hamilton, Montreal.

TUBS, WOOD

No. 0, per dozen	$26 40
No. 1, per dozen	23 10
No. 2, per dozen	20 90
No. 3, per dozen	17 60

F.O.B. Newmarket.

TWINE, BINDER

	per ft.
550 feet	0 17¼
550 feet	0 18¾
600 feet	0 20¼
650 feet	0 21¼

Freight prepaid to nearest station in lots of 300 lbs. and over. Rebate of ⅛ cent lb. on 10,000 lbs. and ¼ cent lb. on 20,000 lb.

TWINE (COTTON)

5-lb. sack, 3-ply, lb.	0 42
Cones, 3-ply, lb.	0 38
Do., 4-ply, lb.	0 41

VALVES AND COCKS

Compression work—Standard	34%
Fuller work—Standard	30%
Basin cocks Fuller, No. 0	30%
Nos. 1 and 2	30%
Bath Cocks—Compression	25%
Flatway stop and waste cocks, Standard	34%
Roundway stop and waste cocks—Standard	34%
Brass steam cocks, stand.	10%
Radiator valves—Standard	23%
Do., removable seat	10%
Globe, angle and check valves, standard	5%
Gate or Straightway	Net
Jenkins Gate Valve	10/7%
Jenkins Globe	10%
J.M.T.	10%
J.M.T. C.	15%

F.O.B. Toronto.

VALVES, FOOT

	Blk.	Galv.
1¼	0 58	0 83
1½	0 72	1 10
2	0 99	1 60

Penberthy Brass Valves

Gate Valves	15%
Regrinding Valves	10%
Swing Check Valves	5%
Compodisk Valves	10%

WARES, ETC.
Britannic, advance 65%
Scotch Grey Ware, 40%
Colonial, 5%
Imperial Ware, 5%
Pearl, 5%
Premier, list, plus 30%
Canada Ware, list, plus 30%
Crescent, 40%
Diamond, plus 30%
White Ware, 20/10%
Japanned Ware, list, plus 33 1-3%
Japd. Ware, White, list, plus 45%
Plain and Japanned Sprinklers, list plus 33 1-3%
Stamped Ware, plain, 35%
Stamped Ware, retinned, 20/10%
Copper Bottoms, plus 50%
Tinners' Trimmings, plain, 35%
Tinners' Trimmings, retinned, 20/10%
Tinners' Trimmings, General, list, plus 50%
Factory Milk Cans, list, plus 70%
Milk Can Trimmings, list, plus 90%
Cream Cans, list, plus 47½%
Railroad Cans, list, plus 40%
Sheet Iron Ware, list, plus 66 2-3%
Pieced Ware, ordinary, list, plus 75%
Pieced Tinware, C.B., list, plus 90%
Fry Pans, Acme, list, plus 5%
Fry Pans, Quick Meal, plus 50%
Spiders, steel, plus 50%
Fire Shovels, japanned, list, plus 60%
Steel Sinks, galv'zd, list, plus 50%
Steel Sinks, painted, list, plus 50%
Light Galv. Pails and Tubs, list plus, 60%
Heavy Galv. Pails and Tubs, list plus 50%
Hollow Ware, add 40%
Garbage Pails, list, plus 45%
Jap. Coal Hods, list, plus 80%
Galv. Coal Hods, list, plus 90%
Paper Lined Boards, 10%
Wood-lined Boards, list, plus 10%
Copper Boilers, list, net list.
Copper Tea Kettles, list plus 30%.
Copper Tea and Coffee Pots, list, plus 30%.
Stove and other Pipe, list, plus 100%
Stove Pipe Elbows, black and galv., list, plus, 66 2-3%.
Stove Pipe Thimbles, 40%.
F.o.b. Montreal, Toronto, London, Hamilton.

WASHERS, WROUGHT
Round, plain. Sizes given are size of hole. In boxes of 50 lbs. list prices per 100 lbs.—¼ in., $28.00; 5/16 in., $24.40; ⅜ in., $22.80; 7/16 in., $21.00; ½ in., $19.60; 9/16 in., $18.80; ⅝ in., $18.60; 11/16 in., $12.40; ¾ in., $18.20; 13/16 in. $18.00; 1 1/16 in., 1⅛ in., 1¼ in. 1 5/16 in., $18.00; 1⅜ in., 1½ in. 1⅝ in., $12.40; 1¾ in., 1⅞ in., 2 in., 2⅛ in., $19.00. Discount 45% f.o.b. Montreal, Hamilton, Toronto, London and Halifax.
Car lots allowance to following points: Windsor, Walkerville, St. John, Moncton, Amherst, New Glasgow. Freight allowance: Fort William and West, 10c per 100 lbs., cash in 30 days less 2%.
Net extras, 26 to 40 lbs. of a size, $1.00; 25 lbs. of a size or less, $2.00 per 100 lbs. Package allowances—if taken in kegs about 175 lbs. each, allowance 10c per 100 lbs.; if taken in bags about 100 lbs., allowance 15c per 100 lbs.

WEIGHTS, SASH

	Tor.	Lon.	Mont
Section, 1 lb., per 100 lbs.	$5 10	$5 25	$6 00
Section, ½ lb., per 100 lbs.	5 50	5 75	6 00
Solid, 3 to 30 lbs., per cwt.	5 00	4 75	5 00

WHEELBARROWS

Navvy, steel wheel, doz.	$105 00
Garden Steel, doz.	78 75
Light Garden, doz.	85 00

F.O.B. Montreal, Toronto, London.

WIRE PRODUCTS
Annealed or Bright.
Advances over base price on sizes lighter than No. 9.

No. 9 and heavier	Base
No. 10	$0 06
No. 11	0 12
No. 12	0 20
No. 13	0 30
No. 14	0 40
No. 15	0 55
No. 16	0 70

Annealing, no extra.
Oiled and Annealed, extra, $0.15.
Coppering and liquor finish, extra, $1.00-$1.50.
Tinning, extra, $2.00-$3.00.
Bright base, $5.00.
Annealed base, $5.00.
Galvanized base, $5.70.
Barbed Wire, $6.20.
Coiled Spring Wire, 9 gauge, Toronto, $5.65; Montreal, $5.75.
Prices subject to change without notice.
Extra net, per 100 lbs.—Oiled wire, 15c.; bright, soft drawn, 25c-70c.

Stovepipe Wire.

No. 18	$9 50
No. 19	10 00

F.O.B. Toronto, London, Hamilton, Montreal, St. John, freight equalized.

WRENCHES, STILLSON

	each
6 inch	$2 00
8 inch	2 25
10 inch	2 50
14 inch	3 50
18 inch	5 00
24 inch	7 25
36 inch	13 50

Discount, 50% Canadian pattern; 40% on genuine.

WRENCHES, CRESCENT, list plus 10%.

WRINGERS, CLOTHES

Domestic, No. 531E	$115 00
Dom. Bench, No. 541EB	174 00
Favorite, No. 511E	105 00
Favorite, No. 512	112 00
Royal Canadian	94 00
Favorite, No. 514	133 00
Ottawa, No. 231E	105 00
Ottawa Bench, No. 341EB	162 00
Challenge, No. 311E	95 00
Warranty	115 00
Bicycle,	95 00
Eze	102 00
Rapid	92 00
Eureka	64 00
Blue Belle	115 00
Do., Folding B	164 00
Rival	105 00
Model	91 00
Imperial	102 00

Discounts from above list, 25%.
Terms—30 days, less 2 per cent. reight eFqualized on half dozen machines and upwards with the nearest of the following places to point of destination, viz.: Montreal, Kingston, Ottawa, Toronto, London, Hamilton or St. Marys.

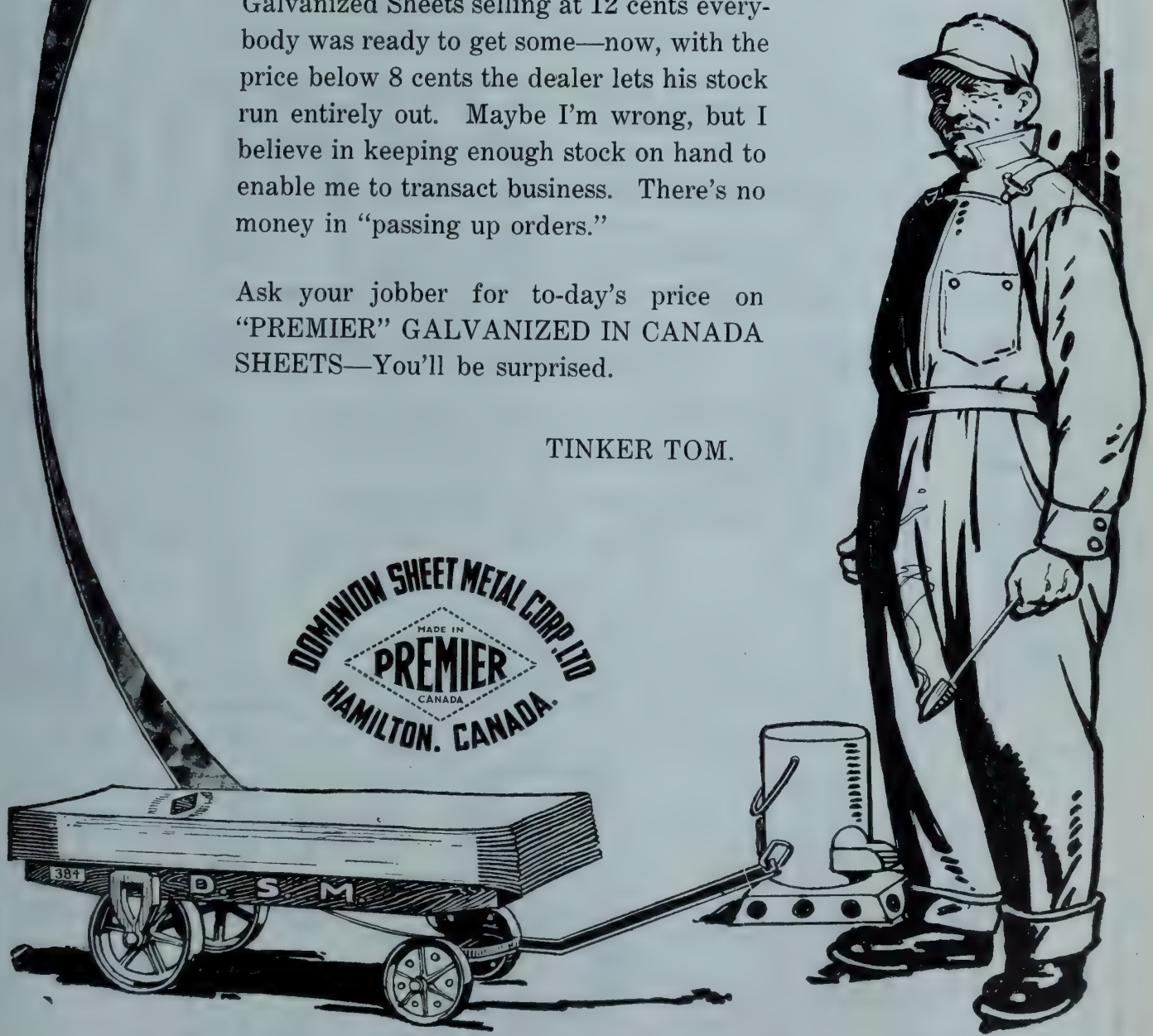
TINKER TOM'S TALKS.

No. 306

Isn't it queer how people act when prices are tumbling? Last year, with 28-gauge Galvanized Sheets selling at 12 cents everybody was ready to get some—now, with the price below 8 cents the dealer lets his stock run entirely out. Maybe I'm wrong, but I believe in keeping enough stock on hand to enable me to transact business. There's no money in "passing up orders."

Ask your jobber for to-day's price on "PREMIER" GALVANIZED IN CANADA SHEETS—You'll be surprised.

TINKER TOM.



If interested tear out this page and place with letters to be answered.

Paints, Oils, Etc.

ALABASTINE
Colors and white—2½-lb. packages, $10.10 for 100 lbs., 5-lb. packages, $9.60 for 100 lbs. F.o.b. Paris or nearest jobbing house.

BLUE STONE	Montreal	Toronto
Per lb., bbls. ..	10	10

COLORS (DRY)	Per lb.
Raw and Burnt Umber, 100 lb. kegs, No. 1	06-09½
Do., pure	11-15
Raw and Burnt Sienna, 100 lb. kegs, lb.	06-09½
Do., pure	16-18
Imp. green, 100-lb. kegs	22-23
Chrome green, pure	50-56
Chrome yellow	30-45
Brunswick green, 100-lb. keg	11-14½
Indian red, 100-lb. keg	15-20
Do., No. 1, 100-lb. keg	..-07
Lamp black	32-35
Venetian red, best bright	06½-09
Do., No. 1	03¾-05½
Drop black, pure dry	..-20
Golden ocre, 100-lb. kegs	..-09
White ochre, 100-lb. keg	..-06
Do., barrels	..-05
Yellow ochre, barrels	04-05½
French ochre, barrels	..-10½
Spruce ochre, 100-lb. kegs	05-08
Can. red oxide, bbls.	02¾-04½
Super magnetic red	0 05
Vermillion	1 00
English vermillion	2 25

F.o.b. Montreal, Toronto.

COLORS IN OIL, PURE	1 lb. tins
Venetian red	0 27
Indian red	0 36
Chrome yellow, pure	0 70
Golden ochre, pure	0 35
French spruce ochre, pure	0 30
Greens, pure	0 35
Siennas	0 36
Umbers	0 36
Ultramarine blue	0 70
Prussian blue	1 20
Chinese blue	1 20
Drop black	0 42
Ivory black	0 44
Signwriters' black, pure	0 48
Lampblack	0 48
Imperial black, 25-lb. irons	0 39

F.o.b. Montreal, Toronto

ENAMELS (white)	Gal.
Dougall white enamel	$8 78
Vitralite	8 78
Duralite	7 00
B-H "White" Enamel	8 00
Martins, White	7 00
Satinette	6 23
C.P. Co. Albagloss	6 30
C.D. Master Painters'	8 20
Mooramel	7 00
Sunshine, white	7 00
Kyanize	8 00
Solpar	4 50
Paripan	11 00
Jasperlac	5 00
Invincible	7 50
Hillcrest	7 00
Amelite A. & E.	8 40
Adelite, A. & E.	6 15
Floglaze	5 00

GLUE	Per lb.
English, sheet	30-32
White pigsfoot	..-50
Cake bone, 112-lb. bags	30-32
Hides, 112-lb. bags	35-40
Ground glues, 112-lb. bags—	
English, per lb.	30-32
Canadian, per lb.	27-30

Brantford—	Per case
No. 7, 50 pcks, 1 lb.	$25 00
No. 8, 100 pcks., ½ lb.	28 00
No. 9, 200 pcks., ¼ lb.	35 00

GLASS Per 100 ft.	Single Thick	Double Thick
Under 25	$19 90	$22 90
26 to 34	20 80	24 85
35 to 40	21 80	26 40
41 to 50	23 50	30 00
51 to 60	24 60	30 80
61 to 70	26 50	32 70
71 to 80	29 70	35 40
81 to 85	....	45 45
86 to 90	....	48 85
91 to 94	....	49 80
95 to 100	....	52 55
101 to 105	....	65 35
106 to 110	....	73 10

Discount box glass, Toronto, 60/10%; London, 60/10%.

For Montreal prices see Montreal list.

Cut size sheet glass, 60% off new list; cash 2%.

MONTREAL GLASS LIST

United In.	Star or 16 oz.	Double 24 oz.
Up to 25	$11 00	$16 40
26 to 40	14 00	20 90
41 to 50	15 00	23 00
51 to 60	16 00	24 00
61 to 70	17 00	25 00
71 to 80	....	27 00
81 to 84	....	34 00
85 to 90	....	36 50
91 to 94	....	37.25
95 to 100	....	43.75

Discount box glass, Montreal 50%.

Cut size sheet glass, 60% off list of November, 1919

GLAZIERS' POINTS
Zinc coated, 13c, ½-lb. pkg.
F.o.b. Montreal, Toronto.

LEAD, WHITE (Ground in oil).
Prices are per 100 lbs. in ton lots. Less than ton lots are 35c per 100 lbs. higher than quoted below. F.O.B. Brantford, 50c; London, 55c; Windsor, 60c per 100 lbs. F.o.b. Toronto and Hamilton, 45c per 100 lbs. F.o.b. Fort William and Port Arthur. 75c per 100 lbs.
Maritime differential 50c per 100 lbs. over Montreal.

	Montreal	Toronto
Anchor, Pure	$14 50	$14 95
Champion, Pure	14 50	14 95
Crown Diamond, pure	14 50	14 95
Green Seal	14 50	14 95
I.V. Perfection	14 50	14 95
Ramsay's Pure	14 50	14 95
Moore's Pure	14 50	14 95
Tiger, Pure	14 50	14 95
O.P.W. Dec. Pure	14 50	14 95
Red Seal	14 50	14 95
O.P.W., English	14 75	15 20
Maple Leaf, pure	14 50	14 95
Elephant Genuine	15 00	15 45

B. B. Genuine Lead, less than tons, Montreal, $16.40, Toronto, $16.85.

LEAD (RED DRY)	Per 100 lbs.
Genuine, 560-lb. casks	$14 00
Genuine, 100-lb. casks	15 00
Less quantity	16 00
Genuine Eng., casks	14 00

F.o.b. Montreal, Toronto.

Lead (red in oil)	
25s	0 24
10s	0 25
5s	0 26
1s	0 29

F.o.b. Toronto, Montreal, Hamilton

LINSEED OIL
For prices see weekly report.

LITHARGE
Casks, per cwt. $17 00
Smaller quantities, per lb. 0 20

LIQUID, BRONZING
Bronzing liquid, No. 1 $1.55-$2.15
Banana oil, gal 4 25
F.o.b. Montreal, Toronto

MURESCO	Per 100 lbs. White	Tints
350-lb. bbls.	$7 15	$8 25
200-lbs., half bbls.	8 00	9 10
100-lbs., kegs	8 25	9 35
Cases 20 5-lb. pkgs.	8 80	9 90

F.O.B. Toronto.

OILS—

Fly, Creonoid—	
Barrels, per gal.	0 65
Half-barrels, per gal.	0 70
5s and 10s, per gal.	0 80
1s (1 doz.)	13 00
½ gal. cans, 1 doz. to case	9 00

PAINTS, PREPARED
See weekly report.
Price per gallon, 1 gallon can basis

Elephant white	$4 35
Sanitone, white	3 85
Sanitone, colors	3 75
C.P. Co., pure, white	4 45
C.P. Co., pure, colors	4 10
C.P. floor paint	3 95
Elephant floor paint	3 70
Victoria floor paint	3 40
B.-H. English, colors	4 10
B.-H. English, white	4 45
B.-H. Fresconette, white	3 85
B.-H. Fresconette, colors	3 75
B.-H. Floor	3 95
B.-H. Porch Floor	4 10
Crown Diamond, white	4 20
Crown Diamond, colors	3 85
Crown Diamond Floor	3 70
Crown Diamond, porch	3 80
Do., Flat Wall Tone, white	3 85
Do., colors	3 75
Moore's House Colors, white	4 35
Do., House Colors, colors	4 10
Do., Preservo Paint, white	2 95
Do., colors	2 85
Do., floor paint	3 80
Do., Sani-Flat	3 80
Moore's Porch and Deck Paint	4 10
I.V. Elastica, white	3 95
I.V. Elastica, colors	3 70
I.V. Flatine, int. wall, white	3 85
I.V. Flatine, int. wall, colors	3 75
Jamieson's Crown Anchor	3 85
O.P.W. Canada Brand, white	4 45
O.P.W. Canada Brand, colors	4 10
O.P.W. Canada Brand, floor	3 95
O.P.W. Flat Wall, white	3 85
O.P.W. Flat Wall, colors	3 75
Ramsay's Pure, white	4 30
Ramsay's Pure, colors	3 95
Ramsay's floor	3 80
Ramsay's porch	3 95
Glidden's white	4 45
Glidden's colors	4 10
Martin-Senour, 100%, white	4 45
Martin-Senour, 100%, colors	4 10
Martin-Senour, Porch Paint	4 10
Martin-Senour, Neutone, white	3 85
Martin-Senour, Neutone, colors	3 75
Martin-Senour, Floor Paint	3 95
Sherwin-Williams, white	4 45
Sherwin-Williams, colors	4 10
Sherwin-Williams, floor	3 95
Sherwin-Williams, porch paint	4 10
Flat Tone, white	3 85
Flat Tone, colors	3 75
Lowe Bros., H.S., white	4 45
Lowe Bros., H.S., color	4 10
Lowe Bros., hard drying floor	3 95
Mellotone, white	3 80
Mellotone, colors	3 75
Maple Leaf, white	4 45
Maple Leaf, colors	4 10
Maple Leaf, floor	3 95
Pearcy's Prepared, colors	3 60
Pearcy's Prepared, white	4 00
Pearcy's Prepared, floor	3 30
A. & E. Adelite, white	4 45
Do., colors	4 10
Do., Industrial white	3 50

Barrett Products

Everjet Elastic Carbon Paint—	Mont.	Tor.
Barrels, per gal.	0 80	0 80
Half-barrels, per gal.	0 85	0 85
5s and 10s, per gal.	0 95	0 95
1s, per case, doz.	12 00	12 00
Everjet Black Enamel—		
Crates 2 doz., 8 oz.	$1 95	$1 95
Crates 12 doz., 8 oz.	1 70	1 70
1-gal. cans, gal	1 50	1 50
5-10 gal. cans, gal.	1 35	1 35
Barrels-half bbls., gal	1 25	1 25
Carbosota Liquid Creosote Oil—		
Barrels	0 60	0 60
Half barrels	0 65	0 65
5s and 10s, gal	0 75	0 95
1s (case 12 gals.)	8 50	9 50
H., T. & A. Co.'s Creosote Oil—		
Barrels	0 45	
Half-barrels	0 50	
5s and 10s	0 60	

F.o.b. Montreal, Toronto.

PARIS GREEN	100-lb. lots
½-lb. paper cartons, per lb.	0 52
1-lb. paper cartons, per lb.	0 50
½-lb. tins, per lb.	0 54
1-lb. tins, per lb.	0 52
25-lb. tins, per lb.	0 48
50 and 100-lb. drums, per lb.	0 46
250-lb. kegs, per lb.	0 44½
600-lb. barrels, per lb.	0 44

Terms, 1% 15, or 30 days net.
F.o.b. Montreal, Toronto, Hamilton, London, Ottawa, Quebec, Moncton, St. John's and Halifax.
Yarmouth and P.E.I. points ¼c per lb. extra.

PUTTY
See Weekly Report.

ROSIN
Barrels, 100 lbs. 6 00
Less, per lb. 0 09

SHELLAC	Pure white	Pure orange
Per bbl.	$4 00	$3 50
Gal. jugs	4 50	4 00

F.O.B. Toronto, London, Montreal.

SHINGLE STAINS	Ord. Colors	Greens
M.L. Creosot	1 40	1 60
Solignum	1 25	1 60
Martin Senours	1 40	1 60
Elastica	1 40	1 60
Hillcrest	1 40	1 60
"C.D." Shingle Stain	1 35	1 50

TAR	Mont.	Toronto
Coal Tar, refined	10 25	10 50
Do., crude	9 00	9 25

PAINT AND VARNISH REMOVER

Taxite, 1 gal. cans	3 60
B.H. Vanisher	3 60
Chalco	3 60
Klensa	3 60
Cunoff	3 60
Dougall Lingerwett	3 60
Takeoff	3 60
O.P.W. Presto	3 60
Solvo	3 60
Varn-off	3 25
Adelite	3 60

VARNISHES	Per gal	cans
B.-H. Floor	4 80	
B.-H. Maritime Spar	6 00	
B.-H. Hard Oil	3 24	
B.-H. Gold Medal	4 02	
Elastilite	4 50	
Granitine Floor Finish	4 50	
Hydrox Spar	4 65	
C.P.C. Sun Varnish	4 30	
C.P.C. Sun Aero Spar	4 50	
C.P.C. Sun Waterproof Floor	4 40	
I.V. Elastica, No. 1	5 74	
Do., No. 2	5 25	
Do., Floor	4 88	
Jasperite Interior and Exterior	3 75	
Jasperite Indestructo, floor	3 75	
Jasperite Pale Hard Oil	2 75	
P. & L. No. 61	5 00	
Jamieson's Copaline	4 25	
M-S Marble-Ite Floor	4 87	
M-S Wood-Var	4 87	
M-S Durable Spar	5 78	
M-S Finest Interior	5 23	
Moorlastic Floor	4 25	
T. 45 Floor	3 50	
Moorvar Interior	3 25	
Moore's Spar	5 00	
Elastic Interior	3 15	
Mar-not	4 40	
Quick Action House	2 65	
Rexspar	5 64	
Scar-Not	5 18	
Solpar, Spar Marine	6 00	
Solpar House Spar	4 50	
Solpar Floor	4 50	
Solpar Interior	3 50	
Kyanize Spar	5 15	
Kyanize Cabinet Rubbing	4 85	
Kyanize Interior and Floor	4 85	
Luxeberry light	4 75	
Luxeberry granite	4 90	
Luxeberry spar	5 62	
Ramsay's Universal	3 75	
Ramsay's Agate Floor	3 95	
Ramsay's 400 Hard Oil	3 25	
Ramsay's, No. 720	3 00	
Crown Diamond Floor	4 25	
"C.D. Big 4" Exterior	5 00	
"C.D. Big 4" Interior	4 50	
"C.D. Big 4" Floor	4 40	
C. D. General Purpose	4 15	
C. D. Furniture	2 05	
Dougall Univarnish, clear	5 40	
Dougall Transparent, spar	6 00	
Dougall Transparent, floor	5 20	
Copalite	4 00	
Adelite, No. 103, Floor	4 56	
Adelite, No. 105, Flat	4 56	
Adelite, No. 100, Spar	6 00	

F.o.b. Montreal, Toronto.

WATER PAINTS

Rockface, bbls., 250 lb.	0 05
Opalite, 300 lb. bbls.	0 13½
Opalite, 100 lb. kegs	0 14½
1 gal. packages, per pkg.	0 75
½ gal. package, per pkg.	0 40

WATER PAINTS (per 100-lbs.)

5-lb. pkgs.	White	Colors
Decotint	9 50	9 50
Coralite	9 50	9 50
Perfecto	8 50	9 50
Solpar	8 80	9 90
C. D. Wall Coating, white	8 75	
Do., colors	9 25	
A. & E Hygiene Kal.	0 42	0 48
Do. in 100 lb. kegs	0 09	....
Do., in 300 lb. bbls	0 08	....

WASTE
Cream, Polishing 0 22

WHITE

XXX	0 21	XXX	0 18½
XX	0 19½	XX, grad	0 17½
X	0 17½	XLCR	0 16½
XC	0 16½	X Empire	0 15
		X Press.	0 13½

COLORED

		Fancy	0 15
No. 1	0 14½	Lion	0 13½
No. 7	0 13½	Standard	0 12
No. 1A	0 12½	Popular	0 10½
No. 1B	0 11½	Keen	0 09

Above lines subject to trade discount for quantity.

WAX

B.H. Wax	0 50
Berry Bros.	0 70
Imperial Floor Wax	0 40
Anchor	0 33
O.P.W. Lion Brand	0 50
Old English	0 67
Johnson's	0 67
Jamieson's liquid wax, gal.	3 50
Ramsay's	0 45
Martin-Senours	0 58
I.V. Wax	0 59
Sherwin-Williams	0 60
Solpar	0 40
Sturgeon French Polish	0 60
Crown Diamond	0 45
Hillcrest	0 45
Plymouth Rock	0 60
Champion White	0 45

F.o.b. Montreal and Toronto.

WHITING
Gliders, bolted, in bbls. 3 25
Stocks very light, prices nominal.

WOOD ALCOHOL

	Per gal
In five gallons	$2 75
Methylated Spirits	1 90-2 55

F.o.b. Montreal, Toronto, London

GLASS

GLASS—We are receiving regularly large quantities of Belgium glass. We stock or manufacture Plate, Bevelled Plate, Mirrors, Figured, Leaded, Wired and Prism Glass.

DELIVERIES—We can make immediate deliveries or spring import shipments.

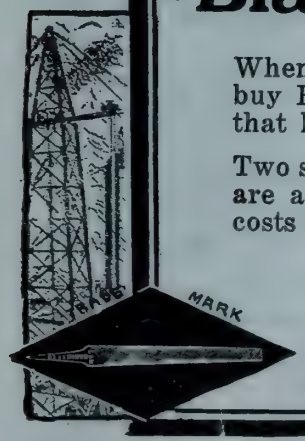
PRICES—At a time when you want to buy at the lowest prices we urge you to place your orders with us. Our prices are attractive.

Write, Phone or Wire for Prices

HOBBS Manufacturing Company, Limited

MONTREAL TORONTO LONDON WINNIPEG

Black Diamond for Cutting



When you buy a file, you buy cutting service. For extra cutting value, buy Black Diamonds. Made since 1863 to a standard of file quality that has won highest honors at expositions and at the bench.

Two simple steps will lead to better filing except where Black Diamonds are already used. Our catalog is free for the asking. A shop trial costs nothing and will show convincing results.

Established 1863

Black Diamond File Works

G.& H. Barnett Company 1078 Frankford Ave. Philadelphia, Pa.

Owned and Operated by Nicholson File Co.



Window Glass

Also Plate, Figured, Bent, and Ornamental Glass

RED S

Stained, Wired, Mirror

Order Early

The Toronto Plate Glass Importing Co., Limited

Don Roadway Toronto

If interested tear out this page and place with letters to be answered.

Winnipeg Hardware Quotations

AMMUNITION
Powder, per keg, $11.00.
Soft shot, per cwt., $15.50; chilled, $17.00; buckshot, $16.30; ball, $16.70.

AMMUNITION, DOMINION

	Blk. List	Lesmok List	Smkless List
BB 'ape	.....	.....	$ 7 00
22 Short	.....	$10 00	10 70
22 S. Mush.	.....	.....	11 50
22 Long	.....	12 00	15 00
22 L. Mush.	.....	.....	16 00
22 L.D. do.	.....	.....	18 70
22 L. Rifle.	.....	14 00	17 50
25 Short	$23 50	.....	.....
32 Short	23 50	.....	70 00
25/20	.....	.....	70 00
25 Colt Auto	.....	.....	53 00
30 Mausey	.....	.....	91 00
32 S. & W.	.....	.....	42 00
32 S. Colt	33 50	.....	.....
32 Colt Auto	.....	.....	53 00
32/30	.....	.....	70 00
38 S. & W.	.....	.....	54 50
44 G. Getter	.....	.....	66 50
44/40	.....	.....	84 00
455 Target	.....	.....	85 00
250 Sav. H.P.	.....	.....	160 00
280 Ross	.....	.....	209 00
25/35	.....	.....	125 50
30/30	.....	.....	144 50
303 Savage	.....	.....	144 50
303 British	.....	.....	190 00
32/40	.....	.....	121 50
32 Special	.....	.....	144 50
32 Rem. Rim.	.....	.....	144 50
33 Win.	.....	.....	190 00
35 Rem. Rim.	.....	.....	159 50
351 Self Ldg.	.....	.....	121 50
38/55	.....	.....	152 00
45/70-405	133 00	.....	.....

Jobbers' Discount on Winchester and Savage Ammunition, 40%; U. M. C., 40% off Dominion List.
Dominion Amunition — Discount 30/20% off Dominion List.

ANVILS
Peter Wright, 60 to 69 lbs., 29½c a lb.; 70 to 79 lbs., 28½c; 80 lbs. and over, 27½c.
Farriers' Clip Horn, 28½c a lab.
Norris, 80 lbs. and over, 16c.

AUGER BITS
Standard List Prices per Dozen.

3/16	$6 00	18/16	$12 00
4	6 00	19	14 00
5	6 00	20	14 00
6	6 00	21	16 00
7	6 00	22	16 00
8	6 00	23	18 00
9	6 00	24	18 00
10	6 00	25	21 00
11	7 00	26	21 00
12	7 00	27	24 00
13	8 25	28	24 00
14	8 25	29	27 00
15	9 50	30	27 00
16	9 50	31	30 00
17	12 00	32	30 00

Discounts from standard list prices.
Irwin .....30% on list
Common .....20% on list

AXES

Single Bit	$17 50	$19 00
Double Bit		24 50
Broad Axes		60 00

AXES, BENCH

No. 2	$22 00
No. 3	24 75
No. 4	26 95
No. 5	29 70
No. 6	33 00

BAR IRON
Round and square.—3-16 in., ¼ in., and 5-16 in., $5.95 base. Round and square over 2 in., up to and including 2 ¾in., and flats over 1 in. x 4 in. up to 6 in. wide, $6.40 base. Rounds over 2¾ in. to 6 in., $6.90 base. Swedish iron, $8; sleighshoe steel, $6.25; spring steel, $6.50; machinery steel, $8.

BARS, CROW, $12.00 per 100 lbs.;

BELT LACING
In sides, tanned, $2.50 per lb.; cut, $3.00 per lb.; rawhide, sides, $2.50; cut, $3.00.
Blue Stone (Vitriol), 11½c.

BELTING
Rubber, 6 in. and under 54%; over 6 in., 47%.
Agricultural or No 1 leather belting, 15 10-10% off list.
Standard, 15-10% off list. Extra 15%.
The "double' 'list is just twice the

BOARD, BEAVER Per M ft.
1,000 ft. to 5,000 ft..... $51.50

BOILERS, RANGE
30-gal., each 15 00

BOLTS—
Carriage, ⅜ in. and smaller, up to 6 in., 15%; over 6 in., net list; 7-16 in. and larger, 5%; Machine, ⅜ in. and under, up to 4 in., 32½%; over 4 in., 5%; 7-16 in. and over, 10%; machine set screws, 25%; plough bolts, 12½%; stove bolts, 60%; shaft bolts, 5% adv.; tire bolts, 40%; sleigh shoe bolts, 5% adv.

BORAX Borax, per lb., 14c.

BUTTS
Plated—No. 241 Antique Copper and Dull Brass Finish.

	Per pr.
2½ x 2½ in.	0 45
3 x 3 in.	0 46
3½ x 3½	0 47
4 x 4 in.	0 59
4½ x 4½ in.	0 88
5 x 5 in.	1 55

Wrought Steel—

No. 800	net prices
No. 804	net prices
No. 838	net prices
No. 840	net prices

CARPET FELT Per Roll

16 oz.—50 lbs.	4 70
20 oz.—54 lbs.	5 90

CHAIN
Coil, Elec. Weld, 3-16 in., $19.25; ¼ in., $17.75; 5-16 in., $15.55; ⅜ in., $13.55; 7-16 in., $13.20; ½ in., $12.85; 9-16 in., $12.85; ⅝ in., $12.15; ¾ in., $11.90.
B.B. Short Link—3-16 in., $17.75; 7-16 in., $15.40; ½ in., $15.75; 9-16 in., $15.75; ⅝ in., $14.15; ¾ in., $13.95; ⅞ in., $13.35; 1 in., $13.15.
Logging—¼ in., $21.15; 5-16 in., $17.95; ⅜ in., $15.95; 7-16 in., $15.60; ½ in., $15.25.

CHIMNEYS, LAMP
A, crimp top, per doz., $1.85; B, per doz., $2.15; Rochester plain top, per doz., $2.70.

CHOPPERS, FOOD
Universal, No. 0, $2.30; No. 1, $3.15; No. 2, $3.75; No. 3, $5.00.

CHURNS
Power — No. 0, $11.00; No. 1, $11.00; No. 2, $12.00; No. 3, $13.00; No. 4, $17.00.
Hand — No. 0, $9.00; No. 1, $9.00; No. 2, $10.00; No. 3, $11.00; No. 4, $13.00.

CLEVISES, MALL. 21c per lb.

CLIPPERS, HORSE Each

Stewart, No. 1	$10 88
Hand, Newmarket	3 60

CLOCKS—Alarm

	Each
Big Ben	$4 05
Baby Ben	4 05
America	1 90
Sleepmeter	2 75

CLOTHES LINE WIRE Doz.

50 foot	$4 50
100 foot	8 00

COPPER
Sheet and planished copper, 60c per lb. Tinned, 75c.

CORD SASH
Coils or Hanks.
8, 9, 10 ..... $0 60 lb.

DRILLS
See Eastern list.
Bit stock discount 40%
Blacksmiths' ½ inch shank...25%
Straight shank 25%
Do., wire 25%
Taper shank 25%

EAVETROUGH
Eavetrough, per 100 ft., 8 in., $7.20; 10 in., $7.88; 12 in., $9.00; 15 in., $13.05.
Conductor pipe, 2 in., per 100 ft., $9.00; 3 in., $10.80; 4 in., $13.73; 5 in., $18.90.

ENAMELWARE
See Ware.

FILES
Globe ..... Discount 50/5%
Nicholson Gen. ..... Discount 30%

FITTINGS—Malleable

Class A	50%
Class B and C, off new list	60%
Bushings	10%
Unions, "Dart"—	
¼ to 2-in.	15%
2½, 3½ and 4-in.	5%
Nipples, 4 in. and under	45%

FRY PANS Each

Cast iron, No. 8	$1 05
No. 9	1 15

GALVANIZED WARE
See Wares.

GLASS, WINDOW Single Double

Up to 25-in.	$ 8 00	.....
26 to 40 in.	9 72	14 68
41 to 50 in.	10 48	15 84
51 to 60 in.	10 80	16 32
61 to 70 in.	11 20	16 92

GLASS (Plate)
20%.

GLOBES, LANTERN Doz

Cold Blast	$1 75
Short	1 75
Genuine Ruby	5 00

GRIDDLES, PANCAKE

Round, No. 1	$1 05
No. 2	1 15
Oblong, No. 8L	1 10
No. 9L	1 25
No. 8	1 90

GRINDSTONES
price of "single."
Per 100 lbs., $8.75.
Mounted on steed frames, $7.75 to $10.25.

HARVEST TOOLS. 50% and 10%.

HAMMERS—Adze-Eye, Plain Doz.

No. 0, 1½ lb.	$20 20
No. 1, 1¼ lbs.	19 05
No. 1½, 1 lb.	18 90
No. 2, 13 oz.	18 50
No. 22, 1¼ lbs.	15 00
No. 21, 1 lb.	13 65

Bell Face Doz.

No. 61, 1¼ lbs.	$19 05
No. 61½, 1 lb.	18 95
No. 62, 13 ozs.	18 50
No. 65, 1¼ lbs.	15 00
No. 64, 1 lb.	13 65

HAMMERS, MACHINISTS' Doz.

No. 30 up to and including	
No. 1	$18 85
No. 1½	16 15
No. 2	18 50
No. 2¼	20 20

HAMMERS, MASONS'
No. 43, 5 lb. and over, $23 per cwt.

HAMMERS' STRIKING
Double face, No. 38, 5 lbs., $17.00. per cwt.

HINGES—Net prices.
Light Strap.—3 in., 93c per doz. prs.; 4 in., $1.13; 5 in., $1.27; 6 in., $1.60; 8 in., $2.33; 10 in., $3.27.
Light Tee—3 in., 93c per doz. prs.; 4 in., $1.00; 5 in., $1.20; 6 in., $1.40; 8 in., $1.67; 10 in. $2.27.
Heavy Strap.—4 in., $2.25 per doz. prs.; 5 in., $2.80; 6 in., $3; 8 in., $4.05; 10 in., $6.90; 12 in., $8.40; 14 in., $9.90.
Heavy Tee—4 in., $2 per doz. prs.; 5 in., $2.40; 6 in., $2.75; 8 in., $3.15; 10 in., $5.40; 12 in., $8.80; 14 in., $9.20.
Corrugated Strap—4 in., $1.80 per doz. prs.; 5 in., $2.35; 6 in., $3.20; 8 in., $4.90; 10 in., $7.50; 12 in., $11.30.
Corrugated Tee—4 in., $2.15 per doz. prs.; 5 in., $3; 6-in., $3.50; 8 in., $5.90; 10 in., $8.85.
Screw Hook and Strap.—6 in., $4.45 per doz. prs.; 8 in., $4.95; 10 in., $6.60; 12 in., $7.20; 15 in., $7.75; 18 in., $11.35; 21 in., $12.75; 24 in., $16.50.

HORSESHOES
Iron, No. 0 to 1, $9.95; No. 2 and larger, $9.70; snowshoes, No. 0 to No. 1, $10.20; No. 2 and larger, $10.05; hand drilled, No. 0 to 1, $17.50; No. 2 and larger, $17; toe weight, $11.95.

HOSE, GARDEN

	3-ply	Per 100 ft. Multiped
½ in.	$13 50	$21 00
⅝ in.	15 50	.....
¾ in.	17 50	28 00

IRON, GALVANIZED

	Apollo and "Fleur Premier de Lis"
10¾ oz. or 28 Eng.	$10 95
28 Am. or 26 Eng.	10 55
26 Am. or 26 Eng.	9 95
24	9 80
22	9 80
18 and 20	9 65
16	9 50

IRONS, SAD
Common Sad Iron, 6 and over 18c per lb.; 4 and 5 lbs. 20c per lb.
Mrs. Potts' No. 55, set $2 60
Mrs. Potts, No. 50, set 2 70
Mrs. Potts' common sad iron handles, $2.40 dozen. Mrs. Potts' improved, $3.00 a dozen.

JACKSCREWS
15% on list.

KNIVES—HAY

Heath's	$17 50
Lightning	17 50

LADDERS, STEP
Common, 4 ft., $1.85; 5 ft., $2.15; 6 ft., $2.55; 7 ft., $3; 8 ft., $3.50; 10 ft., $4.75.

LADDERS, EXTENSION
20 to 32 ft., per ft., $7½c; 36 to 40, 41c.

LANTERNS
Cold Blast

No. 2, Japd.	16 50
No. 2, Coppd.	19 25
No. 2, plain	15 75
Short Globe, doz.	15 75

LATCHES—THUMB, STEEL Doz.

102	$2 40
103	2 45
104	2 85
Barn Door	
5	3 85
8	4 25
9	6 50

LEAD PIPE, $12.06.

LEAD WASTE, $12.96.

WHITE LEAD
Decorators' pure, 25 lb. drums, $16.10 per 100 lbs.

LINSEED OIL
See weekly report.

MACHINES—WASHING Each

Dowswell	$ 9 00
New Century	16 30
Canadian	9 00

MATTOCKS
Pick, $14.25; cutter, $14.25.

MOPS

O-Cedar, No. 1	$16 00
O-Cedar, No. 3	18 00
Self-wringing	6 70
Mop Handles	2 10

MOWERS—LAWN

	12 in.	14 in.	16 in.
Woodyatt	$ 12 00	$12 75	
Empress	14 25	15 00	
Daisy	8 75	9 50	
Star	7 40	7 85	
K—3-blade	9 60	10 25	10 60
C—4-blade	10 70	11 25	11 75
BB—4-bld.	12 45	13 00	13 65

NAILS
Wire, f.o.b. Fort William, $5.55 base; Winnipeg, $6.20. Cut f.o.b. Winnipeg, $7.75.

NAILS, HORSE, 25-lb. Box

	MRM	Capewell	New Peerless
No. 4			$7 75
No. 5	$5 25	$7 00	5 75
No. 6	5 00	6 75	5 50
No. 7	4 75	6 50	5 25
No. 8	4 75	6 25	5 00
No. 9	4 00	6 00	4 75



SILKSTONE

(REGISTERED TRADE MARK)

FLAT WALL COLOURS

Beautify Walls Economically

Silkstone beautifies walls at less cost than wall paper. It can be washed easily without rubbing off. Its soft, silky finish gives an artistic effect much appreciated by home lovers. The economical side of Silkstone, its beauty, its durability and gratifying service are all factors in the splendid sales it enjoys. It sells profitably with mutual satisfaction to merchant and customer.

The satisfaction it gives is a delight to the conscientious merchant who tries to serve his customers well and build permanent trade. Silkstone fills the bill for the Canadian housewife. She has tried it and liked it, and uses it whenever walls need beautifying, without regard to season. Silkstone is a year-round seller. Let us show you what's in it for you—write.

"Save the surface and you save all" *Paint & Varnish*

G. F. Stephens & Co., Limited

Paint and Varnish Makers

Winnipeg - Calgary - Edmonton

If interested tear out this page and place with letters to be answered.

Winnipeg Hardware Quotations—Continued

NETTING—POULTRY

1 in. mesh x 24 in.	$6 61
30 in.	8 92
36 in.	10 50

NUTS

Square, small lots, blank, $4.50; tapped, $5.00 advance on list; Hexagon, small lots, blank, $4.75; tapped, $5.25 advance on list; case lots all styles, 1c less than above.

OAKUM

Clipper, spun, bale 50 lbs.	$11 50
Clipper, unspun, bale, 50 lbs.	....
Plumbers, bale 50 lbs.	7 00

OILS—	**Gallon**
Kerosene	0 27
Gasoline	0 40
White Rose Gasoline	0 43
En-ar-co Motor Oil, med. and heavy	1 15
Do., ext. heavy	1 25
Black (summer)	0 32½
Black (winter)	0 33
Imperial kerosene tractor	1 35
Capital cylinder	0 96½
Castor machine	0 60½
Imperial gas engine	0 65
Discount 10%.	
Polarine	1 35
Polarine A	1 35
Polarine heavy	1 35
Gargoyle Mobile A	1 68½
Gargoyle Mobile B	1 93½
Gargoyle Mobile BB	1 68½
Gargoyle Mobile E and Arctic	1 53½
Fuel oil	On application
Discount 25%.	
Wm. Penn Motor, medium	1 53
Do., heavy	1 58
French C, medoum	0 85
French A, heavy	1 20
Transmission, No. 1	0 75
Steam cylinder, No. 650C	1 10
Volunteer, reg. gas engine	0 60
Century caster machine	0 55
Melrose Harvester machine	0 70
25% and 10%.	

PAINTS, PREPARED

See weekly report.

(1 gallon can basis)

Stephens' white	$4 60
Stephens' colors	4 25
Stephens' floor	4 10
Silkstone white	4 00
Silkstone colors	3 90
Stephens' barn	2 35
Stephens' barn, extra color	2 55
Lion white	4 60
Lion colors	4 25
H.D. floor	4 10
Velvetone white	4 00
Velvetone tints	3 90
Ramsay's white	4 45
Do., colors	4 10
Dultone, White	4 00
Do., colors	3 90
Martin-Senour, white	4 60
Senour's floor	4 10
M.S. Neutone, white	4 00
M.S. Neutone, colors	3 90
M.S. Red Schoolhouse	2 50
M.S. Standard Barn	1 37

PAPER, BUILDING

Dry Fibre, No. 1	$1 25
Sunrise	1 10
Anchor, tarred	1 45
O.K. tarred	1 45
Tarred Felt	6 75

PICKS, CLAY

5-6 lb., $12.25 doz.; 6-7 lb., $13.25 doz.; 7-8 lb., $14.25 doz.

PIPE, WROUGHT

Per 100 ft.	Blk.	Galv.
⅛ in.	$ 6 21	$ 8 69
¼ in.	5 49	7 79
⅜ in.	5 63	8 01
½ in.	7 56	9 27
¾ in.	9 32	11 66
1 in.	13 82	17 19
1¼ in.	18 68	23 27
1½ in.	22 28	27 81
2 in.	30 02	37 40
2½ in.	48 70	60 71
3 in.	63 72	79 43
3½ in.	80 73	99 63
4 in.	95 63	118 04
4½ in.	114 30	142 20
5 in.	133 20	165 60
6 in.	172 80	214 20

PLASTER PARIS, per bbl. $6 00

PLATES, CANADA

18 x 21, per box, ordinary, $11.50; 18 x 24, ordinary, $11.50; 20 x 28, ordinary, $11.75.

POLISH

	Liquid Veneer	O-Cedar
	Doz.	Doz.
4-oz.	$ 2 40	$ 2 40
12-oz.	4 80	4 80
1-quart	10 00	12 00
½-gal.	....	20 00
1-gal.	28 08	28 00

PULLEYS, CLOTHES LINE

	Doz.
No. 58, jap. 5" wheel	$4 90
No. 158, gal. 5" wheel	5 10

PUMP OILERS, GENUINE CANNON

No. 1, $18.50 doz.; No. 3, $21 doz.; No. 2½, $23.50.

PUMPS

Pitcher spout, No. 1, $3 each; No. 2, $3.55 each; No. 3, $3.80 each; No. 4, $4.60 each.

PUTTY

100-lb. irons	$7 20
25-lb. irons, per cwt.	7 80
1½-lb. tins	0 14½

RIVETS AND BURRS

Iron rivets, 30%; copper, No. 8, 42½c; No. 10, 46c; No. 12, 49¼c.

ROPE

British Manila—¼ in., 5-16 in., 24½c; ⅜ in., 24c; 7-16 in., ½ in., 9-16 in., 23½c.; ⅝ in., 23c; ¾ in. and larger, 22½c.

Pure Manila.—¼ in., 5-16 in., 29¾c.; ⅜ in., 29¼c; 7-16 in., ½ in., 9-16 in., 28¾c; ⅝ in., 28¼c; ¾ in. and larger, 27¾c.

Sisal—¼ in., 5-16 in., 22¼c; ⅜ in., 21¾c; 7-16 in., ½ in., 9-16 in., 21¼c; ⅝ in., 20¾; ¾ in. and larger, 20¼c.

Lath yarn, 20¼c.

Cotton Rope—3-16 in., 55c; ¼ in. and up, 54c.

SANDPAPER—

	B. & A.		Star	
	Quire	Ream	Quire	Ream
00, 0	$0 41	$ 7 10	$0 43	$ 7 [illegible]
½	0 43	7 65	0 43	7 [illegible]
1	0 48	8 55	0 45	8 [illegible]
1½	0 52	9 95	0 50	9 [illegible]
2	0 58	11 50	0 60	11 00
2½	0 75	13 25	0 80	14 65
3	0 85	15 10	0 90	16 70

SASH BALANCES (Caldwell)

50% on list.

SAWS, BUCK

Happy Medium, $17.25; Watch Spring, $17.50; Lance Tooth or Lightning Blades, $20.00.

SCREWS

Bright iron round head, 65%; flat head, 67½%; oval head, 65%; round head, brass, 52½%; flat head brass, 55%; coach, 25%.

Set Screws, 5%. Cap Screws, 15%.

SCYTHES—	**Doz.**
Bramble	$.....
Bush	20 50
Excelsior	.....
Cast	20 00

SHOVELS AND SPADES

Shovels—Fox and Olds, D.H., Sqr. Pt., $16.25 per doz.; D.H., Rd. Pt., $16.25; L.H. Sq. Pt., $16.25; L.H. Rd. Pt., $16.25; Bulldog & Jones, D. H., Rd. Pt., $20.20; D.H., Sq. Pt., $19.85; L.H., Rd. Pt., $19.85; L.H., Sq. Pt., $19.85. Black Cat and Moose & Jones Scoops—No. 4, $23.60; No. 6, $24.35; No. 8, $25.05.

SLEDGES, BLACKSMITHS'

No. 37, 5 lbs. and over, $20.25 per cwt.

SNATHS

No. 2 loop	$17 25
Bush	19 50

STEEL SHEETS, BLACK

10 gauge	$7 30
12 gauge	7 30
14 gauge	7 35
16 gauge	7 45
18-20 gauge	7 95
22-24 gauge	8 00
2½ gauge	8 05
28 gauge	8 40

STANDS	**Each**
Washtub, Reverse Drip	$4 15
Range boiler, 12 in.	1 50

SWEEPERS — CARPET

See list in regular "Current Market Quotations" Column, f.o.b. factory, Niagara Falls, Ont.

SWEEPERS — VACUUM	**Doz.**
Grand Rapids, nickeled	$109 00
Household, japanned	97 00
Superba, nickeled	123 00

F.O.B. jobbers' warehouses, Winnipeg.

SOLDER, per lb., 31c to 32.

SPIKES — BOAT

Pressed, ¼ in., $10.80; 5-16, $10.05; ⅜ in., $9.25; ½ in., $9.

STAPLES

Bright iron, $5.80, Fort William, $6.45, Winnipeg; galvanized staples, ... Fort William .... Winnipeg.

STEEL

Sleighshoe, $6.55 base per cwt.; plow, common, $12; crucible plow, $16.00; angle, $7.00; harrow, $6.55 base; cast, octagon tool steel, 20c base; square tool, 20c base; spring, $6.00; tire, $7.50. Mild, 3-16, ¼, 5-16, $5.95 base. Round, square flat, up to and including ¼, ⅜ to 2 in., $5.95 base. Round and square, over 2 in., and including 2¾ in., flat over ¼ and up to 6 in. wide, $6.40 base; round over 2¾ in. to 6 in., $6.90 base. Band steel, $5.95 base.

STEEL HOOPS

½ in., $8.35; ⅝ in., $8.00; ¾ in., $7.40; ⅞ in., $7.10; 1 in., $7.00; 1¼ in., $6.90; 1½ in., $6.80.

STEEL SQUARES

10% on list.

TACKS. Carpet, 65% off list.

TIES. Cow. ....

TIN AND TERNE PLATE—

20 x 28 I.C. box	$26 25
20 x 28 I.X. box	29 50
20 x 33 I.C. box	32 50
20 x 33 I.X. box	36 50
Terne plates	24 00

TRAPS, GAME—

	Doz.		
	Victor	H.& N.	Jump
No. 0	$2 40	$....	$....
No. 1	2 85	5 20	3 85
No. 1½	4 35	7 85	5 70
No. 2	6 00	11 00	9 00
No. 3	10 15	14 70	12 30

TUBS—	**Wood**	**Fibre**
No. 0	$25 55	$29 55
No. 1	22 20	24 35
No. 2	19 00	21 10
No. 3	16 80	18 00

TURPENTINE

See weekly report.

TWINE (WRAPPING)	**Lb.**
Cotton, 3-ply, cones	$0 48
Cotton, 3-ply, balls	0 50
Cotton, 4-ply, cones	0 52
Cotton, 4-ply, balls	0 55

VARNISHES—

Stephens' Luminette, gal.	$4 00
Stephens' Exalite, gal.	4 75
Lion Brand Color Varnish, per gal.	4 50

WARES, ETC.—

Scotch Grey Graniteware.

Colonial Imperial, Pearl, list plus 2½% advance.

Premier, Canada, Diamond, plus 40%

Whitewear, 22½% off.

Japanned Ware, list, plus 45%

Japanned Ware, white, list plus 57½%

Japanned Sprinklers, list plus 45%.

Stamped Ware, plain, 20-10-2½% discount.

Stamped Ware, retinned, 15-5-5%

Pieced Tinware, ordinary, list plus 90%

Pieced Tinware, copper bottoms, list plus 105%

Sheetiron Ware, list plus 72½%.

Light Galvanized Pails, plus 72½%

Tubs—

Light, plus 72½%

Heavy, 62½%

Pails and Tubs, plus 72½%

Jap. Coal Hods, list plus 92½%

Galvanized Coal Hods, list plus 102½%

WASHERS—

Size	Case lots	Less
3-16 in.	$16 90	$17 40
¼ in.	13 92	15 42
5-16 in.	14 04	14 54
⅜ in.	13 05	13 55
7-16 in.	12 28	12 78
½ in.	11 84	12 34
9-16 in.	11 73	12 23
⅝ in.	11 62	12 12
¾ in.	11 51	12 01
⅞ in.	11 40	11 90
1 in.	11 40	11 90
1⅛ in.	11 40	11 90
1¼ in.	11 62	12 12
1⅜ in.	11 62	12 12
1 7-16 in.	11 62	12 12
1½ in.	11 62	12 12

WASTE

Cream, polishing	0 24½

WHITE

XXX Extra	$0 21
XX Grand	0 20
XLCR	0 19
X Empire	0 17½
X Press	0 16

COLORED

Fancy	$0 17½
Lion	0 16
Standard	0 14½
Popular J	0 13
Keen	0 11½

Above lines subject to trade discount for quantity.

WEIGHTS, SASH	**Per 100 lbs.**
Sectional	$7 50
Solid	7 00

WELL WHEELS	**Doz.**
Cast, covered, 8 in.	$11 60
Cast, plain, 10 in.	15 60
12 in.	18 85
14 in.	24 00

WHEELBARROWS	**Each**
U. S.	$ 6 60
General purpose	7 90
Stone	13 75
Navvy, doz.	105 00

WIRE — BARB

Lyman, 4-point, $5.65 Winnipeg; Glidden Cattle, 2-pt., $5.45 Winnipeg; Baker, 2-pt., $5.35 Winnipeg; plain twist, cwt., Winnipeg, $7.00 100 lbs.; galvanized, Winnipeg, No. 9, $7.80; No. 12, $8.05; coil spring, plain, Winnipeg, No. 9, $7.05; No. 12, $7.25.

Patented screen in 100-ft. rolls. $3.50 per 100 sq. feet.

WIRE — PLAIN

Bale ties, 14-gauge, single loop, $7.90 Winnipeg, $7.25 Fort William.

Brass snare wire, per lb., 90c.

WIRE — ANNEALED

No. 9, $6.75; No. 10, $6.81; No. 12, $6.95; No. 14, $7.15; No. 15, $7.30; No. 16, $7.45, per 100 lbs.

WRENCHES — NUT

Agricultural—	
6-inch	$ 9 00
8-inch	10 80
10-inch	12 60
12-inch	16 20
15-inch	21 60
Perfect Handle—	
6 inch	15 00
8 inch	17 50
10 inch	.....
12 inch	.....
15 inch	.....
18 inch	.....

WRENCHES—PIPE

Trimo—30% off list.

Stillson—30% off list.

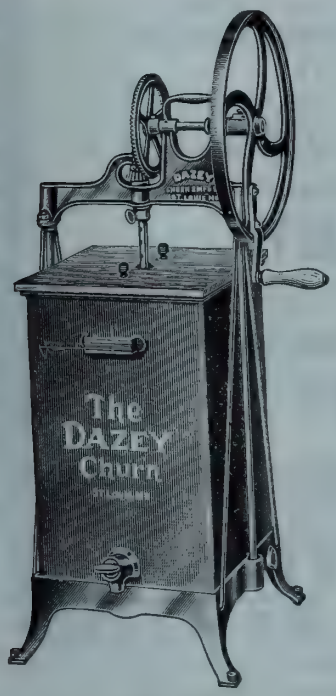
	— Dozen—	
Always Ready	**Black**	**N. P**
No. 1	$4 60	$ 5 00
No. 2	6 30	6 75

WRINGERS, CLOTHES	**Doz.**
Universal	$49 50
New Eze	76 50
Regent	69 00

The Trade Mark behind the "Hardware House of Quality"

DIAMOND A BRAND — ASHDOWN'S GUARANTEE

The Largest Wholesale Hardware Dealers in Canada



No. 1000

Dazey Churns

Clean, Sanitary, Time-Saving

The Dazey Churn is the only one that produces butter in its natural condition. In place of breaking the tissues in which the butterfat or oil is contained and bringing this into a mass, the Dazey dasher drives the cream across the slanting wings and rolls up the globules in their natural condition into grains about the size of rice. During this building-up process, the caseine and other butter-making properties in cream, usually lost with other churns, stick to and roll up with the butter globules, which is the reason the Dazey makes more butter.

With the Dazey it is possible to churn in 2 to 5 minutes.

Sanitary—Because there is nothing to absorb the cream and become rancid as with wooden churns.



No. 25

"Champion" Cream Separators

A High Quality Machine That Gives Service

The "Champion" Patented Centrifugal Cream Separator represents just what it implies, simplicity, perfection in action, with mechanical construction of the highest. The materials and every portion connected with it are the very best that experience, mechanical skill, and money can apply. The "Champion" Separator in its inventions, design and entire construction, is the product of the trained mind of a mechanical engineer, with over one-quarter of a century practical experience in inventing, designing, and manufacturing cream separators. The "Champion" Cream Separator has many other improvements that are well worth dwelling upon.

Write to-day for interesting literature.

The J. H. Ashdown Hardware Co., Limited

Winnipeg, Canada

Calgary **Saskatoon**

If interested tear out this page and place with letters to be answered.

STEEL IRON METALS

WINNIPEG WAREHOUSE STOCK

REINFORCING BARS IN ALL SIZES, IN LENGTHS UP TO 60'
BOLTS: MACHINE, CARRIAGE, DRIFT, SHIPBUILDING, ELEVATOR
BAR IRON: FLAT, ROUND AND SQUARE, SMALLEST TO THE LARGEST

HEXAGON BARS		MACHINE STEEL	
BOILER TUBES	NUTS	RIVETS	SHAFTING
ANGLES	CHANNELS	RAILS	TEES
FORGING BILLETS	CAP SCREWS	WASHERS	SET SCREWS

GAUGE SHEETS, BLACK AND GALVANIZED, IN ALL GAUGES

GET OUR MONTHLY STOCK LIST

A COMPLETE LINE FOR
THE MANUFACTURER — THE WHOLESALER — THE CONSUMER

IF IT'S STEEL OR IRON WE HAVE IT

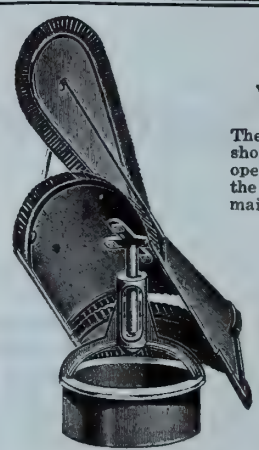
The MANITOBA STEEL & IRON COMPANY. LIMITED
WINNIPEG, MANITOBA

"Dazee Brand" Woodenware

Buy Western-made Washboards, Step Ladders, Bake Boards, Ironing Boards, Clothes Horses, Tub Stands, etc. For sale by all jobbers. We guarantee the quality will please you. If jobber does not supply you write us direct.

The Brett Mfg. Co., Limited
WINNIPEG, MAN.

To get business you must go after it.
Others do it through this paper
—why not YOU?



O-Rib-O
Volcano Chimney Top

The Deflector — the lower slanting part shown — receives wind through the sloped opening, directing it over the chimney on the "blow-pipe" principle, creating and maintaining a continuous draft.

Cures the worst chimneys, and closes sales with a bang. Homes, stores, churches, factories are all your prospects.

Order to-day.

O-Rib-O
Manufacturing Co.
Winnipeg, Manitoba

COLLECTIONS

Our ability to collect accounts has been highly praised by merchants all over Canada. We collect anywhere in Canada and the United States on a strictly commission basis. You are under no obligation to us if we do not collect. We guarantee you a thoroughly honest service. Prompt remittances. Give us a trial. We collect where others fail. Established 1909.

Nagle Mercantile Agency
Laprairie (Montreal) Que.

EVERYWHERE
NO COLLECTION
NO CHARGE
EFFICIENT
RELIABLE

A SILENT SALESMAN

A Silent Salesman illustrated in the Arnett catalog which shows a range of styles to suit every purpose.

Make your whole store do saleswork by installing Arnett Silent Salesman.

Write for this Catalog

THOMAS LEWIS ARNETT
SOURIS MAN.



ARNETTIZE YOUR STORE

If interested tear out this page and place with letters to be answered.

NORTH STAR BATTERIES

Compare North Star Batteries with any other dry battery on the market, and you will find More Spark and Longer Life than other batteries possess.

The guarantee is unlimited and the price is lower.

The manufacturers of "North Star" products are experts in their line.

North Star Multiples are unequalled for heavy duty. Conveniently arranged in various sizes; perfectly protected and absolutely waterproof.



Sold by all leading jobbers

Canada Dry Cells Limited
WINNIPEG, MANITOBA

A Quick Seller with Good Profits

Are you overlooking the demand that exists among owners of horses—farmers, teamsters, etc.—for a pad that will take the torture out of hard, ill-fitting collars?

TRADE MARK
Ventiplex
PADS

Are just what is required for horses. Carefully and scientifically made, these pads cushion the jerks, positively prevent sore shoulders, and enable the horse to put more vigor into his work.

Recommended to your customers, Ventiplex Pads are certain to make quick sales and good profits.

The Burlington Windsor Blanket
CO., LIMITED

Toronto - Ontario



More Profitable Lines for the Hardware Dealer

Our products earn maximum profits for the dealer. A trial order will convince you of their great sales-producing qualities.

We manufacture—

Iron, Copper and Brass Rivets
Small Washers and Burrs
Wire Nails
Countersunk Clout Nails
Escutcheon Pins (Brass and Steel)
Tubular and Bifurcated Rivets
Copper and Steel Boat and Canoe Nails, Etc.





The Parmenter & Bulloch Co., Ltd.
GANANOQUE, ONTARIO

John R. Anderson, 36 Dizier St., Montreal. E. Fielding & Son, 9 Front St. East, Toronto. David Philip, 138 Portage Ave. East, Winnipeg. W. O. Webster, 1220 Hamilton St., Vancouver.

If interested tear out this page and place with letters to be answered.

THE BUYERS' GUIDE

If what you want is not here, write us, and we will tell you where to get it. Let us suggest that you consult also the advertisers' index, facing the inside back cover, after having secured advertisers' names from the directory. The information you may desire may be found in the advertising pages. This department is maintained for the benefit and convenience of our readers. The insertion of advertisers' headings is gladly undertaken, but does not become part of any advertising contract.

ABRASIVES
The Carborundum Co., Niagara Falls, N.Y.
Canadian Hart Products Ltd., Hamilton, Ont.
The Cleveland Stone Co., Cleveland, Ohio.

AGRICULTURAL PRODUCTS
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

AIR COCKS
James Morrison Brass Mfg. Co., Ltd., Toronto.

ALABASTINE
The Alabastine Co., Ltd., Paris, Ont.

ALUMINUM
British Aluminium Co., Toronto.
Canada Metal Co., Toronto.
A. C. Leslie & Co., Montreal.

ALUMINUM CASTINGS
The Toronto Lock Mfg. Co., Toronto.

ALUMINUM WARE
The Aluminum Goods Mfg. Co., Manitowoc, Wis.
The Aluminum Specialties Co., Ltd., Toronto.
The Aluminium Ware Mfg. Co., Oakville, Ont.
Buncher & Haseler, Ltd., Birmingham, Eng.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Landers, Frary & Clark, New Britain, Conn.
McLain, The Louis, Co., Toronto.
Napper & Davenport, Birmingham, Eng.
W. D. Shambrook & Co., Hamilton.
E. T. Wright & Co., Limited, Hamilton, Ont.

AMMUNITION
Caverhill, Learmont & Co., Montreal.
Dupont Powder Co., Wilmington, Del.

ANVILS
Thos. Davidson Mfg. Co., Ltd., Montreal.

ARMS
Colts Patent Fire Arms, Hartford, Conn.
The Fraser Co., Agents B.S.A., Montreal, Que.
Savage Arms Corpn., Utica, N.Y.

ART GLASS
Hobbs Mfg. Co., Montreal, Que.
Ontario Plate Glass, Ltd., The, Hamilton, Ont.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
The Toronto Plate Glass & Importing Co., Toronto.

ASBESTOS
Wm. J. Brown, Montreal, Que.

AUTO ACCESSORIES, EQUIPMENT AND SUPPLIES (JOBBERS)
Hyslop Bros., Toronto.
Towe & Towe, London, Ont.
Samuel Trees & Co., Ltd., Toronto.

AUTO ACCESSORIES, EQUIPMENT AND SUPPLIES (MANUFACTURERS)
Adams & Elting Co., Toronto.
Ames, Holden, McCready, Limited, Montreal.
The Armeroid Co., Toronto.
The Air-Tite Mfg. Co., St. Thomas, Ont.
Boston Varnish Co., Everett Station, Boston, Mass.
Burgess-Norton Mfg. Co., Geneva, Ill.
Canada Cycle & Motor Co., Ltd., Weston, Ont.
Canadian National Carbon Co., Toronto.
Canadian Winkley Co., Ltd., Windsor, Ont.
Cannon Oiler Co., Keithsburg, Ill.
The Carborundum Co., Niagara Falls, N.Y.
Canada Dry Cells, Ltd., Winnipeg.
The Chicago Flexible Shaft Co., Chicago, Ill.
The Dominion Chain Co., Ltd., Niagara Falls, Ont.
The Dustbane Mfg. Co., Ottawa, Ont.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
The Eclipse Mfg. Co., Indianapolis, Ind.
Goodell-Pratt Co., Greenfield, Mass.
Gutta Percha & Rubber, Ltd., Toronto.
The Hamilton Cotton Co., Limited, Hamilton, Ont.
Will. B. Lane, Chicago, Ill.
Motor Necessities Co. of Canada, Winnipeg, Man.
The F. E. Partridge Rubber Co., Guelph, Ont.
Ren Automotive Supply Mfg. Co., Preston, Ont.
Rock Island Mfg. Co., Chicago, Ill.
A. Schrader Sons, Inc., Toronto.
Smith & Hemenway Co., Inc., Irvington, N.J.
Trimont Mfg. Co., Roxbury, Mass.
Wilkinson & Kompass, Hamilton.
J. H. Williams & Co., Ltd., St. Catharines, Ont.

AUTOMATIC SCREW MACHINE PRODUCTS
Burgess-Norton Mfg. Co., Geneva, Ill.

AUTOMOBILE PARTS
Burgess-Norton Mfg. Co., Geneva, Ill.
Canada Foundries & Forgings, Ltd., Welland, Ont.

AXES
Burgess-Norton Mfg. Co., Geneva, Ill.
Can. Foundries and Forgings, Ltd., Brockville, Ont.
Caverhill, Learmont & Co., Montreal.
Shurly-Dietrich Co., Ltd., Galt, Ont.

BABBITT METAL
Canada Metal Co., Toronto.
Caverhill, Learmont & Co., Montreal.
Great Western Smelting & Refining Co., Limited, Vancouver, B.C.
Hoyt Metal Co., Toronto.

BAIT, FISHING
Alcock, Laight & Westwood Co., Toronto, Ont.

BARB WIRE
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.

BARREL COVERS
E. B. Eddy Co., Hull, Que.

BATTERIES, DRY
Burgess Batteries Ltd., Winnipeg, Man.
Canadian National Carbon Co., Ltd., Toronto.
Canada Dry Cells Ltd., Winnipeg.

BATTERIES, FLASHLIGHT
Burgess Batteries Ltd., Winnipeg, Man.
Canadian National Carbon Co., Ltd., Toronto.

BATHS, ENAMELLED AND COPPER
Canada Metal Co., Toronto.

BATHROOM FIXTURES
The Gendron Mfg. Co., Ltd., Toronto.
Landers, Frary & Clark, New Britain, Conn.

BALE TIES
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
Laidlaw Bale-Tie Co., Limited, Hamilton, Ont.

BELTING, TRANSMISSION, ELEVATOR AND CONVEYOR
The Dominion Belting Co., Ltd., Hamilton, Ont.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Ltd., Toronto.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

BELTING, STITCHED COTTON DUCK
Dominion Belting Co., Hamilton, Ont.

BELTING, RUBBER
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Ltd., Toronto.

BENDS, BRASS, IRON AND LEAD
Jas. Morrison Brass Mfg. Co., Toronto.

BEVELS
Brown & Sharpe Mfg. Co., Providence, R.I.
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
L. S. Starrett Co., Athol, Mass.

BIBBS, BASIN AND BATH COCKS, COMPRESSION
Jas. Morrison Brass Mfg. Co., Toronto.

BIBBS, BASIN AND BATH COCKS, FULLER
Jas. Morrison Brass Mfg. Co., Toronto.

BOLTS AND NUTS
Caverhill, Learmont & Co., Montreal.
London Bolt & Hinge Works, London, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Stanley Works, The, New Britain, Conn.
Wilkinson & Kompass, Hamilton.

BOLTS, EYE
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man
J. H. Williams & Co., Ltd., St. Catharines, Ont.

BOLTS, FLUSH
The Toronto Lock Mfg. Co., Toronto.

BORING BARS
J. H. Williams & Co., Ltd., St. Catharines, Ont.

BOOTS, RUBBER
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

BOOT CALKS AND TOOLS
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

BOX OPENING TOOLS
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

BOXES, TIN
A. R. Whittall Can Co., Ltd., Montreal.

BRADS, WIRE
The Western Wire & Nail Co., London, Ont.

BRASS CASTINGS AND GOODS
Canada Metal Co., Toronto.
Jas. Cartland & Sons, Ltd., Birmingham, Eng.
Jas. Morrison Brass Mfg. Co., Toronto.
Stratford Brass Co., Ltd., Stratford, Ont.
Frederick Giles & Sons, Birmingham, England.
The Toronto Lock Mfg. Co., Toronto.

BRASS SHEETS AND RODS
A. C. Leslie & Co., Montreal.
Canada Metal Co., Toronto.
Graham Nail Works, The, Toronto.
Laidlaw Bale Tie Co., Hamilton.
Stanley Works, The, New Britain, Conn.

BARN DOOR HANGERS
Beatty Bros., Limited, Fergus, Ont.
Canada Steel Goods Co., Hamilton, Ont.
N. Slater Co., Limited, Hamilton, Ont.
The Stanley Works, New Britain, Conn.
Taylor-Forbes Co., Guelph, Ont.

BASKETS
Walter Woods & Co., Hamilton, Ont.

BEARINGS
Burgess-Norton Mfg. Co., Geneva, Ill.

BIT, BRACES
Caverhill, Learmont & Co., Montreal.

BLACK LEAD
John Oakey & Co., Ltd., London, Eng.

BLASTING SUPPLIES
Dupont Powder Co., Wilmington, Del.

BOX STRAPPING
The Stanley Works, New Britain, Conn.

BITS, AUGER
E. C. Atkins & Co., Hamilton, Ont.
Caverhill, Learmont & Co., Montreal.
Millers Falls Company, Millers Falls, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Rule & Level Co., New Britain, Conn.
Wilkinson & Kompass, Hamilton.
Whites Limited, Collingwood, Ont.

BITS, FORSTNER
Progressive Mfg. Co., Torrington, Conn.

BITS, EXTENSION
Millers Falls Company, Millers Falls, Mass.

BICYCLES
Canada Cycle & Motor Co., Toronto.
Hyslop Bros., Ltd., Toronto.

BICYCLE PARTS
Burgess-Norton Mfg. Co., Geneva, Ill.

BIRCH SEATS
Canadian Veneering Co., Montreal, Que.

BRACKETS, SHELF
Canada Steel Goods Co., Hamilton.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Stanley Works, New Britain, Conn.

BRACES
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
The Peck, Stow & Wilcox Co., Southington, Conn.
Vaughan & Bushnell, Chicago, Ill.

BRAKES
Canada Cycle & Motor Co., Ltd., Toronto, Ont.

BRAKE LINING
The Hamilton Cotton Co., Limited, Hamilton, Ont.

BRASS FITTINGS AND RODS
James Morrison Brass Mfg. Co., Ltd., Toronto.

BREAD AND CAKE MAKERS
Thos. Davidson Mfg. Co., Ltd., Montreal.
Landers, Frary & Clark, New Britain, Conn.

BREAD BOARDS
Schultz Bros. & Co., Ltd., Brantford, Ont

BREAST DRILLS
Stanley Rule & Level Co., New Britain, Conn.
Goodell-Pratt Co., Greenfield, Mass.

BRONZE CASTINGS
The Toronto Lock Mfg. Co., Toronto.

BRUSH AND BROOM MANUFACTURERS
The Boeckh Company, Ltd., Toronto.
Meakins & Sons, Ltd., Hamilton.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Ltd., Port Elgin, Ont.
Walter Woods & Co., Hamilton.

BRUSHES, SHAVING, MANUFACTURERS
The Boechk Company, Limited, Toronto.
Meakins & Sons, Limited, Hamilton, Ont.
Rubberset Co., Ltd., Toronto, Ont.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.

BRUSHES, FLOOR, MANUFACTURERS
The Boechk Company, Ltd., Toronto.
Meakins & Sons, Ltd., Hamilton, Ont.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.

BRUSHES, GENERAL, MANUFACTURERS
The Boeckh Company, Ltd., Toronto.
Meakins & Sons, Ltd., Hamilton, Ont.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.

BRUSHES, SCRUB, SHOE AND STOVE MANUFACTURERS
The Boeckh Company, Ltd., Toronto.
Meakins and Sons, Limited, Hamilton, Ont.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.

BUILDING PAPERS
The Barrett Co., Ltd.
D. J. Ladd & Co., Winnipeg, Man.
Alex. McArthur & Co., Montreal, Que.

BURLAP, DECORATIVE WALL
The Dominion Oilcloth & Linoleum Co., Ltd., Montreal.

BUSINESS MACHINES
The International Business Machines Ltd., Toronto.
The National Cash Register Co., Toronto.

BUTTONS, ELECTRIC PUSH
The Toronto Lock Mfg. Co., Toronto.

BUTTER MOLDS
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
Walter Woods & Co., Hamilton, Can.

Let Miss Simplicity Do It



Our motto is "Efficient Service." We give a liberal guarantee, prompt shipment of orders and supply you with free advertising matter to assist you in making sales.

YOU want a real leader—one that will sell quickly and easily and bring quick turnover, good profits. You want to increase business, to make new and profitable customers—

Then *let Miss Simplicity do it.*

There is a proved market everywhere for an electric clothes washer like Miss Simplicity. It is priced quite low and yet embodies all the right qualities. It is just what the average housewife will buy because she can afford it.

You can take pride and pleasure in saying to your customers, *"Let Miss Simplicity do it."*

Miss Simplicity makes easy sales because of its handsome appearance and moderate price and then makes other sales because of its perfect operation and sure customer satisfaction. Everything about Miss Simplicity will commend itself heartily to you. Made of the very best materials, assembled with every care, thoroughly inspected and tested and with our absolute guarantee behind it.

What more could you want? Write to-day for some further particulars and our dealer offer.

W. A. KRIBS COMPANY LIMITED

Hespeler, Ontario

Quebec Distributors:

Northern Electric Company Limited

MONTREAL, P.Q.



Western Distributors:

Great West Electric Company Limited

WINNIPEG MAN.

If interested tear out this page and place with letters to be answered.

THE BUYERS' GUIDE

BUTTER TUBS (COVERED)
E. B. Eddy Co., Ltd., Hull, Que.

BUTTER WORKERS
Beatty Bros., Ltd., Fergus, Ont.

BUTTS AND HINGES
Canada Foundries & Forgings, Brockville, Ont.
Canada Steel Goods Co., Hamilton.
Caverhill, Learmont & Co., Montreal.
Chicago Spring Butt Co., Chicago, Ill.
The Stanley Works, New Britain, Conn.
The Toronto Lock Mfg. Co., Toronto.
Whites Limited, Collingwood, Ont.

BURRS
The Stanley Works, New Britain, Conn.
Steel Co. of Canada, Ltd., Hamilton.
Parmenter & Bulloch, Gananoque.

BUILDERS' BRASS FOUNDRY
Frederick Giles & Sons, Birmingham, England.

BUILDERS' CASTINGS OF ALL KINDS
The Katie Foundry Co., Galt, Ont.

BUILDERS' HARDWARE
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Canada Steel Goods Co., Hamilton, Ont.
Jas. Cartland & Son, Ltd., Birmingham, Eng.
Caverhill, Learmont & Co., Montreal.
Chicago Spring Butt Co., Chicago, Ill.
National Hardware Co., The, Orillia, Ont.
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.
N. Slater Co., Limited, Hamilton, Ont.
Stanley Davies, Weston, Ont.
The Stanley Works, New Britain, Conn.
Stratford Brass Co., Ltd., Stratford, Ont.
The Toronto, Lock Mfg. Co., Toronto.
Whites Limited, Collingwood, Ont.

BUILDERS' SUPPLIES
The Barrett Co., Ltd.

BUMPERS, RUBBER
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

CABINET HARDWARE
Stratford Brass Co., Ltd., Stratford, Ont.

CALKS, BOOT
The Lufkin Rule Co. of Canada, Ltd., Windsro, Ont.

CALIPERS AND DIVIDERS
Brown & Sharpe Mfg. Co., Providence, R.I.
Caverhill, Learmont & Co., Montreal, Que.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

CALIPER GAUGES
J. H. Williams & Co., Ltd., St. Catharines, Ont.

CAMP FURNITURE AND GOODS
The Woods Mfg. Co., Ltd., Ottawa, Ont.

CANS
The A. R. Whittall Can. Co., Ltd., Montreal.

CANS, OIL
Cannon Oiler Co., Keithsburg, Ill.

CAN OPENERS
The United Royalties Corp., New York, N.Y.

CARBON REMOVER
The Dustbane Mfg. Co., Ottawa, Ont.

CARBORUNDUM
Carborundum Co., Niagara Falls, N. Y.
The Canadian Hart Products Ltd., Hamilton, Ont.

CARRIAGE HARDWARE
Stratford Brass Co., Ltd., Stratford, Ont.
Wilkinson & Kompass, Hamilton, Ont.

CARPET, SWEEPERS
Bissell Carpet Sweeper Co., of Canada, Ltd., Niagara Falls, Ont.
Caverhill, Learmont & Co., Montreal.
Walter Woods & Co., Hamilton.

CARRIERS, HAY
Beatty Bros., Ltd., Fergus, Ont.

CARTRIDGES
Dominion Cartridge Co., Ltd., Montreal.

CASEMENT FASTENERS AND FITTINGS
Frederick Giles & Sons, Birmingham, Eng.

CASTERS
Canada Foundries & Forgings, Ltd., Brockville.
National Hardware Co., The, Orillia, Ont.
The Toronto Lock Mfg. Co., Toronto.

CATCHES, SCREEN DOOR
Burgess-Norton Mfg. Co., Geneva, Ill.

CEMENT
The Barrett Co., Ltd.

CEMENT, RUBBER
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

CEMENT, ROOFING
The Barrett Co., Ltd.
Geo. W. Reed & Co., Ltd., Montreal, Que.

CHAINS, CUT-LINK
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.

CHAINS (TIRE)
The Dominion Chain Co., Niagara Falls, Ont.

CHAIN PIPE WRENCHES
J. H. Williams & Co., Ltd., St. Catharines, Ont.

CHAIR SEATS
Canadian Veneering Co., Acton Vale, Que.

CHISELS, CAPE, COLD, ETC.
Brown-Boggs Co., Ltd., Hamilton, Ont.
Caverhill, Learmont & Co., Montreal.
Goodell-Pratt Co., Greenfield, Mass.
The Peck, Stow & Wilcox Co., Southington, Conn.
Stanley Rule & Level Co., New Britain, Conn.
The Toronto Lock Mfg. Co., Toronto.

CHECKING FLOOR HINGES
Chicago Spring Butt Co., Chicago, Ill.
The Toronto Lock Mfg. Co., Toronto, Ont.

CHEMICAL SPECIALTIES
J. and C. S. Bolinders, Mek Verst A. B., Stockholm, Sweden.
Vol-Peek Mfg. Co., Montreal.

CHOPPERS, FOOD
F. W. Lamplough & Co., Montreal, Que.
Landers, Frary & Clark, New Britain, Conn.

CHOPPERS, ICE
Burgess-Norton Mfg. Co., Geneva, Ill.

CHUCKS
Goodell-Pratt Co., Greenfield, Mass.

CHUCKS, TAP
Greenfield Tap & Die Corp. of Canada, Ltd., Galt, Ont.

CHURNS, HAND AND POWER
Beatty Bros. Ltd., Fergus.
J. J. Blow, London, Eng.
Caverhill, Learmont & Co., Montreal.
The Dazey Churn Co., St. Louis, Mo.
Dowswell, Lees Co., Hamilton.
Landers, Frary & Clark, New Britain, Conn.
Maxwells, Ltd., St. Marys, Ont.
Walter Woods & Co., Ltd., Hamilton, Ont.

CHURN, MIXER
The United Royalties Corp., New York, N.Y.

CLAMPS, "C"
J. H. Williams & Co., Ltd., St. Catharines, Ont.

CLAMPS, MITRE AND DRAW
Burgess-Norton Mfg. Co., Geneva, Ill.

CLAMPS
Canada Foundries & Forgings, Ltd., Brockville.

CLEAVERS
Burgess-Norton Mfg. Co., Geneva, Ill.
J. H. Williams & Co., Ltd., St. Catharines, Ont.

CLEAN-OUT DOORS
The Katie Foundry Co., Galt, Ont.

CLEVISES, MALLEABLE
The International Malleable Iron Co., Ltd., Guelph.

CLIPPERS, HORSE
The Flexible Shaft Co., Limited, Toronto.

CLIPPERS, HORSE AND COW
The Flexible Shaft Co., Ltd., Toronto.

CLOCKS
The New Haven Clock Co., New Haven, Conn.
The Western Clock Co., Peterborough, Ont.

CLOSET SEATS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Canadian Veneering Co., Acton Vale, Que.

CLOTHES DRYERS
The Aero Mfg. Co., Ltd., Sherbrooke, Que.
Dowswell Lees & Co., Ltd., Hamilton, Ont.
Schultz Bros. Mfg. Co., Ltd., Brantford, Ont.

CLOTHES LINE (WIRE)
The Western Wire & Nail Co., London, Ont.

CLOTHES LINE REELS
The United Royalties Corp., New York, N.Y.

CLOTHES PINS
Wm. Cane & Sons, Ltd., Newmarket, Ont.

CLOTHES RACKS
Walter Woods & Co., Ltd., Hamilton, Ont.

CLOTHES REELS
The Katie Foundry Co., Galt, Ont.

CLOTHES WASHERS AND WRINGERS, ELECTRIC
Appliances, Limited, Toronto.
Beatty Bros. Limited, Fergus, Ont.

COLLAR PADS
American Pad & Textile Co., Chatham.

COFFEE PERCOLATERS AND URNS
Landers, Frary & Clark, New Britain, Conn.

CORRUGATED FASTENERS
The Stanley Works, New Britain, Conn.

CONVEYORS, OVERHEAD
Beatty Bros., Ltd., Fergus, Ont.

COAL CHUTES
The Katie Foundry Co., Galt, Ont.

COAL HODS
Thos. Davidson Mfg. Co., Montreal, Que.

COBBLERS' SETS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Katie Foundry Co., Galt, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

CONCRETE REINFORCING TWISTED SQUARES
Burlington Steel Co., Ltd., Hamilton, Ont.

CONDENSATION UNITS
The Westco Pumps Ltd., Toronto.

CONDUCTOR PIPE, HOOKS, HEADS, ETC.
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Wheeler & Bain, Toronto.

CONNECTING RODS
The Steel Co., of Canada, Ltd., Hamilton, Ont.
J. H. Williams & Co., Ltd., St. Catharines, Ont.

CONTAINERS
The A. R. Whittall Can. Co., Ltd., Montreal.

COOKING WARE, GLASS
The Corning Glass Works, Corning, N.Y.

COPING SAWS
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

COTTON GLOVES
American Pad & Textile Co., Chatham.

COTTER PINS
James Austin & Sons, Ltd., London, Eng.

CORDAGE
The Aero Mfg. Co., Ltd., Sherbrooke, Que.
Consumers Cordage Co., Montreal and Halifax.
Doon Twines Ltd., Kitchener, Ont.
Plymouth Cordage Co., Welland, Ont., and North Plymouth, Mass.

CORNERS, CHEST
The Brainerd Mfg. Co., East Rochester, N.Y.

COUNTERS
Thomas Lewis Arnett, Souris, Man.

COUNTER-SINKS
Goodell-Pratt Co., Greenfield, Mass.

COUPLINGS, PUMP ROD
Edward E. Johnson Inc., St. Paul, Minn.

CRANK SHAFTS
J. H. Williams & Co., Ltd., St. Catharines, Ont.

CROWBARS
B. J. Coghlin & Co., Montreal.

CULTIVATORS
C. S. Norcross & Sons, Bushnell, Ill.

CULVERTS, METAL
The Pedlar People Ltd., Oshawa, Ont.

CURTAIN POLE FITTINGS
G. B. Birch & Co., Birmingham, Eng.

CUTLERY
Adcock & Brewer, Ltd., Montreal, Que.
The Acme Shear Co., Bridgeport, Conn.
Bridgeport Hdwe. Co., Bridgeport, Conn.
Burgess-Norton Mfg. Co., Geneva, Ill.
Geo. Butler & Co., Ltd., Sheffield, Eng.
The Canadian Wm. A. Rogers Co., Ltd., Toronto.
Caverhill, Learmont & Co., Montreal.
G. L. Cohoon, Montreal.
Thos. Ellin & Co., Ltd., Sheffield, Eng.
Fred. Ellis & Son, Sheffield, Eng.
Geneva Cutlery Co., Geneva, N.Y.
James Hutton & Co., Montreal.
Jonathan Crookes & Son, Ltd., Sheffield, Eng.
F. W. Lamplough & Co., Montreal, Que.
Landers, Frary & Clark, New Britain, Conn.
A. Macfarlane & Co., Ltd., Montreal, Que.
Oneida Community, Ltd., Oneida, N.Y.
Wm. Rogers Mfg. Co., Niagara Falls, Ont.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
Wiebusch & Hilger, New York.
Marples & Co., Sheffield, England.

CUTTERS
A. S. and A. L. Brown & Co., Montreal, Que.
Butterfield & Co., Inc., Rock Island, Que.
Trimont Mfg. Co., Roxbury (Boston, Mass).

CUSPIDORS
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.

CUSPIDORS (FIBREWARE)
E. B. Eddy Co., Ltd., Hull, Que.

DAIRY PAILS
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.

DAMPERS, STOVE PIPE
Can. Foundries & Forgings, Brockville, Ont.

DESKS, SCHOOL
Can. Foundries & Forgings, Brockville, Ont.

DIAPHRAGMS, RUBBER
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Ltd., Toronto.

DIES, STOCKS, ETC.
Butterfield & Co., Rock Island, Que.
Can. Foundries & Forgings, Ltd., Welland, Ont.
Greenfield Tap & Die Corporation, Galt, Ont.

DISH WASHER, ELECTRIC
The Hurley Machine Co., Limited, Toronto.

DISPLAY RACKS AND STANDS
Cameron & Co., Toronto.

DOG HARDWARE
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.

DOORS
Kasement Skrene Dore Co., Toronto.
Sanderson-Harold Co., Ltd., Paris, Ont.

DOOR BELLS
The Toronto Lock Mfg. Co., Toronto.

DOOR BOLTS
Canada Steel Goods Co., Hamilton, Can.
The Stanley Works, New Britain, Conn.

DOOR KNOBS
Cartland & Son, Ltd., James, Birmingham, Eng.
Stanley Davies, Weston, Ont.
Frederick Giles & Sons, Birmingham, England.
The Toronto Lock Mfg. Co., Toronto.

DOOR CHECKS
The Toronto Lock Mfg. Co., Toronto.

DOOR HANGERS
Can. Foundries & Forgings, Ltd., Welland, Ont.
Can. Steel Goods Co., Hamilton, Can.
N. Slater Co., Limited, Hamilton, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

DOOR SPRINGS
Jas. Cartland & Son, Ltd., Birmingham, Eng.
Chicago Spring Butt Co., Chicago, Ill.
The Kasement Skrene Dore Co., Toronto.

DOOR PULLS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Kasement Screen Dore Co., Toronto.
Stratford Brass Co., Ltd., Stratford, Ont.

DOOR STRIP
Atlas Iron, Wire & General Metal Works, Toronto.
The Peck, Stow & Wilcox Co., Southington, Conn.

DRAINERS, CELLAR
James Morrison Brass Mfg. Co., Ltd., Toronto.

DRILLS, BREAST
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
Millers Falls Company, Millers Falls, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.

DRILL CHUCKS
Goodell-Pratt Co., Greenfield, Mass.

DRILLS, BLACKSMITHS'
Can. Foundries & Forgings, td., Brockville, Ont.

DRILLS
Butterfield & Co., Rock Island, Que.
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Rule & Level Co., New Britain, Conn.
The Toronto Lock Mfg. Co., Toronto.
Wilkinson & Kompass, Hamilton, Ont.
The Sheffield Twist Drill & Steel Co., Ltd., Sheffield, England.

DRILLS, RATCHET
The Keystone Manufacturing Co., Buffalo, N.Y.

Thor 75 Automatic Electric Ironer



THE 100% IRONER

Here is a new home Ironer which is so far advanced that all comparison is removed. It has the features for which dealers have been wishing to boost their Ironer business. This Ironer is rapidly becoming as popular with the housewife as the Thor Washer.

Here are the features which offer material for the most convincing sales talk ever given on a home appliance:

Automatic control
No hand or foot levers
Two-speed roll
Self-aligning shoe
Large swivel casters
Collar and cuff attachment
Four-position shoe
Direct drive—no belts
Light weight
Easy to install

HURLEY MACHINE COMPANY, LIMITED
TORONTO

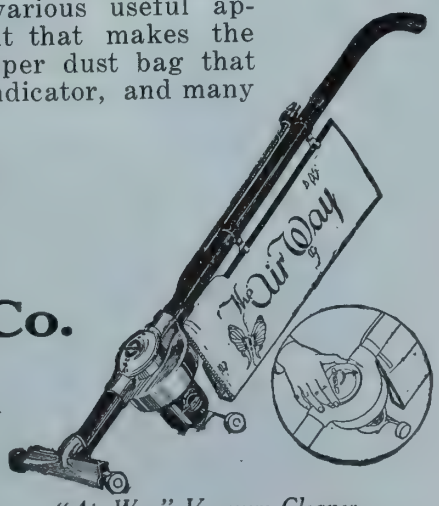
The Air-Way Electric Cleaner

The National Electric Heating Company takes pride and pleasure in offering the celebrated Air-Way Electric Cleaner to the trade of Canada.

The Air-Way is good for your business, because it is crammed full of exceptionally convincing selling points: The hollow suction handle makes it light enough to be easily picked up and applied to hangings, mouldings, high ledges, etc.; no stooping is necessary to attach the various useful appliances supplied with the Air-Way; the universal joint that makes the handle as flexible as the human wrist; the sanitary paper dust bag that can be burned or thrown away; the transparent dust indicator, and many other features close sales for you.

We offer booklets, pamphlets, electros and other helps to dealers. The National Electric Heating Company, Limited, is prepared to support the merchant who handles the desirable Air-Way Electric Cleaner with the same close co-operation that has always been our constant aim in the past.

Ask for literature that will make clear to you the exceptionally interesting points of superiority in this excellent machine.



"Air-Way" Vacuum Cleaner

National Electric Heating Co.
Limited

544-548 Queen Street East Toronto, Canada

G. N. Clarke
112 Crescent St.
Montreal, P.Q.

L. T. Walls
702 Confederation Life Bldg.
Winnipeg, Man.

Fred. H. Fletcher
627 Vancouver Blk.
Vancouver, B.C.

If interested tear out this page and place with letters to be answered.

THE BUYERS' GUIDE

DROP FORGINGS
Can. Foundries & Forgings, Ltd., Welland, Ont.
J. H. Williams & Co., Ltd., St. Catharines, Ont.
Spielmann Agencies, Montreal.
The Steel Co., of Canada, Ltd., Hamilton, Ont.

DRY COLORS
Brandram-Henderson, Montreal.
Canada Paint Co., Ltd., Montreal.
R. C. Jamieson & Co., Ltd., Montreal.
Sherwin-Williams Co., Ltd., Montreal.
A. Ramsay & Son Co., Montreal.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
G. F. Stephen & Co., Ltd., Winnipeg.
Martin-Senour Co., Ltd., Montreal.
McArthur Irwin, Montreal.

DRY CELLS
Canada Dry Cells, Ltd., Winnipeg.
Canadian National Carbon Co., Toronto.

DUSTERS
Channell Limited, Toronto.

DYNAMITE
Canadian Explosives, Ltd., Montreal, P.Q.
Du Pont American Industries, Wilmington, Del.

EAVESTROUGH
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Wheeler & Bain, Toronto.

EGG BEATERS
Collette Mfg. Co., Collingwood.
The United Royalties Corp., New York., N.Y.

EGG CASES
Miller Bros. Co., Limited, Montreal.
Walter Woods & Co., Hamilton.

EGG CASE FILLERS
Miller Bros. & Co., Limited, Montreal.
Walter Woods & Co., Hamilton.

EJECTORS AND SYPHONS
Jas. Morrison Brass Mfg. Co., Toronto.

ELBOWS
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.

ELECTRIC APPLIANCES
The Canadian Westinghouse Co., Ltd., Hamilton. Ont.
The McClary Mfg. Co., London, Ont.
The National Electric Heating Co., Ltd., Toronto.
The Renfrew Electric Products Ltd., Renfrew, Ont.

ELECTRIC FANS
Canadian Westinghouse Co., Ltd., Hamilton, Ont.

ELECTRIC GRATES
Barton-Netting Co., Ltd., Windsor, Ont.

ELECTRIC LIGHTING SUPPLIES
The Barton-Netting Co., Ltd., Windsor, Ont.

ELECTRIC MOTORS AND GENERATORS
Canadian Westinghouse Co., Limited, Hamilton, Ont.

ELECTRIC SPECIALTIES
Canadian Westinghouse Co., Ltd., Hamilton, Ont.
Canadian National Carbon Co., Toronto.
Landers, Frary & Clark, New Britain, Conn.
National Electric Heating Co., Toronto.

ELECTRIC SUPPLIES
Canadian Westinghouse Co., Ltd., Hamilton, Ont.

ELECTROPLATE WARE
W. J. Anthony & Sons, Ltd., Bormingham, Eng.

EMERY GLASS AND PAPERS
John Oakey & Sons, London, Eng.

EMERY (GRAIN AND SHEETS)
James Hutton & Co., Montreal, Que.
John Oakey & Co., Ltd., London, Eng.

EMERY GRINDERS
Western Hardware Mfg. Co., Milwaukee, Wis.

EMERY WHEEL DRESSERS
Burgess-Norton Mfg. Co., Geneva, Ill.
The Canadian Hart Products Ltd., Hamilton, Ont.

ENAMELS
The Barrett Co., Ltd.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
Sturgeons, Ltd., Toronto.

ENAMEL, STOVE PIPE
The Deco-Tint Co., Montreal, Que.
Sanderson Pearcy & Co., Limited, Toronto, Ont.

ENAMELLED WARE
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Sheet Metal Products Co. of Canada, Ltd., Toronto.
Republic Stamping & Enameling Co., Toronto.

ENGINES, GAS
The London Gas Power Co., Ltd., London, Ont.

EQUIPMENT, STORE
Thomas Lewis Arnett, Winnipeg.
Cameron & Co., Toronto.

ESCUTCHEON PINS
Parmenter & Bulloch Co., Ltd., Gananoque, Ont.

EXPLOSIVES
Canadian Explosives, Ltd., Montreal, P.Q.
Du Pont American Industries, Wilmington, Del.

EXTINGUISHERS, FIRE
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

FANLIGHT OPENERS
Jas. Cartland & Sons, Ltd., Birmingham, Eng.

FASTENERS, CASEMENT, STORM, SASH & SCREEN
Burgess-Norton Mfg. Co., Geneva, Ill.
Stanley Davies, Weston, Ont.
Stratford Brass Co., Ltd., Stratford, Ont.
The Stanley Works, New Britain, Conn.
The Toronto Lock Mfg. Co., Toronto.

FAUCETS, PETROLEUM
Can. Foundries & Forgings, Ltd., Brockville, Ont.

FEED BOXES
Can. Foundries & Forgings, Ltd., Brockville, Ont.

FEED COOKERS
Wheeler & Bain, Toronto.

FELTS (TARRED AND CARPET)
The Barrett Co., Ltd.
D. J. Ladd & Co., Winnipeg, Man.
Alex. McArthur & Co., Montreal, Que.

FENCING AND GATES
Banwell-Hoxie Wire Fence Co., Hamilton.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.

FENCE POSTS
The Burlington Products, Ltd., Hamilton, Ont.
The Canadian Steel & Wire Co., Ltd., Hamilton.

FENCING, STAPLES AND HOOKS
The Western Wire & Nail Co., London, Ont.

FENCES, WOVEN WIRE, FARM AND ORNAMENTAL
Banwell-Hoxie Wire Fence Co., Hamilton.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
Wheeler & Bain, Toronto.

FENDERS FOR BUGGY AND CARRIAGE
The Steel Co., of Canada, Ltd., Hamilton, Ont.

FILES
E. C. Atkins Co., Hamilton, Can.
G. & H. Barnett Co., Philadelphia, Pa.
Henry Disston & Sons, Limited, Toronto.
Nicholson File Co., Port Hope, Ont.
Simonds Canada Saw Co., Montreal.
Wilkinson & Kompass, Hamilton, Ont.

FILLERS
Boston Varnish Co., Everett St'n, Boston, Mass.
Sanderson Pearcy & Co., Limited, Toronto, Ont.

FIRE ARMS
Colts Patent Fire Arms Mfg. Co., Hartford, Conn.
Iver Johnson Arms & Cycle Works, Fitchburg, Mass.

FIRE DOOR FITTINGS
N. Slater Co., Limited, Hamilton, Ont.
Taylor-Forbes Co., Guelph, Ont.
The Toronto Lock Mfg. Co., Toronto.

FIRE EXTINGUISHERS
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

FIRE DEPARTMENT SUPPLIES
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Ltd., Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.

FIRE ESCAPES
The Dennis Wire & Iron Wks., Co., Ltd., London.

FIRE PAILS
E. B. Eddy Co., Ltd., Hull, Que.

FIREPLACE FIXTURES, OPEN GRATES, BASKET GRATES

DAMPERS AND DUMPS
The Barton Netting Co., Ltd., Windsor, Ont.
The Toronto Lock Mfg. Co., Toronto.

FIREPLACE SCREENS
Canada Wire & Iron Goods Co., Hamilton, Ont.

FISHING TACKLE AND ACCESSORIES
Allcock, Laight & Westwood Co., Ltd., Toronto.
Marble Arms & Mfg. Co., Gladstone, Mich.

FLAGS
The Woods Mfg. Co., Ltd., Ottawa, Ont.

FLASHLIGHTS, ELECTRIC
Canadian National Carbon Co., Toronto.

FLATWARE
Canadian Wm. A. Rogers, Toronto.
Oneida Community, Ltd., Oneida, N.Y.

FLOATS
Empire Level Mfg. Co., Milwaukee, Wis.

FLOWER POTS
E. B. Eddy Co., Ltd., Hull, Que.

FLAT SWATERS
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

FOOD CHOPPERS
F. W. Lamplough & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.

FOOTBALLS
Jabez Cliff & Co., Ltd., Walsall, Eng.

FLINT CLOTHS
John Oakey & Sons, London, Eng.

FLOOR CHECKS, SINGLE OR DOUBLE
Chicago Spring Butt Co., Chicago, Ill.

FLOOR DRESSING
The Commercial Oil Co., Ltd., Hamilton, Ont.
Imperial Oil, Ltd., Toronto, Ont.
Sanderson Pearcy & Co., Limited, Toronto, Ont.

FLOOR STANDS
Jenkins Bros., Ltd., Montreal.

FOOT WARMERS
The Chicago Flexible Shaft Co., Chicago, Ill.

FLOOR WAX
The Deco-Tint Co., Montreal, Que.
S. C. Johnson & Sons, Inc., Brantford, Ont.

FORCE CUPS
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

FORGINGS
Can. Foundries & Forgings, Ltd., Welland, Ont.

FORGINGS, DROP
Can. Foundries & Forgings, Ltd., Welland, Ont.

FRUIT JARS
Walter Woods & Co., Hamilton.

FUNNELS
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.

FURNACES
Burrow Stewart & Milne, Ltd., Hamilton.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Clare Bros. Co., Ltd., Preston, Ont.
The Empire Stove & Furnace Co., Ltd., Owen Sound, Ont.
The Enterprise Foundry Co., Ltd., Sackville, N.B.
Findlay Bros., Ltd., Carleton Place, Ont.
The Galt Stove & Furnace Co., Ltd., Galt, Ont.
The Hall-Zryd Foundry Co., Ltd., Hespeler, Ont.
McClary Mfg. Co., Limited, London, Ont.
The Monitor Stove Co., Ltd., Toronto. Ont.
Sanderson, Pearcy & Co., Ltd., Toronto, Ont.
Jas. Stewart Mfg. Co., Ltd., Woodstock, Ont.

FURNITURE POLISH
Canada Paint Co., Ltd., Montreal.
Channel Limited, Toronto.
The Deco-Tint Co., Montreal, Que.
Imperial Oil, Ltd., Toronto, Ont.
Sherwin-Williams Co., Ltd., Montreal.

FUSES, ELECTRIC
Canadian Westinghouse Co., Limited, Hamilton.

FUSE WIRE
Canada Metal Co., Ltd., Toronto.

GALVANIZED IRON BARS
The Steel Co., of Canada, Ltd., Hamilton, Ont.

GALVANIZED PIPE
Canada Metal Co., Ltd., Toronto.

GALVANIZED STEEL SHEETS
Dominion Sheet Metal Co., Ltd., Hamilton, Ont.
A. C. Leslie & Co., Montreal.

GALVANIZED WARE
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
The McClary Mfg. Co., London, Ont.
Sheet Metal Products, Ltd., Toronto.

GALVANIZED STEEL SHEETS
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

GALVANIZING
Thos. Davidson Mfg. Co., Ltd., Montreal.

GARDEN CULTIVATORS AND WEEDERS
C. S. Norcross & Sons, Bushnell, Ill.
Eureka Planter Co., Woodstock.

GARAGE HARDWARE
Canada Steel Goods Co., Hamilton, Ont.
N. Slater Co., Limited, Hamilton, Ont.
The Stanley Works, New Britain, Conn.

GARBAGE CANS
Thos. Davidson Mfg. Co., Ltd., Montreal.
Sheet Metal Products, Ltd., Toronto.
The Steel Trough & Machine Co., Ltd., Tweed, Ont.

GAS WATER HEATERS
Jas. Morrison Brass Mfg. Co., Toronto.

GASKETS, RUBBER
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Ltd., Toronto.

GASOLINE
Imperial Oil Co., Ltd., Toronto, Ont.
The North Star Oil & Refining Co., Limited, Winnipeg.

GASOLINE TANKS AND PUMPS
S. F. Bowser Company, Ltd., Toronto, Can.
The Steel Trough & Machine Co., Ltd., Tweed, Ont.

GATES, GALVANIZED
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.

GATES, STEEL AND WIRE
Banwell-Hoxie Wire Fence Co., Hamilton.

GAUGE COCKS, STANDARD AND HEAVY
The James Morrison Brass Mfg. Co., Ltd., Toronto.

GAUGES
Brown & Sharpe Mfg. Co., Providence, R.I.
Goodell Pratt Co., Greenfield, Mass.
Greenfield Tap and Die Corporation, Galt, Ont.
The James Morrison Mfg. Co., Ltd., Toronto.
L. S. Starrett Co., Athol, Mass.
Stanley Works Co., New Britain, Conn.
J. H. Williams & Co., Ltd., St. Catharines, Ont.

GENERAL RUBBER SPECIALTIES
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

GLASS BENDERS
Toronto Plate Glass Importing Co., Toronto.

GLASS, CARRIAGE
Hobbs Mfg. Co., Montreal, Que.
The Ontario Plate Glass, Ltd., Hamilton, Ont.

GLASS CUTTERS
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.

GLASS CUTTING BOARDS
The Lufkin Rule Co., of Canada, Ltd., Windsor.

GLASS, DOOR
The Consolidated Glate Glass Co. of Canada, Limited, Toronto.
Hobbs Mfg. Co., Montreal, Que.
The Ontario Plate Glass, Ltd., Hamilton, Ont.

GLASS, FANCY
The Consolidated Plate Glass Co. of Canada, Limited, Toronto, Ont.
Hobbs Mfg. Co., Montreal, Que.
The Ontario Plate Glass Ltd., Hamilton, Ont.

GLASS, WINDOW PLATE, ORNAMENTAL
The Consolidated Plate Glass Co. of Canada, Limited, Toronto.
Hobbs Mfg. Co., Montreal, Que.
Ontario Plate Glass, Ltd., Hamilton, Ont.
A. Ramsay, Son & Co., Montreal.
The Regina Plate Glass Co., Ltd., Regina, Sask.
The Saskatchewan Glass & Supply Co., Ltd., Moose Jaw, Sask.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
G. F. Stephens & Co., Ltd., Winnipeg.
Toronto Plate Glass Importing Co., Toronto.

GLAZIERS' DIAMONDS
A. Ramsay, Son & Co., Montreal.

GLOVES AND MITTS
American Pad & Textile Co., Ltd., Chatham, Ont.
The Hamilton Carhartt Co., Ltd., Toronto.

GLUE, SHEET AND GROUND
A. Ramsay, Son & Co., Montreal.
Sanderson Pearcy & Co., Limited, Toronto, Ont.

GOLF BAGS
The Woods Mfg. Co., Ltd., Ottawa, Ont.

GOLF BALLS
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

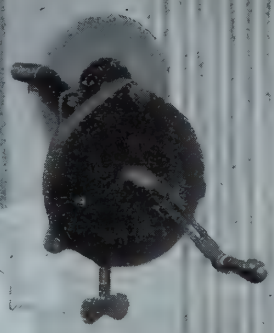
GRANITE WARE
Sheet Metal Products, Ltd., Toronto.

GRATES
The Barton Netting Co., Ltd., Windsor, Ont.

GREASE AND OIL CUPS
The James Morrison Brass Mfg. Co., Ltd., Toronto.

GREASE GUNS
Stevens & Co., New York.





Immediately!

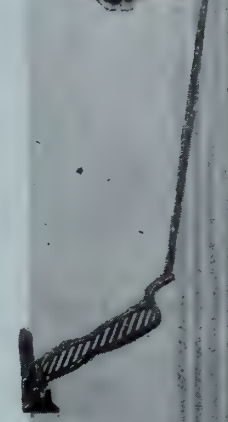
CARBORUNDUM Grinders are yours for immediate delivery.

For months we have been building up stocks against the time when the buy rush would come. That time is so near now that you should stock up on

Carborundum Grinders



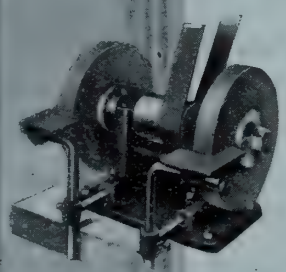


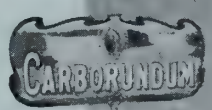


Garage and repair men, carpenters, mechanics of all kinds, housewives and farmers all need them. There is a market almost everywhere.

Write for prices, and complete information on this splendid line.

Glad to help you push your sales with displays, circulars, etc.





•

The
Carborundum Company
Niagara Falls, N. Y.



Carborundum Niagara Grinders

All you need to do is to stock them

If interested tear out this page and place with letters to be answered.

THE BUYERS' GUIDE

GRINDERS, HAND AND POWER
The Carborundum Co., Niagara Falls, N. Y.
A. G. & A. L. Brown & Co., Montreal, Que.
The Cleveland Stone Co., Cleveland, Ohio.
The Star Specialty Mfg. Co., Chicago, Ill.
Taylor-Forbes Co., Ltd., Guelph, Ont.
Western Hardware Mfg. Co., Milwaukee, Wis.

GRINDING WHEELS
The Carborundum Co., Niagara Falls, N.Y.
The Canadian Hart Products Ltd., Hamilton, Ont.
The Cleveland Stone Co., Cleveland, Ohio.

GRINDSTONES
The Carborundum Co., Niagara Falls, N.Y.
The Cleveland Stone Co., Cleveland, Ohio.

GRINDSTONE FIXTURES
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Cleveland Stone Co., Cleveland, Ohio.

GUARDS, WIRE
Canada Wire & Iron Goods Co., Hamilton, Ont.

GUNS
Caverhill, Learmont & Co., Montreal.
The Fraser Co., Agents B.S.A., Montreal, Que.
Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.
Savage Arms Corporation, Utica, N.Y.

GUN PARTS
The Fraser Co., Agents B.S.A., Montreal, Que

GUNSIGHTS
Marble Arms & Mfg. Co., Gladstone, Mich.

HACK SAWS
Brown & Sharpe Mfg. Co., Providence, R.I.
Clemson Bros., Inc., Hamilton, Ont.
Diamond Saw and Stamping Works, Buffalo, N.Y.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Co., Millers Falls, Mass.
L. S. Starrett Co., Athol, Mass

HACK SAW BLADES
E. C. Atkins & Co., Hamilton, Ont.
Clemson Bros., Inc., Hamilton, Ont.
Diamond Saw & Stamping Works, Buffalo, N.Y.
Goodell-Pratt Co., Greenfield, Mass.
Henry Disston & Sons, Ltd., Toronto.
Millers Falls Company, Millers Falls, Mass.
Smith & Hemenway Co., Inc., Irvington, N. J.

HACK SAW FRAMES
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Brown & Sharpe Mfg. Co., Providence, R. I.
Henry Disston & Sons, Limited, Toronto.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
L. S. Starrett Co., Athol, Mass.

HACK SAW MACHINES
Diamond Saw & Stamping Works, Buffalo, N. Y.
Goodell-Pratt Co., Greenfield, Mass.

HAME CHAINS
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.

HAMMERS
Canada Foundries & Forgings, Brockville, Ont.
The Peck, Stow & Wilcox Co., Southington, Conn.
Stanley Works, New Britain, Conn.
Vaughan & Bushnell, Chicago, Ill.

HAND DRILLS
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.

HANDLES
J. H. Still Mfg. Co., St. Thomas, Ont.

HANDLES, CHEST AND DRAWER
Burgess-Norton Mfg. Co., Geneva, Ill.
The Brainerd Mfg. Co., East Rochester, N. Y.
N. Slater Co., Limited, Hamilton, Ont.
Taylor-Forbes & Co., Limited, Guelph, Ont.

HANDLES, DOOR
The Toronto Lock Mfg. Co., Toronto.

HANDLES, CRANK, BALANCE, MACHINE
J. H. Williams & Co., Ltd., St. Catharines, Ont.

HAND PULLS
North Bros., Mfg. Co., Philadelphia, Pa.

HAND TAPS
Greenfield Tap and Die Corp.

HANGERS, BARN DOOR
Canada Steel Goods Co., Ltd., Hamilton, Ont.
Beatty Bros., Ltd., Fergus, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
N. Slater Ltd., Hamilton, Ont.
Taylor-Forbes & Co., Limited, Guelph, Ont.
The Toronto Lock Mfg. Co., Toronto.

HANGERS, DOOR
Beatty Bros., Ltd., Fergus, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Canada Steel Goods Co., Hamilton, Ont.
F. E. Myers & Bro., Ashland, Ohio.
N. Slater Co., Limited, Hamilton, Ont.
Taylor-Forbes & Co., Limited, Guelph, Ont.
The Stanley Works, New Britain, Conn.

HANGERS, DOOR AND TRACK
Beatty Bros., Ltd., Fergus, Ont.
Canada Steel Goods Co., Hamilton, Ont.
N. Slater Limited, Hamilton, Ont.

HANGERS, STORM, SASH AND SCREEN
The Stanley Works, New Britain, Conn.

HARDWARE, DOOR
The Hamilton Stove & Heater Co., Hamilton.
Taylor-Forbes & Co., Limited, Guelph, Ont.

HARDWARE, BARN DOOR
Beatty Bros., Limited, Fergus, Ont.

HARDWARE JOBBERS
Towe & Towe, London, Ont.

HARDWARE, FINISHING
Taylor-Forbes & Co., Limited, Guelph, Ont.

HARDWARE SPECIALTIES
The Brainerd Mfg. Co., East Rochester, N.Y.
Burgess-Norton Mfg. Co., Geneva, Ill.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Can. Forgings & Forgings, Ltd., Brockville, Ont.
Chicago Spring Butt Co., Chicago, Ill.
Landers, Frary & Clark, New Britain, Conn.
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.
N. Slater Co., Limited, Stratford, Ont.
Stratford Brass Co., Ltd., Stratford, Ont.
Taylor-Forbes Co., Guelph, Ont.

HARDWARE STORE FITTINGS
Stratford Brass Co., Ltd., Stratford, Ont.

HARNESS HARDWARE
Sanderson Pearcy & Co., Limited, Toronto, Ont.
The Niagara Metal Stamping Corporation, Niagara
Samuel Trees & Co., Ltd., Toronto.

HATCHETS
Burgess-Norton Mfg. Co., Geneva, Ill.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Marble Arms & Mfg. Co., Gladstone, Mich.
The Peck, Stow & Wilcox Co., Southington, Conn.

HASPS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Brainerd Mfg. Co., East Rochester, N.Y.
Canada Steel Goods Co., Hamilton, Ont.
The Toronto Lock Mfg. Co., Toronto, Ont.

HAWKS, ALUMINUM
Empire Level Mfg. Co., Milwaukee, Wis.

HEADLIGHT, GLASS
Hobbs Mfg. Co., Montreal, Que.
The Ontario Plate Glass, Ltd., Hamilton, Ont.

HEATERS
Anthes Foundry, Ltd., Winnipeg, Man.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
O-Rib-O Mfg. Co., Winnipeg, Man.
Thos. Davidson Mfg. Co., Ltd., Montreal.
The McClary Mfg. Co., Ltd., London, Ont.
Jas. Morrison Brass Mfg. Co., Ltd., Toronto, Ont.
The Perfection Stove Co., Ltd., Sarnia, Ont.
Jas. Stewart Mfg. Co., Ltd., Woodstock, Ont.
Sheet Metal Products, Ltd., Toronto.

HEATERS, AUTO
Chicago Flexible Shaft Co., Chicago, Ill.

HEATERS, ELECTRIC
Canadian Westinghouse Co., Limited, Hamilton, Ont.
Landers, Frary & Clarke, New Britain, Conn.
The National Electric Heating Co., Ltd., Toronto.
The Renfrew Electric Products Ltd., Renfrew, Ont.

HEAVY HARDWARE SPECIALTIES
Burgess-Norton Mfg. Co., Geneva, Ill.

HEELS AND SOLES, RUBBER
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Gutta Percha & Rubber Ltd., Toronto.

HINGES, BOX AND REFRIGERATOR
The Brainerd Mfg. Co., East Rochester, N.Y.

HINGES, ORNAMENTAL
The Lawson Mfg. Co., Chicago, Ill.
The Stanley Works, New Britain, Conn.

HOOKS, HAT AND COAT
The Brainerd Mfg. Co., East Rochester, N.Y.
Jas. Cartland & Sons, Ltd., Birmingham, Eng.
Can. Foundries & Forgings, Ltd., Brockville, Ont
Taylor-Forbes Co., Limited, Guelph, Ont.

HINGES, SPRING
Chicago Spring Butt Co., Chicago, Ill.
The Lawson Mfg. Co., Chicago, Ill.
Taylor-Forbes Co., Guelph, Ont.
The Toronto Lock Mfg. Co., Toronto.

HINGES, STRAP AND TEE
Canada Steel Goods Co., Hamilton, Can.
Can. Foundries & Forgings, Ltd., Brockville, Ont
N. Slater Co., Limited, Hamilton, Ont.

HOCKEY STICKS
Hall-Zryd Foundry Co., Limited, Hespeler, Ont.
The St. Marys Wood Specialty Co., Ltd., St. Marys
J. H. Still Mfg. Co., St. Thomas.

HOISTS
Manitoba Bridge & Iron Works, Ltd., Winnipeg

HOIST HOOKS
Williams & Co., J. H., Brooklyn, N.Y.

HOLLOW WARE
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Landers, Frary & Clark, New Britain, Conn.

HORSE BLANKETS AND HORSE COVERS
The Woods Mfg. Co., Ltd., Ottawa, Ont.

HORSE SLINGERS
Collins Mfg. Co., Toronto.

HONES, RAZOR
The Carborundum Co., Niagara Falls, N.Y.
The Canadian Hart Products Ltd., Hamilton, Ont.

HOOKS, FISH
Allcock, Laight & Westwood Co., Toronto, Ont.

HORSE SHOES
The Steel Co. of Canada, Ltd., Hamilton, Ont.
Wilkinson & Kompass, Hamilton.

HORSE SHOE PADS
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

HOSE CLAMPS
The Ontario Lantern & Lamp Co., Ltd., Hamilton.

HOSE, FITTINGS AND SUPPLIES
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Caverhill, Learmont & Co., Montreal.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Gutta Percha & Rubber, Ltd., Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.

HOSE MENDERS
The Ontario Lantern & Lamp Co., Ltd., Hamilton.

HOT AIR REGISTERS
Barton Netting Co., Limited, Windsor, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont
Jas. Stewart Mfg. Co., Woodstock, Ont.

HOUSEHOLD APPLIANCES
Canadian Westinghouse Co., Limited, Hamilton, Ont.

HOUSEHOLD PAILS
Wm. Cane & Sons, Hamilton, Ont.
E. B. Eddy Co., Hull, Que.

ICE CREAM FREEZERS
Wm. Cane & Sons, Co., Ltd., Newmarket, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
North Bros. Mfg. Co., Philadelphia, Pa.

INCUBATORS
Collins Mfg. Co., Toronto.

INDICATORS, SPEED
Brown & Sharpe Mfg. Co., Providence, R.I.
Henry Disston & Sons, Limited, Toronto.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

INDURATED WARE
E. B. Eddy Co., Ltd., Hull, Que.

INJECTORS, AUTOMATIC
Jas. Morrison Brass Mfg. Co., Toronto, Ont.

INSTRUMENTS OF PRECISION
Brown & Sharpe Mfg. Co., Provdence, R.I.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

INSURANCE
The Canadian Hardware & Implement Underwriters, Winnipeg, Man.

IRON, MERCHANTS BAR
London Rolling Mill Co., Ltd., The, London, Ont.

IRON, CORRUGATED
Canada Metal Co., Toronto.

IRON HANDLES
Can. Foundries & Forgings, Ltd., Brockville, Ont.

IRON AND STEEL BARS
Caverhill, Learmont & Co., Montreal, Que.
A. C. Leslie & Co., Ltd., Montreal.
The Steel Co., of Canada, Ltd., Hamilton, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Nova Scotia Steel Co., New Glasgow, N.S.

IRON, BAR
London Rolling Mill Co., Ltd., The, London, Ont.

IRONS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

IRONS, ELECTRIC
The Canadian Westinghouse Co., Ltd., Hamilton, Ont.
The National Electric Heating Co., Ltd., Toronto.
The Renfrew Electric Products Ltd., Renfrew, Ont.

IRONING BOARDS
Schultz Bros. Mfg. Co., Ltd., Brantford, Ont.
The Stratford Mfg. Co., Stratford, Ont.

IRONING MACHINES, ELECTRIC
The Hurley Machine Co., Limited, Toronto.

IRON FOR STAYBOLTS
London Rolling Mill Co., Ltd., The, London, Ont.

IRONWORK, BUILDERS'
The Dennis Wire & Iron Works, Ltd., London.

JACK PLANES
Stanley Works, New Britain, Conn.

JACK SCREWS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Millers Falls Company, Millers Falls, Mass.

JAPANS
Boston Varnish Co., Everett Stn., Boston, Mass.
Sanderson Pearcy & Co., Limited, Toronto, Ont
The Sherwin-Williams Co., Ltd., Montreal, Que.

JARS, FRUIT
The Dominion Glass Co., Ltd., Montreal, Que.

KETTLES
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Thos. Davidson, Mfg. Co., Ltd., Montreal.
The Wentworth Mfg. Co., Limited, Hamilton, Ont.

KEYHOLE SAWS
E. C. Atkins & Co., Hamilton, Ont.
Bridgeport Hardware Co., Bridgeport, Conn.

KITCHEN WARE
Thos. Davidson Mfg. Co., Ltd., Montreal.
J. H. Hanson Co., Limited, Montreal, Que.
The McClary Mfg. Co., London, Ont.
Sheet Metal Products Co., Toronto.

KNIVES, BEET
E. C. Atkins & Co., Hamilton, Ont.

KNIVES, CORN
E. C. Atkins & Co., Hamilton, Ont.

KNIVES, CUTTING
Landers, Frary & Clark, New Britain, Conn.

KNIFE CLEANER
The Vono Co., Dudley Port, Staffs, Eng.

KNIVES, MACHINE
E. C. Atkins & Co., Hamilton, Ont.

KNIVES, POCKET AND TABLE
Geo. Butler & Co., Ltd., Sheffield, Eng.
G. L. Cohoon, Montreal.
Thos. Ellin & Co., Limited, Sheffield, Eng.
Jonathan Crookes & Son, Ltd., Ltd., Sheffield, Eng.
James Hutton & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
F. W. Lamplough & Co., Montreal, Que.
Whites Limited, Collingwood, Ont.
Wiebusch & Hilger, New York.
Marples & Co., Sheffield, England.
T. E. Rowbotham & Son, Sheffield, England.

KNIVES, SPORTSMEN'S
Marble Arms & Mfg. Co., Gladstone, Mich.

KNIVES, PUTTY
Brideport Mfg. Co., Bridgeport, Conn.
Sanderson Pearcy & Co., Limited, Toronto, Ont.

KNOBS, DRAWER
The Brainerd Mfg. Co., East Rochester, N.Y.

KNOCKERS, DOOR
The Toronto Lock Mfg. Co., Toronto.

LADDERS, STEP, EXTENSION, STORE, ETC.
Beatty Bros., Ltd., Fergus, Ont.
N. Slater Co., Ltd., Hamilton, Ont.
The Stratford Mfg. Co., Stratford, Ont.

LAMPS, NITROGEN AND TUNGSTEN
The Canadian Tungsten Lamp Co., Hamilton, Ont.



Can You Supply the Tool He's Looking For?



Nine depth gages are included in the Starrett line. Two of these—one of which this machinist is looking for—are designed primarily for measuring to close limits the depth of grooves, holes, or irregular parts. Three others are invaluable where accurate measurements are necessary on work such as gaging the depth of holes and recesses in jigs, dies, fixture work, etc. The other four gages are popularly used on work which calls for less accuracy.

Can you supply this man with the tool he should have? Check up your stock with the new Starrett Catalog No. 22-"M A"

THE L. S. STARRETT COMPANY

The World's Greatest Toolmakers
Manufacturers of Hack Saws Unexcelled

ATHOL, MASS.

Sell Starrett Tools

42-138

If interested tear out this page and place with letters to be answered.

THE BUYERS' GUIDE

LAMP BLACK
L. Martin Co., New York, N.Y.
A. Ramsay & Son Co., Montreal.
Wilckes-Martin-Wilckes Co., New York.

LAMP BURNERS
The Ontario Lantern & Lamp Co., Ltd., Hamilton.

LAMP CHIMNEYS
Walter Woods & Co., Hamilton.

LAMPS AND LANTERNS, GASOLINE
The Coleman Lamp Co., Limited, Toronto.
National Stamping & Electric Wks., Chicago, Ill.

LAMPS, LANTERNS, ELECTRIC, HAND
Canadian National Carbon Co., Toronto.
National Stamping & Electric Wks., Chicago, Ill.
The Ontario Lantern & Lamp Co., Hamilton, Ont.

LAMPS, ELECTRIC
Canadian Westinghouse Co., Limited, Hamilton.
The Ontario Lantern & Lamp Co., Hamilton, Ont.

LAMPS AND LANTERNS, GASOLINE AND KEROSENE
The Coleman Lamp Co., Limited, Toronto.
National Stamping & Electric Works, Chicago.
The Ontario Lantern & Lamp Co., Ltd., Hamilton.

LANTERNS OIL
Thos. Davidson Mfg. Co., Montreal.
The Ontario Lantern & Lamp Co., Ltd., Hamilton.
E. T. Wright & Co., Limited, Hamilton, Ont.

LATCHES
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Gendron Mfg. Co., Ltd., Toronto.
Taylor-Forbes Co., Limited, Guelph, Ont.
The Toronto Lock Mfg. Co., Toronto, Ont.

LATH METAL
Pedlar People, Ltd., Oshawa, Ont.

LATHE DOGS, DROP FORGED
J. H. Williams & Co., St. Catharines, Ont.

LATHE DOGS
The Steel Co. of Canada, Ltd., Hamilton, Ont.
J. H. Williams & Co., St. Catharines, Ont.

LAWN MOWERS
Can. Foundries & Forgings, Ltd., Brockville.
The Eureka Planter Co., Ltd., Woodstock, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.
Whites Limited, Collingwood, Ont.

LAWN SEATS
The Stratford Mfg. Co., Stratford, Ont.

LAWN SPRINKLERS
Can. Foundries & Forgings, Ltd., Brockville, Ont.

LAWN SWINGS
The Stratford Mfg. Co., Stratford, Ont.

LEAD, BLACK
John Oakey & Sons, London, Eng.

LEAD, CALKING AND PIG
The Canada Metal Co., Limited, Toronto, Ont.
The Great Western Smelting & Refining Co., Vancouver, B.C.

LEAD PENCILS
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.

LEAD SHEETS AND PIPE
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
A. C. Leslie & Co., Montreal.

LEAD TRAPS AND BENDS
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.

LEAD IRONS
The A. R. Whittal Can. Co., Ltd., Montreal.

LEAD WASHERS
Canada Metal Co., Ltd., Toronto.

LENS
The Ontario Plate Glass, Ltd., Hamilton, Ont.

LETTERS AND FIGURES, EMBOSSED
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.
The Toronto Lock Mfg. Co., Toronto.

LEVELS
Campbell Agencies, Toronto.
Henry Disston & Sons, Limited, Toronto.
Empire Level Mfg. Co., Milwaukee, Wis.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
J. Sand & Sons, Detroit, Mich.
Stanley Rule & Level Co., New Britain, Conn.
L. S. Starrett Co., Athol, Mass.
Whites Limited, Collingwood, Ont.

LEVELS, ALUMINUM
Campbell Agencies, Toronto.
Empire Level Mfg. Co., Milwaukee, Wis.
Goodell Pratt Co., Greenfield, Mass.
J. Sand & Sons, Detroit, Mich.

LEVEL GLASSES
Stanley Rule & Level Co., New Britain, Conn.

LEVELS, MASONS
Henry Disston & Sons, Limited, Toronto.
Empire Level Mfg. Co., Milwaukee, Wis.

LINES, WIRE, CLOTHES
Walter Woods & Co., Hamilton.
Western Wire & Nail Co., London.

LINOLEUM
The Dominion Oilcloth & Linoleum Co., Ltd., Montreal, Que.

LINOLEUM FINISHES
Boston Varnish Co., Everett Stn., Boston, Mass.

LINSEED OIL
Brandram-Henderson, Montreal.
The Canada Paint Co., Limited, Winnipeg, Man.
Dominion Linseed Oil Co., Baden and Toronto.
R. C. Jamieson & Co., Ltd., Montreal.
Ontario Oil & Turpentine Co., Ltd., Toronto.
Prairie City Oil Co., Winnipeg, Man.
A. Ramsay & Son Co., Montreal.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
The Sherwin-Williams Co., Ltd., Montreal, Que.

LOCKS
The Belleville Hardware & Lock Mfg. Co., Belleville, Ont.
The Hamilton Stove & Heater Co., Hamilton, Ont.
The National Machinery & Supply Co., Limited, Hamilton, Ont.
The Toronto Lock Mfg. Co., Toronto.

LOCK WASHER EQUIPMENT
Sleeper & Hartley, Inc., Worcester, Mass.

LOCKERS
Canada Wire & Iron Goods Co., Hamilton, Ont.
Dennis Wire & Iron Works Co., Ltd., London, Ont.

LOCOMOTIVE TOOLS
J. H. Williams & Co., St. Catharines, Ont.

LUMBER TOOLS
Thos. Pink & Co., Pembroke, Ont.
T. F. Shurly Co., Ltd., St. Catharines, Ont.

MACHINES, DOUBLE CUTTING
E. C. Atkins & Co., Hamilton, Ont.

MACHINISTS' TOOLS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
J. H. Williams & Co., St. Catharines, Ont.

MALLEABLE IRON CASTINGS
The Gurney Foundry Co., Ltd., Toronto.
The International Malleable Iron Co., Ltd., Guelph, Ont.

MANTLES
The Barton Netting Co., Ltd., Windsor, Ont.
Thomas Lewis Arnett, Souris, Man.

MANGLES, CLOTHES
Taylor-Forbes Co., Limited, Guelph, Ont.

MANTLES, GAS
R. M. Moore & Co., Ltd., Vancouver, B.C.

MATCHES
E. B. Eddy Co., Hull, Que.

MATS AND MATTING, RUBBER
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Ltd., Toronto, Ont.

MAULS
Can. Foundries & Forgings, Ltd., Brockville, Ont.

MEAT CHOPPERS
Landers, Frary & Clark, New Britain, Conn.

MECHANICAL RUBBER PRODUCTS
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

METAL BOXES AND DRAWERS
Cameron & Co., Toronto, Ont.

METAL CUTTING SAWS
Clemson Bros., Inc., Hamilton, Ont.

METAL SAWS, POWER
Clemson Bros., Inc., Hamilton, Ont.

METALS, HEAVY AND SHELF
Henry Rogers, Sons & Co., Ltd., Wolverhampton, Eng.

METAL STAMPINGS
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.

METALS, EXPANDED, INGOT, SHEET, TUBE, ETC.
Canada Metal Co., Toronto, Ont.
Hoyt Metal Co., Toronto, Ont.
A. C. Leslie & Co., Montreal, Que.

METAL SPECIALTIES
Burgess-Norton Mfg. Co., Geneva, Ill.
Hamilton Stamp & Stencil Wks., Hamilton, Ont.
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.
O-Rib-O Mfg. Co., Winnipeg, Man.

METAL STORE AND FRONT CONSTRUCTION
The Consolidated Plate Glass Co. of Canada, Limited, Toronto.

MENDERS, GRANITEWARE, POT AND PAN
Collette Mfg. Co., Collingwood, Ont.
H. Nagle Co., Montreal, Que.

MICA
Mica Co. of Canada, Ltd., Hull, Que.

MICROMETERS
Brown & Sharpe Mfg. Co., Providence, R.I.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

MILK CANS
Thos. Davidson Mfg. Co., Ltd., Montreal.
The McClary Mfg. Co., London, Ont.
Sheet Metal Products, Ltd., Toronto.

MILK PAILS
E. B. Eddy Co., Ltd., Hull, Que.

MILLBOARD
E. B. Eddy Co., Ltd., Hull, Que.

MIRRORS
Hobbs Mfg. Co., Montreal, Que.
Ontario Plate Glass, Ltd., Hamilton, Ont.
The Regina Plate Glass Co., Ltd., Regina, Sask.
Saskatchewan Glass & Supply Co., Ltd., Moose Jaw, Saskatchewan.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
Toronto Plate Glass Importing Co., Toronto.

MITRE BOXES
E. C. Atkins & Co., Hamilton, Ont.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
Stanley Works, New Britain, Conn.

MITRE BOX SAWS
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto.

MOLASSES GATES
Can. Foundries & Forgings, Ltd., Brockville, Ont.

MOPS
Can. Foundries & Forgings, Ltd., Brockville, Ont.

MOTOR CARS
Ford Motor Co. of Canada, Ltd., Ford, Ont.

NAIL MACHINERY
Sleeper & Hartly, Inc., Worcester, Mass.

NAILS, WIRE AND CUT
Caverhill, Learmont & Co., Montreal.
Canada Metal Co., Ltd., Toronto.
The Graham Nail Works, Toronto.
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Western Wire & Nail Co., London, Ont.
Whites Limited, Collingwood, Ont.

NAIL PULLERS
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Millers Falls Company, Millers Falls, Mass.
Smith & Hemenway Co., Inc., Irvington, N.J.

NAME PLATE TRANSFERS
Canada Decalcomania Co., Ltd., Toronto.
Parmenter & Bulloch, Gananoque, Ont.
The Western Wire & Nail Co., London, Ont.

NITROGEN LAMPS
The Canadian Tungsten Lamp Co., Ltd., Hamilton.

NEWSPRINT PAPER
E. B. Eddy Co., Ltd., Hull, Que.

NUTS, THUMB
J. H. Williams & Co., Brooklyn, N.Y.

OILCLOTH
The Dominion Oilcloth & Linoleum Co., Ltd., Montreal.

OIL CANS
Cannon Oiler Co., Keithsburg, Ill.

OIL, COAL
Imperial Oil Co., Ltd., Toronto.

OILS, CYLINDER
J. H. Ashdown Co., Ltd., Winnipeg, Man.
Canadian Oil Co., Toronto, Ont.
Imperial Oil Co., Ltd., Toronto.
The North Star Oil & Refining Co., Limited, Winnipeg, Man.
The Prairie City Oil Co., Ltd., Winnipeg, Man.

OIL CAKE AND MEAL
Dominion Linseed Oil Co., Toronto.
Sherwin Williams Co., Winnipeg.

OIL HOLE COVERS
Canadian Winkley Co., Windsor.

OIL, MOTOR, ROAD, HARNESS, NEATSFOOT, SEPARATOR AND GAS ENGINE
The Commercial Oil Co., Ltd., Hamilton, Ont.
Imperial Oil, Ltd., Toronto.
The North Star Oil & Refining Co., Limited, Winnipeg, Man.
Canadian Oil Co., Winnipeg.
The Prairie City Oil Co., Winnipeg.

OIL STONES
The Canadian Hart Products, Ltd., Hamilton, Ont.

OIL STOVES
Thos. Davidson Mfg. Co., Detroit, Mich.
The McClary Mfg. Co., Ltd., London, Ont.
The Perfection Stove Co., Ltd., Sarnia, Ont.
Sheet Metal Products, Ltd., Toronto.

OIL STORAGE AND DISTRIBUTING SYSTEMS
S. F. Bowser Company, Ltd., Toronto, Ont.

OIL TANKS AND PUMPS
S. F. Bowser Company, Ltd., Toronto, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.

OILERS
Cannon Oiler Co., Keithsburg, Ill.
Thos. Davidson Mfg. Co., Ltd., Montreal.

ORNAMENTAL FENCE
Atlas Iron, Wire & General Metal Works, Toronto.
Banwell Hoxie Wire Fence Co., Ltd., Hamilton.

ORNAMENTAL IRON AND WIRE WORK
Canada Wire & Iron Goods Co., Hamilton, Ont.
Dennis Wire and Iron Works, London, Ont.

PACKINGS
Wm. J. Brown, Montreal, Que.
Consumers Cordage Co., Montreal and Halifax.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Ltd., Toronto.
Jenkins Bros., Ltd., Montreal.

PACKING RUBBER
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Co., Ltd., Toronto.

PADS
E. B. Eddy Co., Ltd., Hull, Que.

PADS FOR HORSES
American Pad and Textile Co., Chatham.

PADLOCKS
C. O. Clark & Bro., Montreal, Que.

PAINT, COLD WATER
The Deco-Tint Co., Montreal, Que.

PAINT, READY-MIXED, HOUSE, BARN, ROOF, FLAT WALL, CONCRETE, FLOOR, CEMENT, ALUMINUM, MARINE AND DECK
The Barrett Co., Ltd.
The Brandram-Henderson, Ltd., Montreal.
Canada Paint Co., Montreal.
The Flint Varnish & Color Works of Canada, Limited, Montreal, Que.
The Garland Co., Cleveland, Ohio.
The Glidden Co., Ltd., Toronto.
Imperial Varnish & Color Co., Ltd., Montreal.
S. C. Johnson & Sons, Inc., Brantford, Ont.
Lowe Bros., Ltd., Toronto, Ont.
Martin-Senour Co., Ltd., Montreal.
McArthur-Irwin, Ltd., Montreal.
Benjamin Moore & Co., Toronto.
The Ottawa Paint Works, Ltd., Ottawa, Ont.
A. Ramsay & Son Co., Montreal.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
Sherwin-Williams Co., Montreal.
G. F. Stephens & Co., Ltd., Winnipeg.

PAINT BRUSHES
The Boeckh Company, Ltd., Toronto.
Meakins & Sons, Hamilton.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
T. S. Simms & Co., Ltd., Fairville, St. John.

PAINT AND VARNISH REMOVER
Brandram-Henderson, Ltd., Montreal, Que.
Canada Paint Co., Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal.
Lowe Bros. Co., Ltd., Toronto, Ont.
Martin-Senour Co., Ltd., Montreal, Que.

CANADA
FOUNDRIES & FORGINGS
LIMITED

Quick Ship Number One

Anti-Freezing Well Pump
Full Galvanized 3 Foot Set Length



A Real Pump at a Remarkable Price

The Next Train Carries Your Order

James Smart Plant
Brockville, Canada

If interested tear out this page and place with letters to be answered.

THE BUYERS' GUIDE

Sanderson Pearcy & Co., Limited, Toronto, Ont.
Sherwin-Williams Co., Montreal.
A. Ramsay & Son Co., Montreal.

PAINT, OIL, STORAGE AND HANDLING SYSTEMS
S. F. Bowser Company, Ltd., Toronto, Can.

PAPER BALERS
Climax Baler Co., Hamilton.
Spielmann Agencies, Montreal.

PARIS GREEN
Canada Paint Co., Montreal.
McArthur-Irwin, Ltd., Montreal.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
Sherwin-Williams Co., Montreal.

PAPER BAGS
E. B. Eddy Co., Ltd., Hull, Que.
Walter Woods & Co., Hamilton.

PAPER NAPKINS
E. B. Eddy Co., Ltd., Hull, Que.

PAILS
E. B. Eddy Co., Ltd., Hull, Que.
Thos. Davidson Mfg. Co., Ltd., Montreal.

PAILS, HOUSEHOLD
E. B. Eddy Co., Ltd., Hull, Que.
Sheet Metal Products, Ltd., Toronto, Ont.

PAILS, WOODEN
Wm. Cane & Sons Co., Ltd., Hull, Que.

PAILS, GALVANIZED AND TIN
Sheet Metal Products, Ltd., Toronto.
The Steel Trough & Machine Co., Ltd., Tweed.

PERCOLATORS, COFFEE
Canadian General Electric Co., Toronto.
Landers, Frary & Clark, New Britain, Conn.

PETROLEUM FAUCETS
Landers, Frary & Clark, New Britain, Conn.

PHOSPHOR TIN AND COPPER
The Hoyt Metal Co., Limited, Toronto.

PICK HANDLES
J. H. Still Mfg. Co., St. Thomas, Ont.

PIGEON NESTS
E. B. Eddy Co., Ltd., Hull, Que.

PIG IRON
A. C. Leslie & Co., Ltd., Montreal.
Nova Scotia Steel Co., New Glasgow, N.S.
Steel Co. of Canada, Ltd., Hamilton.

PINS, ESCUTCHEON
Parmenter & Bulloch, Gananoque.

PIPE, ACID RESISTING
The Hoyt Metal Co., Ltd., Toronto, Ont.

PIPE CUTTERS (STAND)
Trimont Mfg. Co., Roxbury (Boston, Mass).

PIPE CLEANERS
PIPE STOCKS AND DIES
Greenfield Tap & Die Corporation, Galt, Ont.

PIPE, BLACK AND GALVANIZED
American Rolling Mills, Middleton, Ohio.
Canada Metal Co., Toronto.
Caverhill, Learmont & Co., Montreal.
The Jas. Morrison Brass Mfg. Co., Ltd., Toronto.
Thos. Davidson Mfg. Co., Ltd., Montreal.

PIPE FITTINGS
The International Malleable Iron Co., Ltd., Guelph.
Fittings, Limited, Oshawa, Ont.

PIPE, GALVANIZED CONDUCTOR
Thos. Davidson Mfg. Co., Ltd., Montreal.
Wheeler & Bain, Toronto.

PIPE, LEAD
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

PIPE, RAIN WATER CONDUCTOR
Canada Metal Co., Toronto.

PIPE, STOVE AND FURNACE
Collins Mfg. Co., Toronto.

PISTON PINS
Burgess-Norton Mfg. Co., Geneva, Ill.

PISTON ROD PACKING
Dunlop Tire & Rubber Co., Ltd., Toronto.

PISTON AND VALVE PACKINGS
The Barrett Co., Ltd.

PISTOLS
Colts Patent Fire Arms, Hartford, Conn.
Savage Arms Corpn., Utica, N.Y.

PLANES
Caverhill, Learmont & Co., Montreal.
Stanley Rule & Level Co., New Britain, Conn.
Whites, Limited, Collingwood, Ont.

PLANTERS, CORN
The Eureka Planter Co., Woodstock, Ont.

PLIERS
A. G. and A. L. Brown & Co., Montreal, Que.
Matthias Klein & Sons, Chicago, Ill.
Kraeutler & Co., Inc., Newark, N.J.
F. W. Lamplough & Co., Montreal, Que.
The Peck, Stow & Wilcox Co., Southington, Conn.

PLIERS, CUTTING
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
F. W. Lamplough & Co., Montreal, Que.

PLIERS, COMBINATION
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Can. Foundries & Forgings, Ltd., Brockville.
Goodell-Pratt Co., Greenfield, Mass.

PLUGS, RUBBER
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
The Chamberlain Desolvo Co., Toronto.

PLUMBERS' SUPPLIES, RUBBER
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

PLUMBERS' TOOLS
The Jas. Morrison Brass Mfg. Co., Ltd., Toronto.
J. H. Williams & Co., Ltd., St. Catharines, Ont.

POLISHES, AUTO AND FURNITURE
Channell Limited, Toronto, Ont.
Home Products, Ltd., Hamilton, Ont.

POLISHING HEADS
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.

POLISHES, KNIFE
Jas. Oakey & Sons, Ltd., London, England.

POLISHES, METAL
The Deco-Tint Co., Montreal, Que.
Home Products, Ltd., Hamilton, Ont.

POSTS, ANGLE IRON
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.

POSTS, FENCE, STEEL
Burlington Steel Co., Ltd., Hamilton, Ont.

POST HOLE DIGGERS
Can. Foundries & Forgings Ltd., Brockville, Ont.
Canada Wire & Iron Goods Co., Hamilton, Ont.

POULTRY EQUIPMENT
The Collins Mfg. Co., Toronto, Ont.

POULTRY NETTING
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
A. C. Leslie & Co., Ltd., Montreal.

POULTRY LEG BANDS
Rideau Specialty Co., Smiths Falls, Ont.

POWDER, SMOKELESS
E. I. du Pont de Nemours & Co., Wilmington, Del.

PRISMS, SIDEWALK
Hobbs Mfg. Co., Montreal, Que.

PRUNING SHEARS
Adcock & Brewer, Ltd., Montreal.
The Peck, Stow & Wilcox Co., Southington, Conn.

PULLS, DRAWER
Taylor-Forbes Co., Limited, Guelph, Ont.

PUSH AND PULL PLATES
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.
The Toronto Lock Mfg. Co., Toronto.

PULLEYS, CLOTHES
The Katie Foundry Co., Galt, Ont.

PUMPING SYSTEMS, AUTOMATIC
The Westco Pumps Ltd., Toronto.

PUMPS
Beatty Bros., Ltd., Fergus.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
R. McDougall Co., Ltd., Galt.
F. E. Meyers & Bro., Ashland, Ohio.
The Westco Pumps Ltd., Toronto.

PUMP, HAND AND POWER, FOR PAINTS, OILS, OIL AND GASOLINE
S. F. Bowser Company, Ltd., Toronto, Can.

PUMPS, CURB, FOR OIL AND GASOLINE
S. F. Bowser Company, Ltd., Toronto, Can.

PUMPS, SELF-MEASURING
S. F. Bowser Company, Ltd., Toronto, Can.

PUMPS, SEMI-ROTARY
Can. Foundries & Forgings, Ltd., Brockville, Ont.

PUMPS, GASOLINE
S. F. Bowser Company, Ltd., Toronto, Can.

PUMP OILERS
Cannon Oiler Co., Keithsburg, Ill.

PUNCHES, CENTRE DRIVE, ETC.
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Mayhew Steel Products, Inc., New York.
Stanley Works, New Britain, Conn.

PUNCHES, BELT
E. C. Atkins & Co., Hamilton, Ont.

PUNCHES, TICKET
Bridgeport Hdwe. Mfg. Co.,, Bridgeport, Conn.

PUTTY
Brandram-Henderson, Montreal.
R. C. Jamieson & Co., Ltd., Montreal.
Canada Paint Co., Montreal.
Benjamin Moore & Co., Ltd., Toronto.
A. Ramsay & Son Co., Montreal.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
Steel Co. of Canada, Ltd., Hamilton.
G. F. Stephens & Co., Ltd., Winnipeg.
Sherwin-Williams Co., Montreal.

PUTTY IRONS
The A. R. Whittal Can. Co., Ltd., Montreal.

PULLEYS
The Aero Mfg. Co., Ltd., Sherbrooke, Que.
Can. Foundries and Forgings, Ltd., Brockville, Ont.

QUOITS
Can. Foundries and Forgings, Ltd., Brockville, Ont.

RACKS, HAY
Can. Foundries and Forgings, Ltd., Brockville, Ont.

RADIATORS, AUTO
The North Star Oil & Refining Co., Limited, Winnipeg, Man.

RADIATOR VALVES
Jenkins Bros., Ltd., Montreal.

RAILROAD SUPPLIES, RUBBER
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.

RAKES
Shurly-Dietrich Co., Ltd., Galt, Ont.

RAZORS
Auto-Strop Safety Razor Co., Toronto, Ont.
Geo. Butler & Co., Ltd., Sheffield, Eng.
Campbell Agencies, Toronto, Ont.
The Canadian Sales Co., Toronto.
Caverhill, Learmont & Co., Montreal.
G. L. Cohoon, Montreal.
Thos. Ellin & Co., Limited, Sheffield, Eng.
Geneva Cutlery Co., Geneva, N.Y.
James Hutton & Co., Montreal.
Gillette Safety Razor Co., Ltd., Montreal.
F. W. Lamplough & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.
The Mab Co., Birmingham and Sheffield, Eng.
A. Macfarlane & Co., Limited, Montreal, Que.
Marples & Co., Sheffield, Eng.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
Wiebusch & Hilger, New York.

RATCHET DRILLS
Goodell-Pratt Co., Greenfield, Mass.

REAMERS
Millers Falls Company, Millers Falls, Mass.
Butterfield & Co., Rock Island, Que.
Taylor-Forbes Co., Ltd., Guelph, Ont.

RECIPROCATING DRILLS
Goodell-Pratt Co., Greenfield, Mass.

REFRIGERATORS
Thos. Davidson Mfg. Co., Ltd., Montreal.
Sanderson-Harold Co., Ltd., Paris, Ont.

REELS, FISHING
Allcock, Laight & Westwood Co., Toronto, Ont.

REFRIGERATOR DRIP PANS
E. B. Eddy Co., Ltd., Hull, Que.

REGISTERS, (HOT AIR)
Canada Foundries & Forgings, Brockville.
Jas. Stewart Mfg. Co., Woodstock, Ont.

RIFLES
The Fraser Co., Agents B.S.A., Montreal, Que.
The Remington U.M.C. Co., Windsor, Ont.

RIVETS
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Parmenter-Bulloch Co., Gananoque, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

RIVET BURRS
The Union Iron & Metal Co., Ltd., Toronto.

ROBES, SLEEPING
The Woods Mfg. Co., Ltd., Ottawa, Ont.

ROD ENDS
J. H. Williams & Co., St. Catharines, Ont.

RODS, PISTON AND PUMP
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

RODS, RADIUS FORD
Burgess-Norton Mfg. Co., Geneva, Ill.

RODS, STRAIGHTENED
The Graham Nail Works, Toronto.

ROOFING CEMENT AND PAINT
The Barrett Co., Ltd.
Geo. W. Reed & Co., Ltd., Montreal, Que.
D. J. Ladd & Co., Winnipeg, Man.

ROOFING, METAL
Pedlar People, Ltd., Oshawa, Ont.

ROOFING, READY
The Barrett Co., Ltd.
The Brantford Roofing Co., Ltd., Brantford, Ont.
D. J. Ladd & Co., Winnipeg, Man.
Geo. W. Reed & Co., Ltd., Montreal, Que.
Alex. McArthur & Co., Montreal, Que.
The Standard Paint Co., of Canada, Ltd., Montreal, Que.

ROOFING, RUBBER
The Barrett Co., Ltd.
Geo. W. Reed & Co., Ltd., Montreal, Que.

ROPE
Doon Twines, Ltd., Kitchener, Ont.
Plymouth Cordage Co., Welland, Ont., and Plymouth, Mass.
Consumers Cordage Co., Montreal, Que.
Independent Cordage Co., Toronto, Ont.

ROPE, WIRE
Canada Wire & Iron Goods Co., Hamilton, Ont.

ROSIN
Ontario Oil & Turpentine Co., Ltd., Toronto, Ont.
Sanderson Pearcy & Co., Limited, Toronto, Ont.

RUBBER SHEET, VULCANIZED
Wm. J. Brown, Montreal, Que.

RUBBER PRODUCTS
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Gutta Percha & Rubber, Ltd., Toronto.

RULES
Brown & Sharpe Mfg. Co., Providence, R.I.
Goodell-Pratt Co., Greenfield, Mass.
The Lufkin Rule Co., Windsor, Ont.
The Stanley Rule & Level Co., New Britain, Conn.
L. S. Starrett Co., Athol, Mass.

RULES, STEEL, STRAIGHT AND FOLDING
RULES, FOLDING BOXWOOD
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.
The Stanley Rule & Level Co., New Britain, Conn.

RULES, SPRING JOINT
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

RULES, BOARD AND LOG
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.
The Stanley Rule & Level Co., New Britain, Conn.

SADDLERY HARDWARE
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.

SAFETY RAZORS
Auto-Strop Safety Razor Co., Toronto, Ont.
The Gillette Safety Razor Co., Limited, Montreal.
Sanderson Pearcy & Co., Limited, Toronto, Ont.

SAFES
J. J. Taylor Limited, Toronto.
Goldie & McCulloch Ltd., Galt, Ont.

SASH WEIGHTS
Canadian Die Casting Co., Ltd., Montreal, Que.

SAWS, BUCK
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto.

SAWS, CROSSCUT AND BAND
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto.
T. F. Shurly Co., Ltd.,, St. Catharines.
Shurly-Dietrich Co., Ltd., Galt, Ont.

SAWSET
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto.
Taylor-Forbes Co., Limited, Guelph, Ont.

SAWS, COMPASS
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto.

TRADE MARK

Roofing and Building Papers That Continually Boost Your Store

Building Papers, Tarred Felt, Sheathings and Tar Products, and Wrapping Paper of all kinds that give service in use, reflecting credit on the dealer and inspiring confidence in all the lines he sells—that's the McArthur line.

Drop us a line for an interesting little booklet on Roofing Materials. It will tell you of each one of our lines—reasons why they sell, and serve the consumer so that you hold his future trade.

We cannot tell of all the lines here, but, for instance, "Black Diamond" Tarred Felt is pure wool tarred roofing felt, from selected woollen rags saturated with pure coal tar, producing the most durable roofing felt possible to make.

Ask for Literature

Alex. McArthur & Co., Ltd.
Established 1879
82 McGill Street Montreal, Canada

NAILS
WIRE
BALE TIES

WIRE HOOPS FOR KEGS *and* BARRELS

STRAIGHTENED RODS
COPPERED AND TINNED WIRE

The quality of our product is highly commended.

THE GRAHAM NAIL WORKS
Operated by the CANADA METAL CO., Ltd.
TORONTO

"GALVANOID" 14 MESH SCREEN WIRE CLOTH

Will out-wear ordinary black wire by many seasons.

It is an improved galvanized wire—galvanized after it is woven, then a coat of transparent enamel is baked on.

It has a beautiful gray finish, will not glisten in the sun and acts like a lace curtain—you can see out but cannot see in.

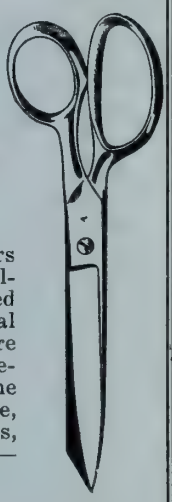
"Galvanoid" costs no more than "galvanized" and very little more than "black."

We carry a stock in all standard widths, 18″ to 48″—Write for sample and price.

KASEMENT SKRENE DORE CO.
269 West Richmond St., Toronto



"ACME" Leads 'em All



Famous Since 1874

"Acme" cast Shears, Scissors and Tinners' Snips excel in quality and finish for low priced cutlery. The special material and strengthening elements are controlled from the raw material to the finished product. The blades are tough and durable, and have the Acme famous, keen and sharp cutting edges—famous the world over.

"ACME" Shears and Scissors are profitable to import: discriminating importers do not hesitate to carry adequate stocks. Our exceptional manufacturing facilities enable us to satisfactorily fill orders and to quote interesting prices.

A COPY of our No. 6 Illustrated Catalogue—"The Scissors Encyclopaedia"—will be sent on request. All prices F.O.B. Bridgeport, Conn.

The Acme Shear Co.
Bridgeport, Conn., U.S.A.

Incorporated 1882
Capital Stock, $500,000

Canadian Agent
Mr. A. J. McCrae, 23 Scott St.
Toronto

If interested tear out this page and place with letters to be answered.

SAWS, COPING
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto.
Millers Falls Company, Millers Falls, Mass.

SAWS, BUTCHERS' AND KITCHEN
E. C. Atkins & Co., Hamilton, Ont.
Burgess-Norton Mfg. Co., Geneva, Ill.
Henry Disston & Sons, Limited. Toronto.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
Shurly-Dietrich Co., Ltd., Galt, Ont.

SAWS, HAND AND CIRCULAR
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto.
T. F. Shurly Co., Ltd., St. Catharines, Ont.
Shurley-Dietrich Co., Ltd., Galt, Ont.

SAW BLADES, HACK
E. C. Atkins & Co., Hamilton, Ont.
Clemson Bros., Inc., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto.
Millers Falls Company, Millers Falls, Mass.

SAW FRAMES, HACK
E. C. Atkins & Co., Hamilton, Ont.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.

SAW GUARDS
E. C. Atkins & Co., Hamilton, Ont.

SAWS, HACK
E. C. Atkins & Co., Hamilton, Ont.
Clemson Bros., Inc., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto.
Goodell-Pratt Co., Greenfield, Mass.
The Millers Falls Co., Millers Falls, Mass.

SAW MACHINES, HACK
E. C. Atkins & Co., Hamilton, Ont.
Clemson Bros., Inc., Hamilton, Ont.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.

SAWS, METAL CUTTING
Clemson Bros., Inc., Hamilton, Ont.

SAWS, KEYHOLE
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto.

SCISSORS
The Acme Shear Co., Bridgeport, Conn.
Landers, Frary & Clarke, New Britain, Conn.
Marples & Co., Sheffield, England.
R. S. Mitchell, Sheffield, England.
Wiebusch & Hilger, New York.

SCALES
Braun & Bonnick, Ltd., Toronto, Ont.
Burrow, Stewart & Milne Co., Limited, Hamilton.
Landers, Frary & Clark, New Britain, Conn.

SCALES, MACHINISTS
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

SCREWS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

SCREWS, THUMB
J. H. Williams & Co., Ltd., St. Catharines, Ont.

SCREENS
Canada Wire & Iron Goods Co., Hamilton.

SCREEN DOORS
The Kasement Skrene Dore Co., Toronto.
N. Slater Co., Limited, Hamilton, Ont.
Sanderson-Harold Co., Ltd., Paris, Ont.

SCREEN WINDOWS
The Kasement Skrene Dore Co., Toronto.
Sanderson-Harold Co., Ltd., Paris, Ont.

SCREENS, WELL
Edward E. Johnson Inc., St. Paul, Minn.

SCREW DRIVERS
The Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Burgess-Norton Mfg. Co., Geneva, Ill.
Millers Falls Company, Millers Falls, Mass.

SCREW MACHINES
Stratford Brass Co., Ltd., Stratford, Ont.

SCYTHESTONES
The Cleveland Stone Co., Cleveland, Ohio.

SEALERS
The Dominion Glass Co., Ltd., Montreal, Que.

SEATS
Canadian Veneering Co., Acton Vale, Que.

SEWING MACHINES, ELECTRIC AND MOTORS
Canadian Westinghouse Co., Limited, Hamilton, Ont.

SHARPENERS, KNIFE
The Canadian Hart Products Ltd., Hamilton, Ont.

SHEARS
The Acme Shear Co., Bridgeport, Conn.
R. Heinisch Sons Works, Newark, N.J.
Landers, Frary & Clark, New Britain, Conn.
Wiebusch & Hilger, New York.
J. Wiss & Sons, Inc., Newark, N.J.

SHEARING MACHINES, SHEEP
Flexible Shaft Co., Ltd., Toronto, Ont.

SHEATHING
The Barrett Co., Ltd.
D. J. Ladd & Co., Winnipeg, Man.

SHEETING
Alex. McArthur & Co., Montreal, Que.

SHEETS, GALVANIZED AND BLACK
American Rolling Mills, Middleton, Ohio.
A. C. Leslie & Co., Montreal, Que.
Dominion Sheet Metal Co., Hamilton.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

SHEET METAL PRODUCTS
Sheet Metal Products Co., Toronto.
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.

SHELVING
Thomas Lewis Arnett, Souris, Man.

SHINGLES, STEEL
Pedlar People Ltd., Oshawa, Ont.

SHOP BARRELS
The Steel Trough & Machine Co., Ltd., Tweed, Ont.

SHOW CASES
Cameron & Co., Toronto.
Thomas Lewis Arnett, Souris, Man.

SICKLES
Wiebusch & Hilger, Ltd., New York, N.Y.

SIDING, METAL
Pedlar People, Ltd., Oshawa, Ont.

SIGHTS, GUN AND RIFLE
Marble Arms & Mfg. Co., Gladstone, Mich.

SIGNS, STREET
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.

SILVERWARE
Caverhill, Learmont & Co., Montreal, Que.
Can. Wm. A. Rogers Co., Ltd., Toronto.
Fenton Bros., Ltd., Sheffield, England.
Oneida Community, Ltd., Niagara Falls, Ont.
Messrs. Wm. Rogers and His Son, Niagara Falls, Ont.

SILVER-PLATED WARE
Oneida Community, Ltd., Niagara Falls, Ont.
Sanderson Pearcy & Co., Limited, Toronto, Ont.

SINKS
Can. Foundries & Forgings, Ltd., Brockville, Ont.

SKI
The Northland Ski Mfg. Co., St. Paul, Minn.

SKI ACCESSORIES, BINDINGS, WAX AND POLES
The Northland Ski Mfg. Co., St. Paul, Minn.

SKATES
Canada Cycle & Motor Co., Ltd., Weston, Ont.

SLEDGES, BLACKSMITH, COAL, STONE
Can. Foundries & Forgings, Ltd., Brockville.
Warren Forge & Tool Co., Warren, Ohio.

SNAPS, HARNESS
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.

SNIPS (TINNERS')
A. S. & A. L. Brown Co., Montreal, Que.
Wiebusch & Hilger, New York.
The Peck, Stow & Wilcox Co., Southington, Conn.
J. Wiss & Sons, Inc., Newark, N. J.

SNOW SHOES
The Northland Ski Mfg. Co., St. Paul, Minn.

SNOWSHOE HARNESS
The Northland Ski Mfg. Co., St. Paul, Minn.

SOCKETS, WIRE ROPE
J. H. Williams & Co., Ltd., St. Catharines, Ont.

SOCKETS AND SLEEVES
The Keystone Manufacturing Co., Buffalo, N.Y.

SOLDER
Canada Metal Co., Toronto.
Great Western Smelting & Refining Co., Ltd., Vancouver, B. C.
Hoyt Metal Co., Toronto.
Geo. W. Reed, Montreal.

SOLDERING PASTE
Canada Metal Co., Toronto.
The Hoyt Metal Co., Toronto.

SOLDERALL
Thos. Davidson Mfg. Co., Ltd., Montreal.

SOLES, HALF
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

SOAP DISHES
Landers, Frary & Clark, New Britain, Conn.

SPARK PLUGS
Canada Cycle & Motor Co., Ltd., Weston, Ont.
The Canadian National Carbon Co., Ltd., Toronto.
Champion Spark Plug Co., Windsor, Ont.
The Eclipse Mfg. Co., Indianapolis, Ind.
Hyslop Bros., Toronto.

SPANNERS
J. H. Williams & Co., Ltd., St. Catharines, Ont.

SPICE TUBS
E. B. Eddy Co., Ltd., Hull, Que.

SPIDERS
Can. Foundries & Forgings, Ltd., Brockville, Ont.

SPOKE SHAVES
E. C. Atkins & Co., Hamilton, Ont.
Millers Falls Company, Millers Falls, Mass.
Stanley Works, New Britain, Conn.

SPORTSMEN'S SPECIALTIES
The Marble Arms & Mfg. Co., Gladstone, Mich.

SPRAYERS
Canadian Potato Machinery Co., Ltd., Galt, Ont.
Collins Mfg. Co., Toronto.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Eureka Planter Co., Woodstock.
The New Perfection Sprayer Co., Galt, Ont.
Spramotor Co., London, Ont.

SPRINGS
B. J. Coghlin Co., Ltd., Montreal, Que.

SPRING AND WIRE COILING MACHINERY
Sleeper & Hartly, Inc., Worcester, Mass.

SPRINGS, WINDMILL
Burgess-Norton Mfg. Co., Geneva, Ill.

SPRING DIES
Greenfield Tap & Die Corporation, Galt, Ont.

SQUARES
The Peck, Stow & Wilcox Co., Southington, Conn.

STABLE FITTINGS
Beatty Bros., Fergus, Ont.
Can. Foundries & Forgings, Brockville.
Canadaian Potato Machinery Co., Ltd., Galt, Ont

STAINS
The Barrett Co., Ltd.,
Brandram-Henderson, Montreal.
Canada Paint Co., Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal, Que.
The Flint Varnish & Color Works of Canada, Limited, Montreal, Que.
Lowe Bros., Ltd., Toronto.
Martin-Senour Co., Ltd., Montreal.
McArthur-Irwin, Ltd., Montreal.
Benjamin Moore & Co., Ltd., Toronto.
The Ottawa Paint Works, Ltd., Ottawa, Ont.
A. Ramsay & Sons Co., Montreal.
Sanderson Pearcy & Co., Ltd., Toronto.
Sherwin-Williams Co., Montreal.
G. F. Stephens & Co., Winnipeg.
Sturgeons, Ltd., Toronto.

STAINS, STRAW HAT
The Deco-Tint Co., Montreal, Que.
Sanderson Pearcy & Co., Limited, Toronto, Ont.

STAMPINGS
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.

STAPLES
Canada Steel Goods Co., Hamilton.
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Western Wire & Nail Co., London.

STEAMERS AND BOILERS
Thos. Davidson Mfg. Co., Ltd., Montreal.

STEEL, REINFORCING
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
London Rolling Mill Co., London, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

STEEL BARS FOR REINFORCEMENT, ALL SHAPES
Burlington Products Limited, Hamilton, Ont.

STEEL STRIP
Dominion Sheet Metal Co.,, Ltd., Hamilton.

STEEL LOCKERS AND SHELVING
Dennis Wire & Iron Works, London, Ont.

STEEL, MILD, SLEIGH SHOE, TIRE
London Rolling Mill Co., London, Ont.
Manitoba Steel & Iron Co., Winnipeg, Man.

STEEL BANDS
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

STENCILS AND INK
Hamilton Stamp & Stencil Co., Hamilton.

STOOLS
The Steel Trough & Machine Co., Ltd., Tweed, Ont.

STONES, SHARPENING
The Western Hardware Mfg. Co., Milwaukee, Wis.

STORE FIXTURES
Cameron & Co., Toronto.
Thomas Lewis Arnett, Winnipeg.

STORE FRONT CONSTRUCTION, METAL
Hobbs Mfg. Co., Montreal, Que.

STOVES AND RANGES
Beach Foundry Co., Ltd., Ottawa, Ont.
Burrow, Stewart & Milne Co., Ltd., Hamilton, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Empire Stove & Furnace Co., Ltd., Owen Sound, Ontario.
Findlay Bros. Co., Ltd., Carleton Place, Ont.
The Enterprise Foundry Co., Ltd., Sackville, N.B
The Galt Stove & Furnace Co., Ltd., Galt, Ont.
Hall-Zryd Foundry Co., Ltd., Hespeler, Ont.
The Hamilton Stove & Heater Co., Hamilton, Ont
The McClary Mfg. Co., Ltd., London, Ont.
Jas. Stewart Mfg. Co., Ltd., Woodstock.

STOVES, ELECTRIC
Canadian Westinghouse Co., Limited.
The McClary Mfg. Co., London, Ont.
National Electric Heating Co., Ltd., Toronto, Ont.
Renfrew Electric Products, Ltd., Renfrew, Ont.

STOVES, GAS AND COAL
Burrow, Stewart & Milne Co., Ltd., Hamilton.
The McClary Mfg. Co., Ltd., London, Ont.

STOVES, GASOLINE
National Stamping & Electric Works, Chicago.

STOVE LININGS
Geo. W. Reed, Montreal.

STOVE PIPE
Collins Mfg. Co., Toronto.
The McClary Mfg. Co., London, Ont.
O-Rib-O Mfg. Co., Winnipeg, Man.
Thos. Davidson Mfg. Co., Ltd., Montreal.

STRETCHERS, WIRE
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
Burgess-Norton Mfg. Co., Geneva, Ill.

SWEAT PADS
American Pad & Textile Co., Chatham.

SWITCH AND RECEPTACLE PLATES (FLUSH TYPE)
Ontario Lantern & Lamp Co., Ltd., Hamilton, Ont.

SWIVELS, HOOK
J. H. Williams & Co., Ltd., St. Catharines, Ont.

TACKS
The Dominion Tack & Nail Co., Ltd., Galt, Ont.

TANKS, CISTERN
Beatty Bros., Ltd., Fergus, Ont.

TANKS, GALVANIZED STEEL
Beatty Bros., Ltd., Fergus, Ont.

TANKS FOR PAINT OILS, OIL, GASOLINE, KEROSENE, ETC.
S. F. Bowser Company, Ltd., Toronto, Ont.

TANKS AND PUMPS, LUBRICATING OIL STORAGE
S. F. Bowser Company, Ltd., Toronto, Ont.

TANKS, WOOD
Beatty Bros., Ltd., Fergus, Ont.

TAPS
Butterfield & Co., Rock Island, Que.
Wells Bros. Co. of Canada, Galt, Ont.

TAP HOLDERS
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.

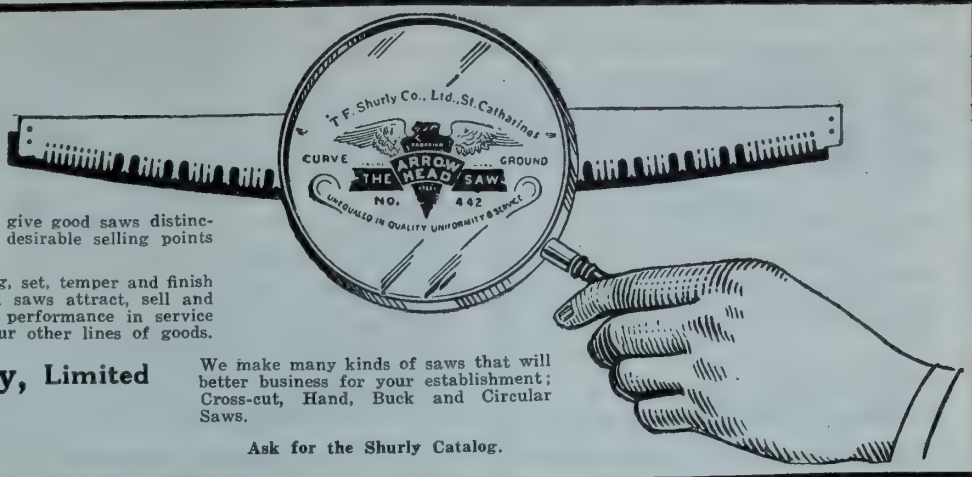
TAPPING ATTACHMENTS
Wells Bros. of Canada, Galt.

Arrowhead Saws

Vanadium Steel

How you sell saws depends partly on your salesmanship. You can sell a poor saw but once; to sell saws successfully and build yourself a permanent business you must sell good saws. To give good saws distinction and individuality they must have the desirable selling points of superior saws.

Arrowhead saws have those points; the hang, set, temper and finish are right, and they sell right. Arrowhead saws attract, sell and satisfy your customers. Their satisfactory performance in service creates confidence in your store, and in your other lines of goods.



T. F. Shurly Company, Limited
St. Catharines
Ontario

We make many kinds of saws that will better business for your establishment; Cross-cut, Hand, Buck and Circular Saws.

Ask for the Shurly Catalog.

An Axe is as Strong as its Handle

STILL'S

—will give you a stronger working tool, for **STILL'S HANDLES** are made from the best of Canadian Woods.

The sale of

STILL'S HANDLES

far exceeds all other makes.

There's a reason.

Axe, Pick, Sledge and Hammer Handles, Cant Hook and Peavie Handles.

It pays to sell **STILL'S.**

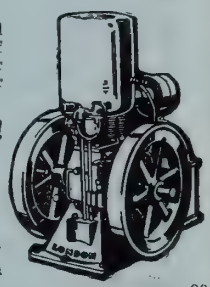
J. H. Still Mfg. Company
ST. THOMAS -:- ONTARIO

"Perfect" is a Bold Word

But, nevertheless, we use it in describing the

LONDON ENGINE

Perfect in design, workmanship, material and efficiency — perfect with the same degree of accuracy as the shells turned out by our mechanics, expert mechanics, during the war years.



Reliable Dealers Everywhere!

The "London" is a fully guaranteed engine that will bring prestige with its sale.

London Gas Power Co., Ltd.
29 York St. London, Canada

29

Pedlar's

Galvanized Steel Shingles
Corrugated Iron Siding
Plain and Stone Pattern Siding
Metal Ceilings and Walls
Eaves Trough and Conductor Pipe, Etc.

Write for Price List and Illustrated Catalog H.M.

The Pedlar People Limited
Established 1861
Executive Office and Factories: Oshawa, Ont.
Branches: Montreal, Quebec, Halifax, St. John, Ottawa Toronto, Winnipeg, Calgary, Vancouver.

PINK'S LUMBERING TOOLS

The Standard Tools in every province of the Dominion, New Zealand, Australia, etc.

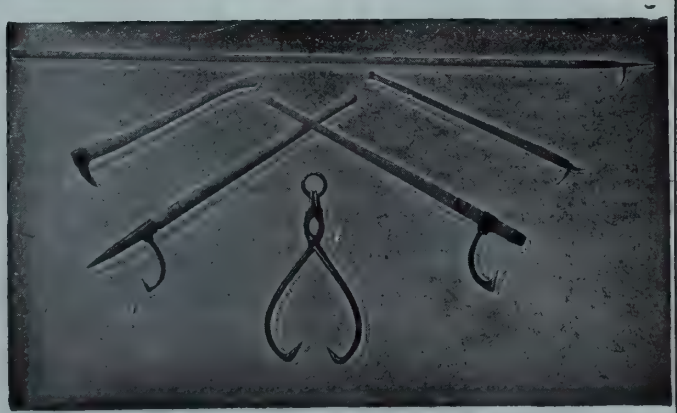
We manufacture all kinds of lumber tools. Light and Durable.

LONG DISTANCE PHONE No. 87.

Send for Catalogue and Price List.

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

THOS. PINK COMPANY, LIMITED
Manufacturers of Lumber Tools
Pembroke Ontario



If interested tear out this page and place with letters to be answered.

THE BUYERS' GUIDE

TAPE, RUBBER FRICTION
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

TAPES, MEASURING, STEEL AND WOOD
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

TAPES, MEASURING
Brown & Sharpe Mfg. Co., Providence, R. I.
Caverhill, Learmont & Co., Montreal.
L. S. Starrett Co., Athol, Mass.

TAPES, POCKET
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.
L. S. Starrett Co., Athol, Mass.

TARPAULIN
The Woods Mfg. Co., Ltd., Ottawa, Ont.

TEA POTS AND URNS, TEA BALL
Landers, Frary & Clark, New Britain, Conn.

TENTS
The Woods Mfg. Co., Ltd., Ottawa, Ont.

THERMOS BOTTLES
The Thermos Bottle Co., Ltd., Toronto.

THIMBLES, SMOKE PIPE
Can. Foundries & Forgings, Ltd., Brockville, Ont.

TILING, WALLS AND FLOOR
Barton Netting Co., Windsor, Ont.

TILING, RUBBER
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Co., Ltd., Toronto.

TINSMITHS' MACHINERY
Brown-Boggs Co., Hamilton, Ont.

TINWARE
Sheet Metal Products, Ltd., Toronto.

TIN PLATE
O-Rib-O Mfg. Co., Winnipeg, Man.

TIRE CARRIERS, AUTOMOBILE
Kinzinger, Bruce & Co., Niagara Falls, Ont.

TIRES AND TUBES, AUTOMOBILE, MOTOR TRUCK AND BICYCLE
Ames, Holden McCready, Limited, Montreal.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.
Hurtubise, Ltd., Montreal, Que.
Hyslop Bros., Toronto, Ont.
The F. E. Partridge Rubber Co., Ltd., Guelph.

TIES, WALL AND VENEER
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.

TIRE COVERS
American Pad & Textile Co., Ltd., Chatham, Ont.

TIRE PATCH
The Air-Tite Mfg. Co., St. Thomas, Ont.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

TIRES AND TUBES, AUTOMOBILE, AERO-PLANE, BICYCLE, CARRIAGE, MOTORCYCLE AND MOTOR TRUCKS
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Ames, Holden McCready, Ltd., Montreal, Que.

TIRE ACCESSORIES
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Gutta Percha & Rubber, Ltd., Toronto.

TOBOGGANS
J. H. Hanson Co., Limited, Montreal, Que.
The Northland Ski Mfg. Co., St. Paul, Minn.

TOBOGGAN CUSHIONS AND ACCESSORIES
The Northland Ski Mfg. Co., St. Paul, Minn.

TOILET PAPER
E. B. Eddy Co., Ltd., Hull, Que.

TORCHES
Clayton & Lambert Mfg. Co., Detroit, Mich.
The Detroit Torch & Mfg. Co., Detroit, Mich.

TOOLS, BLACKSMITHS'
Jardine & Co., Ltd., A. B., Hespeler, Ont.

TOOLS, CEMENT
E. C. Atkins & Co., Hamilton, Ont.

TOOLS
Chicago Flexible Shaft Co., Chicago, Ill.
B. J. Coghlin Co., Ltd., Montreal, Que.
Goodell-Pratt Co., Greenfield, Mass.
Jardine & Co., Ltd., A. B., Hespeler, Ont.
Matthias Klein & Sons, Chicago, Ill.
The Millers Falls Co., Millers Falls, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Smith & Hemenway Co., Inc., Irvington, N.J.
Whites Limited, Collingwood, Ont.

TOOLS, HARVEST
Beatty Bros., Ltd., Fergus, Ont.
F. E. Myers & Bro., Ashland, O.

TRANSFER DECALCOMANIA
Canada Decalcomania Co., Ltd., Toronto.

TRANSFER SPECIALTIES
The Union Transit Co., Glasgow, Scotland.

TRAPS, BRASS, IRON, LEAD
Canada Metal Co., Toronto.
The James Morrison Brass Mfg. Co., Ltd., Toronto.

TRAPS, STEAM
The James Morrison Brass Mfg. Co., Ltd., Toronto.

TRAPS, GAME
The Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.
Oneida Community, Ltd., Niagara Falls, Ont.

TOOLS, LOGGING AND LUMBERING
Thos. Pink Co., Ltd., Pembroke, Ont.

TOOL HOLDERS (CUTTERS)
J. H. Williams & Co., Ltd., St. Catharines, Ont.

TOOLS, MACHINISTS'
Brown & Sharpe Mfg. Co., Providence, R.I.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Goodell-Prat Co., Greenfield, Mass.
A. B. Jardine & Co., Limited, Hespeler, Ont.
L. S. Starrett Co., Athol, Mass.

TOOLS, SMALL
The Quality Tool Works, Montreal, Que.
J. H. Williams & Co., Ltd., St. Catharines, Ont.

TOOLS, TROWEL
E. C. Atkins & Co., Hamilton, Ont.

TOYS
Thos. Davidson Mfg. Co., Montreal, Que.
Gendron Mfg. Co., Ltd., Toronto.
J. H. Hanson Co., Limited, Montreal, Que.
S. H. Whyte Co., Ltd., Winnipeg, Man.

TROUGHS
Beatty Bros., Fergus, Ont.

TRAMMEL POINTS
Stanley Works, New Britain, Conn.

TROUGHS, HOG
Beatty Bros., Ltd., Fergus, Ont.

TROWELS
Henry Disston & Sons, Limited, Toronto.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

TRUCKS, MOTOR
The Ford Motor Co. of Canada, Ltd., Ford, Ont.

TRUCKS, WAREHOUSE
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Kribs, Ltd., Wm. A., Hespeler, Ont.

TRY SQUARES
Henry Disston & Sons, Limited, Toronto.
Stanley Works, New Britain, Conn.

TUNGSTEN LAMPS
The Canadian Tungsten Lamp Co., Hamilton, Ont.

TUBS
Wm. Cane & Sons Co., Newmarket, Ont.

TUBS, BUTTER (COVERED)
E. B. Eddy Co., Ltd., Hull, Que.

TUBES, AUTO, TRUCK AND BICYCLE
Gutta Percha & Rubber Ltd., Toronto.

TUBING, BRASS
The James Morrison Brass Mfg. Co., Ltd., Toronto.

TUBING, RUBBER
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Ltd., Toronto, Ont.

TUNGSTEN LAMPS
The Canadian Tungsten Lamp Co., Ltd., Hamilton.

TURPENTINE
Ontario Oil & Turpentine Co., Ltd., Toronto.

TWINES
Consumers' Cordage Co., Montreal and Halifax.
Doon Twines, Ltd., Kitchener, Ont.
The Sterling Twine Co., Ltd., Walkerton, Ont.
Walter Woods & Co., Hamilton.

VACUUM CLEANERS AND SWEEPERS
Bissell Carpet Sweeper Co., of Canada, Ltd., Niagara Falls, N.Y.
The Hurley Machine Co., Ltd., Toronto.
Landers, Frary & Clark, New Britain, Conn.

VALVES, ACID RESISTING
Hoyt Metal Co., Toronto, Ont.

VALVES, RADIATOR AND AIR, IRON BODY, COMPOSITION, GLOBE, ANGLE, CHECK
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Jenkins Bros., Ltd., Montreal, Que.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.

VALVES, RUBBER PUMPS
Gutta Percha & Rubber Ltd., Toronto.

VARNISHES, AUTO, COACH, HOUSE, MARINE
Berry Brothers, Walkerville.
Boston Varnish Co., Everett Station, Boston.
Brandram-Henderson, Ltd., Montreal.
Canada Paint Co., Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal.
The Flint Varnish & Color Works of Canada Limited, Montreal, Que.
Glidden Co., Ltd., Toronto, Ont.
Imperial Varnish & Color Co., Ltd., Toronto.
International Varnish Co., Ltd., Montreal.
Lowe Bros., Limited, Toronto.
McArthur Irwin, Montreal, Que.
Martin-Senour Co., Ltd., Montreal.
Benjamin Moore & Co., Ltd., Toronto.
A. Ramsay & Son, Montreal.
Pratt & Lambert, Bridgeport, Ont.
Sanderson, Pearcy & Co., Ltd., Toronto, Ont.
Sherwin-Williams Co., Montreal, Que.
G. F. Stephens & Co., Ltd., Winnipeg.
Wilkinson & Kompass, Hamilton.

VEHICLES, CHILDREN
The Gendron Mfg. Co., Ltd., Toronto, Ont.
The J. H. Hanson Co., Ltd., Montreal, P.Q.
The Woodstock Wagon & Mfg. Co., Ltd., Woodstock.
S. H. Whyte Co., Ltd. Winnipeg, Man.

VENEER SEATS
Canadian Veneering Co., Acton Vale, Que.

VENTILATORS
Wheeler & Bain, Toronto.

VISES
A. G. & A. L. Brown & Co., Montreal, Que.
Caverhill, Learmont & Co., Montreal.
Can. Foundries & Forgings, Ltd., Brockville, Ont
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
The Rock Island Mfg. Co., Rock Island, Ill.
Stanley Works, New Britain, Conn.

VISES, CHAIN PIPE, CLAMP, MOUNT
J. H. Williams & Co., Ltd., St. Catharines, Ont

WAGON HARDWARE
Burgess-Norton Mfg. Co., Geneva, Ill.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
The Stanley Works, New Britain, Conn.

WALNUT SEATS
Canadian Veneering Co., Acton Vale, Que.

WARMERS, FOOT
Chicago Flexible Shaft Co., Chicago, Ill.

WASHERS
London Rolling Mill Co., Ltd., The, London, Ont
The Union Iron & Metal Co., Ltd., Toronto.
Wilkinson & Kompass, Hamilton.
Wrought Washer Mfg. Co., The, Milwaukee, Wis.

WASHERS, RUBBER
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

WASHING MACHINES, ELECTRIC, HAND AND POWER
Altorfer Bros., Peoria, Ill.
Appliances Limited, Toronto.
Beatty Bros., Fergus, Ont.
Dowswell, Lees & Co., Hamilton.
W. A. Kribs Co., Limited, Hespeler, Ont.
The Hurley Machine Co., Limited, Toronto, Ont.
Landers, Frary & Clark, New Britain, Conn.
Maxwells, Ltd., St. Marys, Ont.
1900 Washer Co., Toronto, Ont.

WASTE, COTTON
Acme Waste Mfg. Co., Toronto, Ont.
Sanderson, Pearcy & Co., Ltd., Toronto, Ont.
Wilkinson & Kompass, Hamilton.

WASH BOARDS
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
E. B. Eddy Co., Ltd., Hull, Que.

WASH TUBS
E. B. Eddy Co., Ltd., Hull, Que.
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.

WATERPROOF CLOTHING
The Tower Canadian Ltd., Toronto, Ont.

WATER SYSTEMS
The Westco Pumps Ltd., Toronto.

WEATHER STRIPPING
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
The Metal Weatherstrip Co., Ottawa, Ont.

WEDGES
Can. Foundries & Forgings, Ltd., Brockville, Ont.

WEEDERS, GARDEN (HAND)
The Eureka Planter Co., Ltd., Woodstock, Ont.
C. S. Norcross & Sons, Bushnell, Ill.

WEIGHTS
Can. Foundries & Forgings, Ltd., Brockville, Ont.

WEIGHTS, HORSE
The Katie Foundry Co., Galt, Ont.

WHEELS, GRINDING
E. C. Atkins & Co., Hamilton, Ont.

WHEELS, WELL
Can. Foundries & Forgings, Ltd., Brockville, Ont.

WHITEWASH OUTFITS
Collins Mfg. Co., Toronto.

WHIFFLETREE HOOKS
The International Malleable Iron Co., Ltd., Guelph, Ont.

WHOLESALE HARDWARE
J. H. Ashdown Hardware Co., Ltd., Winnipeg.
Caverhill, Learmont & Co., Montreal.
The Hobbs Hardware Co. Ltd., London, Ont.
H. S. Howland Sons & Co., Toronto.
Rice Lewis & Sons, Ltd., Toronto.
Whites Limited, Collingwood, Ont.
Jas. Morrison Brass Mfg. Co., Toronto.

WHITE LEAD
Brandram Henderson, Montreal, Que.
Canada Paint Co., Ltd., Montreal.
Carter White Lead Co., Montreal.
McArthur Irwin, Montreal.
Sanderson, Pearcy & Co., Ltd., Toronto, Ont.

WIND SHIELD GLASS
Hobbs Mfg. Co., Montreal, Que.
The Ontario Plate Glass, Ltd., Hamilton, Ont.
Sanderson, Pearcy & Co., Ltd., Toronto, Ont.

WINDOW WEIGHTS
The Katie Foundry Co., Galt, Ont.

WINDOW FITTINGS
Stanley Davies, Weston, Ont.

WINDOW GUARDS, WIRE
Canada Wire & Iron Goods Co., Hamilton, Ont.

WIPERS
Scythes & Co., Toronto.

WIRE
Canada Wire & Iron Goods Co., Hamilton, Ont.
Caverhill, Learmont & Co., Montreal, Que.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
Laidlaw Bale-Tie Co., Ltd., Hamilton, Ont.
Kasement Skrene Dore Co., Toronto.
The Western Wire & Nail Co., London, Ont.

WIRE, ANNEALED
Banwell-Hoxie Fide Fence Co., Ltd., Hamilton.
The Frost Steel & Wire Co., Ltd., Hamilton.
The Graham Nail Works, Toronto.

WIRE, BRIGHT
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
The Graham Nail Works, Toronto.

WIRE BASKETS, HEAVY
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.

WIRE CLOTH
Canada Wire & Iron Goods Co., Hamilton, Ont.
Kasement Skrene Dore Co., Toronto.

WIRE, COPPERED
The Graham Nail Works, Toronto.

WIRE CUTTERS
Bridgeport Hardware Co., Bridgeport, Conn.

WIRE, HAY
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
The Graham Nail Works, Toronto.

WIRE HOOPS
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Steel Co. of Canada, Ltd., Hamilton.

WIRE DOOR MATS
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.

WIRE, OILED AND ANNEALED
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
The Graham Nail Works, Toronto, Ont.

MAPLE LEAF SAWS



No. 54 Lance Tooth Pruning Saw

Buy All CANADIAN MADE Goods

Just the Saw for Spring Trade! Fine teeth near the point, and the fast, clean-cutting lance tooth on the rest of the blade make it suitable for the smallest twig or the largest branch. Made of Jessop's best steel. Reinforced handle. Large, easy grip.

See our catalogue for other styles of Pruning Saws.

SHURLY-DIETRICH CO., LIMITED, GALT, CANADA



THE PROGRESSIVE MANUFACTURING CO.
Torrington, Conn., U.S.A.

FORSTNER BITS

bore their way right through tough, hard, knotty, cross-grained wood and leave a smooth hole and clean surface. That's performance. THEY DIFFER FROM ALL OTHER BITS, BEING GUIDED BY THE RIM INSTEAD OF THE CENTRE. That's scientific construction. They bore any arc of a circle and can be guided in any direction. That's adaptability. Made for Brace-made Machines. Packed singly; packed in sets That's convenience. And they sell to Wood Workers, Carpenters, Cabinet Makers and others. That's why you should sell them. Order through your jobber to-day.

CROWBARS



No. 102-A—CHISEL POINT

We offer you bars of High Carbon Steel at the same price as you are buying the Mild Steel Bar elsewhere. Write for price list and catalogue.

B. J. COGHLIN CO., LIMITED, Office and Factory: Ontario Street East, MONTREAL.

Stove

All sizes of Clear Mica in stock for immediate shipment.

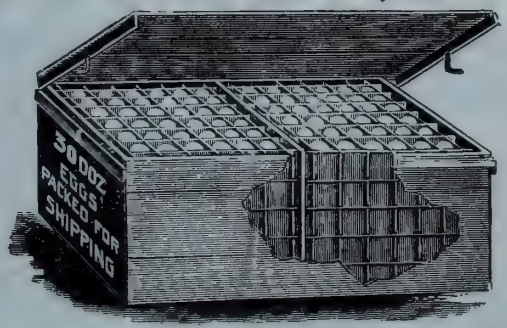
Price List on Application.

Mica Electrical Insulation of Every Kind.

Mica Company of Canada, Ltd.
P.O. Box 156, Hull, Que.

Mica

THE MILLER BROS. CO., LIMITED



Manufacturers of
White pulp egg case fillers and extra flats in standard and extra large sizes for 12 and 30 dozen egg crates.
20-38 DOWD STREET, - MONTREAL, CANADA

WILKINSON & KOMPASS

TORONTO HAMILTON WINNIPEG

IRON AND STEEL

HEAVY HARDWARE

MILL SUPPLIES

AUTOMOBILE ACCESSORIES

WE SHIP PROMPTLY



OAKEY'S "WELLINGTON" KNIFE POLISH

The original and only reliable preparation for Cleaning and Polishing Cutlery, etc.

John Oakey & Sons, Ltd.

Manufacturers of

Emery, Black Lead, Emery Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, S.E.1, Eng.

Agents:

F. Manley, 147 Bannatyne Ave. East, Winnipeg

Sankey and Mason, 839 Beatty Street Vancouver

If interested tear out this page and place with letters to be answered.

THE BUYERS' GUIDE

WIRE, TINNED
The Graham Nail Works, Toronto.

WIREWORK OF ALL KINDS
Canada Wire & Iron Goods Co., Hamilton, Ont.
Dennis Wire & Iron Works Co., Ltd., London, Ont.
The McDonald Wire Goods Co., Drummondville, Que.

WIRE WHEELS
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

WIREWORKING MACHINERY
Sleeper & Hartly, Inc., Worcester, Mass.

WIRE WINDOW SCREENS
Atlas Iron, Wire & General Metal Works, Toronto.

WOODENWARE
The Brett Mfg. Co., Winnipeg, Man.
Schultz Bros. Mfg. Co., Ltd., Brantford.

WRAPPING PAPER
E. B. Eddy Co., Ltd., Hull, Que.
Alex. McArthur & Co., Montreal, Que.
Walter Woods & Co., Hamilton, Ont.

WRENCHES AND ACCESSORIES
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Caverhill, Learmont & Co., Montreal.
Edgar C. Guthard Co., Chicago, Ill.
Goodell-Pratt Co., Greenfield, N.Y.
Keystone Mfg. Co., Buffalo, N.Y.
Will B. Lane, Chicago, Ill.
The Peck, Stow & Wilcox Co., Southington, Conn.
The Star Mfg. Co., Carpentersville, Ill.
Trimont Mfg. Co., Roxbury, Mass.

WRENCHES, ADJUSTABLE "S"
The Keystone Manufacturing Co., Buffalo, N.Y.

WRENCHES, ALLIGATOR
Bridgeport Hardware Co., Bridgeport, Conn.

WRENCHES, RATCHET
Brown & Sharpe Mfg. Co., Providence, R. I.
L. S. Starrett Co., Athol, Mass.
J. H. Williams & Co., Brooklyn, N.Y.

WRENCHES, PIPE
The Keystone Manufacturing Co., Buffalo, N.Y.

WRINGERS
Beatty Bros., Ltd., Fergus, Ont.

WRINGERS, ELECTRIC POWER
Appliances Limited, Toronto.

WROUGHT NIPPLES
Jas. Morrison Brass Mfg. Co., Toronto.
J. H. Williams & Co., Ltd., St. Catharines, Ont.
The Union Iron & Metal Co., Ltd., Toronto.

WROUGHT WASHERS
J. H. Williams & Co., Ltd., St. Catharines, Ont.
The Wrought Washer Mfg. Co., Milwaukee, Wis.

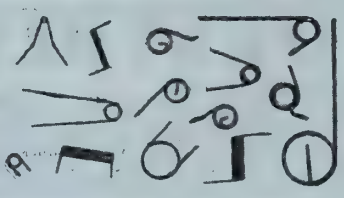
WRINGERS, HAND AND POWER
J. H. Connor & Son, Limited, Ottawa, Ont.

WROUGHT COUPLINGS
Wrought Washer Mfg. Co., The, Milwaukee, Wis.

YOKE ENDS
J. H. Williams & Co., St. Catharines, Ont.

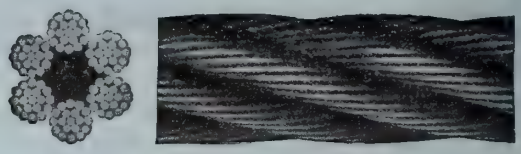
ZINC, BAR
Canada Metal Co., Ltd., Toronto.
The Hoyt Metal Co., Toronto.

SPRING MAKING MACHINES



Torsion Spring Forms made on our
TORSION SPRING WINDING MCH.
Ask for Bulletin No. 270
Sleeper Hartley, Inc.
WORCESTER, MASS.

WIRE ROPE AND FITTINGS



OF ALL CONSTRUCTIONS
The demand is steady. Are you getting your share of this business? We co-operate with you.
Have you a copy of our Catalogue?
We also manufacture Wire Cloth, Iron Stairways, Fire Place Screens, Window Guards
CANADA WIRE & IRON GOODS CO.
HAMILTON

BRASS TACKS
Brass and Brass Plated
FURNITURE AND CHAIR NAILS
All Kinds of Cut Tacks and Small Nails
Dominion Tack & Nail Co.
Limited
Galt - Canada

Fittings Limited



Trade Mark
Registered
Manufacturers of Malleable and Cast Iron Pipe Fittings
Oshawa

We have a large stock of
Carriage and Machine Bolts
Coach Screws
Rivets, Nuts and Washers



Orders Filled and Shipped Immediately
London Bolt & Hinge Works
London, Canada

JOSEPH RODGERS & SONS
LIMITED
SHEFFIELD, ENG.
Avoid imitations of our
CUTLERY
By seeing that this exact mark is on each blade.
REGISTERED TRADE MARK
GRANTED 1682.
SOLE AGENTS FOR CANADA
James Hutton & Company
MONTREAL

If interested tear out this page and place with letters to be answered.

HOYT METALS

PROOF!

Hoyt Metals are used by every shop and factory that prides itself on maximum production. That the sales of Hoyt Metals amount to $10,000,000 annually is convincing proof of the satisfaction in using or selling these efficient metals. Always cool running. Anti-friction quality and unequalled endurance are superior features of these popular metals.

HOYT METAL COMPANY

MONTREAL TORONTO WINNIPEG



IMPERIAL SOLDERING PASTE

for Electricians, etc.

ROSEN, FLUX and ACID CORE SOLDER

THE CANADA METAL CO., LIMITED

TORONTO HAMILTON MONTREAL WINNIPEG VANCOUVER

Here is a real money-maker for dealers—"Comfort" Flat Iron — "Heats as It Irons."

Every housewife wants one. Spring-time is profit-time. We supply cuts of ads free and pay for first ad in your local newspaper.

Write your jobber

NATIONAL STAMPING & ELECTRIC WORKS

Chicago, Illinois

Heats Itself Sells Itself



Heats While it Irons

"COMFORT" Self-Heating IRON

GERMANTOWN LAMPBLACK



THE L. MARTIN CO.

HEADQUARTERS FOR

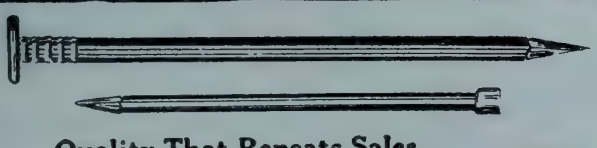
LAMPBLACK

IN ENGLAND AND AMERICA

Originators of Eagle, Old Standard, Globe and Pyramid Germantown Brands.

Suppliers of Bulk Blacks to the highest class Grinding Trade.

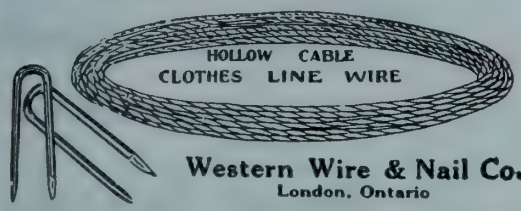
Montreal, Toronto, Winnipeg, New York, Philadelphia, London, Eng.



Quality That Repeats Sales

We Make

Steel Wire Nails and Brads, Clothes Line Wire, Fencing Staples and Hooks, Galvanized Poultry Netting Staples.



Western Wire & Nail Co.

London, Ontario

STERLING TWINES

Made of

FLAX, JUTE, HEMP, COTTON, YUCATAN

Manufactured by

The Sterling Twine Company, Limited

Walkerton, Ontario

Samples and Prices sent upon application. We manufacture all kinds of Commercial Twines, put up in Balls, Reels, Coils and Skeins. Hide Rope, Tubes and Cones, Single and many ends.

"Send us a trial order."

The British office of HARDWARE AND METAL is located at the office of the MacLean Publishing Co. of Great Britain, Limited, 88 Fleet Street, London, E.C., E. J. Dodd, director.

Tuck's Genuine Packings

Asbestos and Others for High Pressure, Steam, Hydraulic and Other Purposes.

Trial Orders Solicited—Our Packings Do the Rest

Insist Upon Having the TRADE  Packing Bearing Our MARK

TUCK & COMPANY, LIMITED

London Liverpool Cardiff, Etc.

Canadian Representative:

Wm. J. Brown, 117 Youville Square - - - Montreal, Que.

Stocks carried in all sizes TEL. No. MAIN 2387

WANT ADS

If you want a buyer, clerk, salesman, traveler, position, you can reach the best men in the trade through these columns.

If you wish to buy or sell a business, or dispose of overstocks, you can reach a larger number of hardware men through this page than in any other way.

Rates (payable in advance) 2 cents per word. An additional charge of 10 cents for each insertion is made when Box Number is required. Each figure counts as one word. When panels are desired a charge of $1.50 is made for a panel 1 inch deep by 2⅛ inches wide.

Address all advertisements for this section to HARDWARE AND METAL, 143-153 University Ave., Toronto, Can.

HELP WANTED

HARDWARE TRAVELLER WANTED FOR Northern Ontario to call on mining, lumbering and retail trade. Must be live wire. Box 17, Hardware and Metal.

WANTED—TRAVELLER CALLING ON HARDware trade to take ranges and heaters as a side line on commission. Territory, Toronto east to Brockville. Box 122, Hardware and Metal.

WANTED—HARDWAREMAN NOT OVER 40 years of age, who has had 10 or more years' experience in retail or wholesale hardware business; must be a man of good appearance, well educated and a good business correspondent. Position offers splendid future for a man of good judgment. Do not apply unless ready to give complete details regarding qualifications in first letter. Also state salary. Position is with a large company at Toronto, Can. Box 108, Hardware and Metal.

SITUATIONS WANTED

HARDWARE MAN, THOROUGHLY EXPERIenced in all branches of the trade, wishes to make a change. Has held positions as manager and buyer, and is fully competent to take full charge. Good references. Full particulars gladly furnished. Write Box 36, Hardware and Metal.

A TRAVELLING SALESMAN WITH TEN years' experience as a safe salesman and eight years as a calendar salesman, with a first class record, is open for engagement with some reliable manufacturer or wholesaler, either east or west. Box, 101, Hardware and Metal.

RETAIL HARDWARE SALESMAN WITH TEN years' experience, good references, desires position at once. Box 100, Hardware and Metal.

HARDWARE MAN, SIX YEARS' WHOLESALE experience, desires position. Open for engagement May 1st. Excellent references. Box 161, Hardware and Metal.

SALESMAN WANTED

WANTED—SALESMAN CALLING ON HARDware trade to carry side line on commission. Box 202, Hardware and Metal.

WANTED

WANTED TO PURCHASE—A SET OF TINsmiths' tools. Give list, state condition and very lowest spot cash price. Apply Box 118, Hardware and Metal.

WANTED—POSITION AS CLERK OR TRAvelling salesman, 5 years' hardware experience. Open for engagement. Box No. 441, Hardware and Metal.

FOR SALE

FIRESIDE FURNISHINGS—JOBBERS WANTed to handle low price, high-class English-made fireside furnishings. Send for designs and prices. W. Howdle, 137 Wright Street, St. John, N.B.

FOR SALE—SET OF TINSMITHS' TOOLS. John L. Wilson, Enterprise, Ont.

FOR SALE—STOVE REPAIRS, FIRE BRICKS, iron linings, water fronts, for Garlands, Pen Esthers, Acmes, Sunlights, Welcomes, Supremes, Souvenirs, Crown Hurons, New Empress, Sterlings, Marvels, Climax, Arklaus, Colonials, Peninsulars and all kinds of ranges. Write for list and prices. Grundy Bros., Strathroy.

FOR SALE—PLUMBING, HEATING AND Sheet Metal Business, in one of the most prosperous cities of Western Canada. Has been established eight years and has good connection in city and country. This is a splendid opportunity for one or more live wires. With stock, tools and property, or sell stock and tools and lease the property. For particulars apply Box 936, Hardware and Metal.

FOR SALE—HARDWARE STORE IN GOOD country town Alberta. Handle general hardware, furniture and harness; stock at the present about ten thousand dollars, but would reduce, if necessary, to amount required. Would give terms to reliable party who has good cash payment. For particulars apply Box 113, Hardware and Metal.

FOR SALE—1 USED OSTER PIPE THREADing machine, No. 201, threads ½" to 2", complete with dies, in first-class condition. Price $65 f.o.b. Thamesville, Ont.

1 safe, J. & J. Taylor, in first-class condition, good as new, combination, 2-bolt, interior has 2 drawers; outside measurements, height 33", width 24", front to back 25½"; inside measurements, height 14", width 10½"; front to back 12". Price for quick sale, $95. F.o.b. Thamesville, Ont.

1 cast iron brake in first-class shape, true and strong, length 6 ft. Price $75, f.o.b. Thamesville, Ont.

10 barrels Polarine heavy motor oil, just arrived in stock, in first-class condition, at 75c per gal. net. F.o.b. Thamesville, Ont.

800 ft. of ¾" galvanized pipe, new, at $9.87 per 100 ft.

E. S. HUBBELL & SONS,
Thamesville, - - Ontario.

REPRESENTATIVES WANTED

BRITISH FIRM OF EXPORTERS WANT CANadian Agent to sell Firebrick, Bathbrick, Grindstones and Millstones. Good connections, and ability to make large sales, necessary. Macnaughton & Co., 13 Mosley Street, Newcastle-on-Tyne.

NICKEL PLATING

ORDERS EXECUTED PROMPTLY. PRICES on application. Communicate with F. W. Higginson, 173 William St., Montreal, Telephone Main 8144.

Decalcomania Transfer
NAME PLATES
Made in Canada by
Canada Decalcomania Co., Limited
364-370 Richmond St. W., Toronto, Can.

ENAMELLED AND TINNED SEAMLESS HOLLOW-WARE COOKING, KITCHEN, HOUSEHOLD UTENSILS, ETC.

The Welsh Tinplate & Metal Stamping Co., Ltd., Cambrian Works, Llanelly, South Wales, the largest manufacturers in the United Kingdom, who guarantee that every piece offered for sale is manufactured throughout in their own works at Llanelly, are now open to consider applications for Representation in Canada East of Winnipeg and the Maritime Provinces.

Only applications from firms already in the Trade with established connections will be considered, and these should give full particulars in first instance to avoid unnecessary correspondence.

To Manufacturers

We are open to represent you in the

City of Toronto

If the successful marketing of your product in Toronto demands the specialized efforts of an established agency, **get in touch with us at once.**

Stevenson Bros. Limited
Manufacturers' Agents
48 Colborne St., TORONTO, ONT.
Phone Main 5864



TRADE MARKS

Any trade-mark shown on this page, when stamped on an article of hardware, is the manufacturer's personal "O.K.," guaranteeing the quality of the product.

Metal Stamping and Press Work to Order

Also name plates, embossed trade checks, time checks, badges, steel stamps and stencils or anything in steel or brass lettered or embossed to order.

The Hamilton Stamp and Stencil Works, Limited, Hamilton, Ont.

Sankey's Pyruma Putty Fire Cement

Easy to handle. Ready for use. For Stoves, Ranges, Furnaces, Kilns, etc., Superior to other Plastic Fire Cements. Sets Hard without heat. Fusing Temperature 3,000°F.

Quotations from

MANNING, HINTON & BRISSENDEN

Post Office Box 37 Halifax, N.S.

DOON TWINES, LIMITED

KITCHENER, ONT.

Manufacturers of all kinds of Twines and Cordage, Plow Lines, Clothes Lines, Ropes. etc. Write for samples and prices.

MILLS AT DOON, and KITCHENER, ONT.

Look for the full name

RUSSELL JENNINGS

stamped on the round of our

AUGER BITS

The original double twist auger bit, Patented by Mr. Russell Jennings in 1855.

RUSSELL JENNINGS MFG. CO.

Chester, Conn., U.S.A.

STERLING

Hack Saw Blades and Machines

Manufactured by

Diamond Saw & Stamping Works

BUFFALO, N.Y.

"Monarch" & "Safe-Lock" Fencing

We make Farm, Lawn and Poultry Fencing, Gates, etc., and *sell exclusively to the Hardware Trade.* Write for Agency.

Owen Sound Wire Fence Co. Ltd.

OWEN SOUND, ONT.

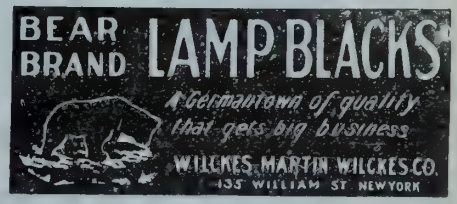
Sash Weights
Wall Washers

All Kinds of

Plain Duplicate Gray Iron Castings

CANADIAN DIE CASTING CO., LIMITED

Drummond Building, Montreal



POULTRY LEG BANDS, EAR TAGS AND BUTTONS FOR STOCK

F.S. BURCH

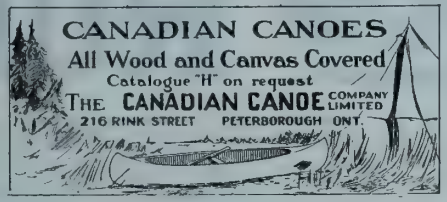
Retail Prices

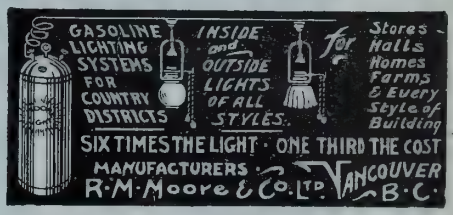
Single Spiral Colored Bands	$1.00 for 100
Ribbon Bands Colored	$1.65 for 100
Challenge Adjustable Bands	.90 for 100

Cattle Ear Tags and Buttons, prices according to amount of printing required. Catalogue Free

RIDEAU SPECIALTY CO

MANUFACTURERS SMITHS FALLS ONT.





HARDWARE AND METAL is the logical medium to use if you have a message for the Canadian hardware trade.

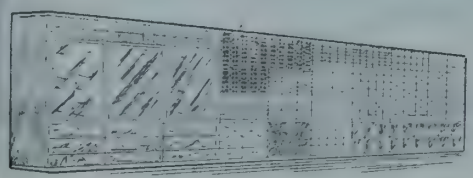
Your Wants

are many here below. Use the Want Ad. page and get rid of a few of them.

PORTABLE COAL BASKETS
DOME DAMPERS
ASH DUMPS BELL TRAPS
BREATHER CAPS
SOOT DOORS
GRATES and COVERS
VENTILATING AIR BRICK CASTINGS

Toronto Foundry Co.

884 Davenport Road TORONTO, CAN.



Cameron Store Equipment

Our Specialty

Cameron & Company

74 Logan Ave. Toronto

HARDWARE AND METAL

is the only weekly hardware paper in Canada, and is read by practically every worth-while buyer, both wholesale and retail, in Canada. HARDWARE AND METAL is the logical medium to use if you have a message for the Canadian hardware trade.

If interested tear out this page and place with letters to be answered.

INDEX TO ADVERTISERS

A

Acme Shear Co. 95
Adcock & Brewer Ltd. 25
Acme Waste Mfg. Co., Ltd. ... 71
Alcock, Laight & Westwood.. 28
Altorfer Bros. Co. 14
Aluminum Ware Mfg. Co., Ltd. 46, 57
Ashdown Hardware Co., J. H... 81
Arnett, Thos. Lewis 82

B

Banwell-Hoxie Wire Fence Co.. 8
Barrett Co., Ltd. 73
Barnett Co., Ltd., G. & H. 77
Brainerd Mfg. Co. 25
Brett Co., The 82
British Aluminum Co., Ltd. ... 30
Brown & Sharpe Mfg. Co. 5
Brown, Wm. J. 101
Bowser & Co., Ltd., S. F. 19
Burlington Products Ltd. 18
Burrows, Stewart & Milne Co., Ltd. 6
Burlington Windsor Blanket Co., Ltd. 83

C

Cameron & Co. 103
Can. Decalcomania Co., Ltd... 102
Canada Metal Co. 69, 71, 101
Canada Cycle & Motor Co., Ltd. 69
Canada Dry Cells, Ltd. 83
Canada Paint Co., Ltd. 59
Canada Steel Goods Co., The.. 3
Can. Wire & Iron Goods Co... 100
Canada Die-Casting Co. 103
Canadian National Carbon Co., Ltd. 11
Can. Westinghouse Co., Ltd... 7
Caverhill, Learmont & Co., Ltd. 17
Can. Foundries & Forg. Co., Ltd 93
Carborundum Co. 89
Channell Ltd...Inside front cover
Champion Spark Plug Co. of Canada, Ltd. 9
Clayton & Lambert Mfg. Co. .. 71
Cleveland Stone Co., The..... 31
Clyde Cutlery Co. 25
Coghlin Co., Ltd., B. J. 99

D

Davidson Mfg. Co., Ltd., The.. 24
Dennis Wire & Iron Works Co., Ltd. 21
Diamond Saw & Stamp Wks... 87
Dominion Glass Co., Ltd. 22
Dom. Sheet Metal Corp. 75
Dominion Tack & Nail Co.... 100
Doon Twines, Ltd. 103

E

Eddy Co., E. B. 15
Equator Mfg. Co. 69

F

Fittings Ltd. 100
Flexible Shaft Co., Ltd. 13
Flint Varnish & Color Works of Canada., Ltd. 65

G

Garland Company, The 30
Gendron Mfg. Co., Ltd. 31
Glidden Co., Ltd., The 63
Graham Nail Works 95
Gutta Percha & Rubber, Ltd... 12

H

Hamilton Stamp & Stencil Works, Ltd. 103
Hamilton Stove & Heater Co.. 22
Hoyt Metal Co., Ltd. 101
Hobbs Mfg. Co. 77
Howland, Sons & Co., H. S... 1
Hutton & Co., James 100
Hurley Machine Co., Ltd. 87

I

Imperial Varnish & Color Co. 67
International Business Machines Back cover

J

Jardine & Co., Ltd., A. B. ... 24
Jennings Mfg. Co., Russell.... 103
Johnson, Edward E. 31

K

Kasement Skrene Dore Co. ... 95
Kribs Co., Ltd., W. A. 85

L

Laidlaw Bale & Tie Co., Ltd... 28
Lamplough & Co., F. W. 29
Landers, Frary & Clark 2
London Gas Power Co. 97
London Bolt & Hinge Co..... 100
London Rolling Mill Co., Ltd... 29
Lufkin Rule Co. of Can., Ltd.. 104

M

McArthur & Co., Alex. 95
McDougall Co., R. 19
Manning, Hinton & Brissenden 103
Martin & Co., L. 10, 101
Manitoba Steel & Iron Co..... 82
Mayhew Steel Products Inc. ... 29
Maxwells Ltd. 28
Mica Co. of Canada, Ltd. 99
Miller Bros., Ltd. 99
Morrison Brass Mfg. Co., Ltd., Jas. 21
Moore & Co., R. M. 103
Myers & Bro., F. E. 29

N

National Electric Heating Co., Ltd. 87
National Enameling & Stamping Co. 32
National Stamp. & Elec. Wks. 101
Nagle & Co., H. 31
Nagle Mercantile Agency 82
Nicholson File Co. 26
North Bros. Mfg. Co. 26
Niagara Metal Stamp. Corp. .. 30
Nineteen Hundred Washer Co.. 20
Nova Scotia Steel & Coal Co. 29

O

Oakey & Sons, John 99
O-Rib-O Mfg. Co. 82
Owen Sound Wire Fence..... 103

P

Pedlar People Ltd. 97
Parmenter, Bulloch & Co..... 83
Pink Co., Thos. 97
Plymouth Cordage Co. 4
Progressive Mfg. Co. 99

R

Ramsay & Son, Co., A. 57
Renfrew Electric Pro. Co., Ltd. 34
Russell Jennings Mfg. Co..... 103
Rideau Specialty Co. 87

S

St. Marys Wood Specialty Co., Ltd. 28
Sanderson Pearcy & Co., Ltd. 61
Shurly Co., T. F. 97
Shurly Dietrich Co., Ltd. 99
Shaw & Son, Ltd., John (Walverhampton) 21
Simms & Co., T. S. 23
Sleeper & Hartley, Inc. 100
Stanley Works, The ..... Inside back cover
Standard Paint Co. ....Front cover
Starrett Co., L. S. 91
Star Specialty Mfg. Co. 30
Stephens & Co., G. F. 79
Still Mfg. Co., J. H. 97
Sterling Twine Co. 101

T

Taylor-Forbes Co., Ltd. 16
Toronto Plate Glass & Importing Co. 77
Toronto Foundry Co., Ltd. 103
Trees & Co., Samuel 27

U

Union Iron & Metal Co..... 18

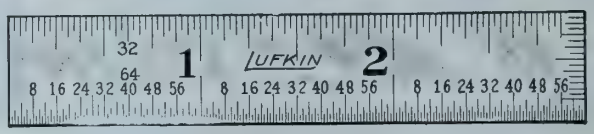
V

Vol-Peek Mfg. Co. 31

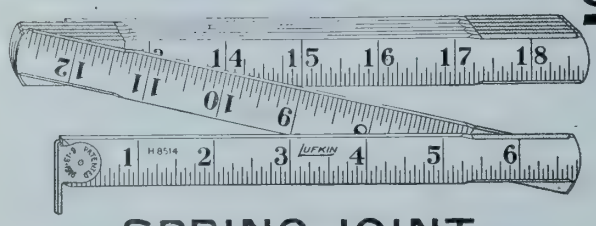
W

Want Ad. Page 102
Westco Pumps, Ltd. 23
Western Wire & Nail Co. 101
Wilckes-Martin-Wilckes Co. ... 103
Wiebusch & Hilger, Ltd. 16
Wilkinson & Kompass 99
Woods Mfg. Co. 20
Woods & Co., Walter 18
Wright & Co., E. T. 24
Wrought Washer Mfg. Co. ... 19

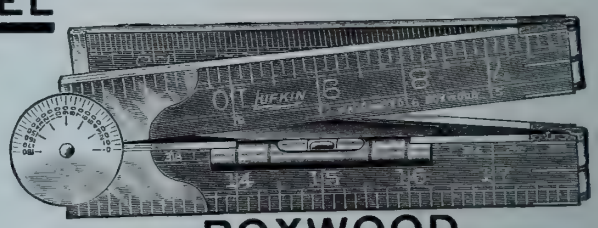
LUFKIN RULES



STEEL



SPRING JOINT



BOXWOOD

MEET ALL THE REQUIREMENTS OF THE MECHANIC.

Embracing, in addition to the old and sturdy qualities,

Noteworthy Improved Features
Insuring Accuracy of Reading, Ease of Use, and Saving of Time.

APPEAL TO MECHANICS ON SIGHT

MADE IN CANADA

Ask Your Jobber *Send for Catalogue*

THE LUFKIN RULE CO. OF CANADA, LTD.
WINDSOR, ONT.



Equipped with

STANLEY
GARAGE HARDWARE

THE large doors of the American Thread Co. Garage, Willimantic, Ct., are hung on

36-inch No. 1458 BALL BEARING GARAGE HINGES.

Look for industrial work of this nature in your locality—it adds to the prestige of your store and means more SALES.

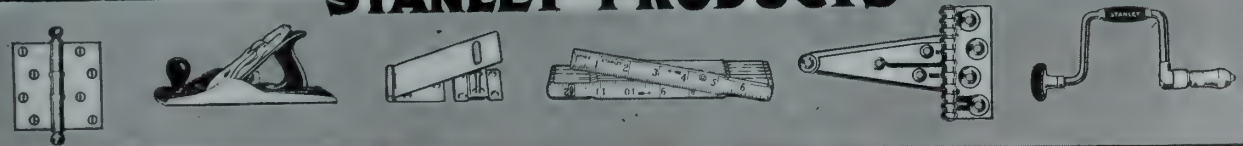
The Garage Hardware Catalog gives detailed information concerning all items of Stanley Garage Hardware such as Hinges—Bolts—Hasps and Door Holders.

Copies of this catalog gladly sent when requested.

Ask for R41.

STANLEY S.W.

STANLEY PRODUCTS

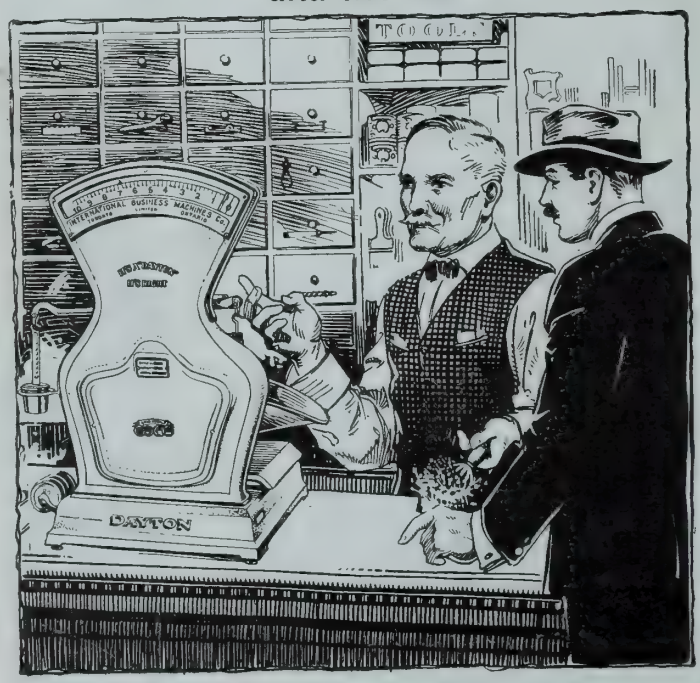


THE STANLEY WORKS NEW BRITAIN, CONN., *Branch Offices* *New York - San Francisco Chicago - Los Angeles - Seattle*

The Old Way



—and the New



-turning inches into ounces

-turning pounds into dozens

Both are every-day, necessary practices in the Hardware Trade.

You may buy rope or wire, for instance, by the pound; you may prefer to sell it by the foot. Again, take the case of bolts, nuts, screws, or other small articles. You are selling them by the dozen. To count them by hand is laborious, time-losing business; to weigh them is quick and easy. Your problem, then, is to transform your pounds into dozens.

THE INTERNATIONAL DAYTON HARDWARE SCALE

performs both the tasks above mentioned with marvelous speed and accuracy.

THE WIRE RACK—gives you the extra platform accommodation necessary to weigh coils of rope, wire, rubber hose, etc., with ease, and to check up against profit leaks in the process.

THE COUNTING SCOOP — Another exclusive feature, enables you to compute in a moment the number of small articles in any given bulk. It is invaluable at **stock-taking time.**

From Tip To Tip It's Built To Give Service and Speed

The day of thumb-weighing and guesswork in the Hardware Trade has passed. The up-to-date way is the Dayton way. It protects profits and assures the square deal, which means satisfied customers.

International Business Machines Co., Limited

For your convenience we have Service and Sales Offices in Vancouver, Winnipeg, Walkerville, London, Hamilton, Toronto, Ottawa, Montreal, Quebec, Halifax, St. John's, Nfld.

Also manufacturers of International Dayton Scales and International Electric Tabulators and Sorters

PUBLISHED EVERY SATURDAY SINCE 1888

Hardware and Metal

Vol. XXXIII No. 16 | THE MACLEAN PUBLISHING COMPANY, LIMITED PUBLICATION OFFICE: TORONTO, CANADA | APRIL 16, 1921

REMINGTON UMC

REG. U.S. PAT. OFF.

This Trade Mark

Stands for top-notch efficiency and mechanical excellence in guns and ammunition. It

Catches the Eye

of Sportsmen everywhere who have tested and proved the quality of Remington Goods and ask for them continually. A good stock attracts customers

And Piles Up Your Profits





REMINGTON UMC

UMC of Canada, Limited
WINDSOR ONTARIO



House-cleaning Time is Here! What Does That Mean to You?

IT should mean a chance to make extra sales in lines that are particularly "saleable" at this Season.

The season when the sales of O-Cedar Polish reach their Peak—therefore, the time of the year for O-Cedar Window Displays.

The merchant who makes use of O-Cedar Advertising Material in his Windows and around his store, gets the benefit of the extra demand that comes at House-cleaning time for both O-Cedar Polish and the O-Cedar Polish Mop

O-Cedar Polish

CHANNELL LIMITED - TORONTO

'RICE LEWIS' NEWS



Lady Hoe, Solid Shank

Ask the Rice Lewis man about Schoener Handy Hoes and Garden Hand Plows —they're Efficient Cultivators

—now for the backyard farmer



5 Prong Invincible Garden Cultivator

These fine warm days are finding the home-man taking a general survey around his backyard farm. Visions of new life are here and there becoming evident—a tiny sprout poking its head through the earth—a bud breaking from its hiding-place in the dead-looking branches.

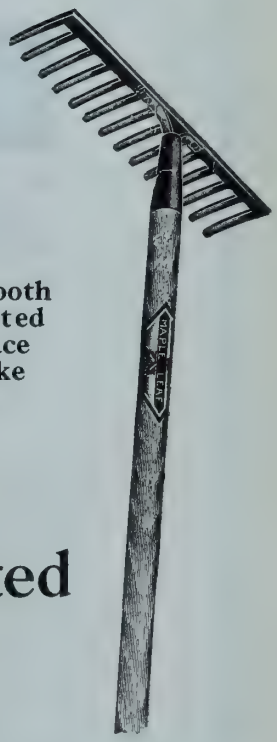


Regular "Pull Easy" Cultivator showing different adjustments

Now is the time to turn the enthusiasm of the backyard farmer into sales of garden tools. Your stock of hoes, rakes, spades, cultivators, etc., should be given prominent display.

If your stock needs replenishing we will be pleased to have you call on our service. Our stocks are complete and prices are right.

Ask the "Rice Lewis" man, or write direct.



14 Tooth Riveted Brace Rake



Baby "Pull Easy" Cultivator

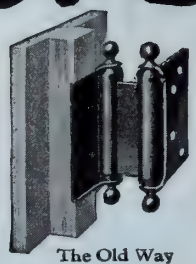
Rice Lewis & Son, Limited

VICTORIA ST.

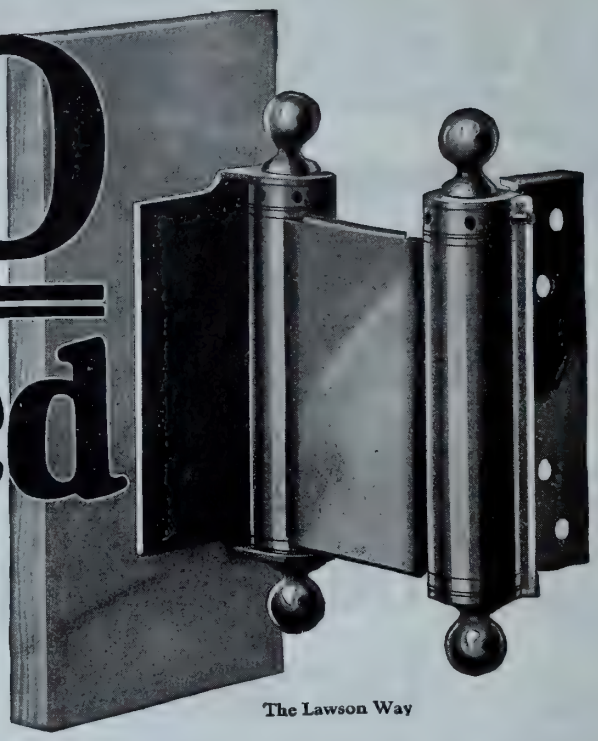
TORONTO

$150 Saved

on the Hanging of Every



The Old Way



The Lawson Way

Lawson Nu Jamb Spring Hinge

LAWSON Nu Jamb Spring Hinges are applied directly to door jambs *without hanging strips*. No strips to buy, finish or mortise. The saving on each hanging is at least $1.50. Dealers everywhere prefer them. A Western dealer recently said:

"Since I've been showing LAWSON'S hinges, customers won't buy others. The hinge that requires no strips outsells all the others put together."

Stock LAWSON hinges, compare sales with ordinary hinges, note how easily they sell once you explain the direct-application feature, and you too will prefer to handle LAWSON'S hereafter.

Write today for illustrated catalog describing in detail this and other styles of Lawson Spring Hinges, for residence, office and factory doors, gates, etc.

Lawson Manufacturing Company
Dept. 7764, 230 W. Superior St., Chicago, Ill.

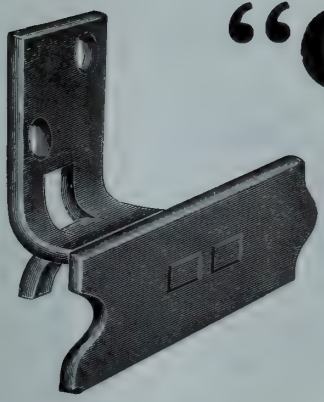
Eastern Representative
John H. Graham & Co.
213 Chambers St. 95 Reade St.
New York City

Pacific Coast Representative
C. N. & F. W. Jonas
Seattle San Francisco
Los Angeles

LAWSON

If interested tear out this page and place with letters to be ***answered.***

An Old, Reliable Salesmaker



"Canada"

Flexible Steel Door Hanger



Cannot Jump the Track

The "Canada" runs smoothly and easily on anti-friction, steel roller bearings, using the same track as our famous "National" Hanger.

Commercial conditions invite liberal stocking of Builders' Hardware for a record-breaking building season—Canada is short more than 40,000 homes. She has more autos than any other country excepting one. Autos in Canada continue to increase in number. Between the increasing number of cars and their necessary housing and the inevitable building activity to restore the balance of supply and demand in buildings, the Canadian merchant can profit by "preparedness" on builders' and garage hardware. Order now.

The Braced Rail, shown above at the left, is 1¼ x 3/16 inches and is furnished in lengths of 4, 6, 8 and 10 feet; 8 lengths to the bundle.

The "Canada" comes neatly and conveniently packed, one pair in a box complete with bolts. Be sure to include "Canada" in your order.

Drop Us a Line for a Catalog

Canada Steel Goods Co., Limited

Hamilton :: :: Canada

If interested tear out this page and place with letters to be answered.



Imperial Floor Dressing comes in one and four-gallon lithographed sealed cans and in half-barrels and barrels. Ask the Imperial Oil salesman for prices and a demonstration.

Draws Trade--Holds Trade

IMPERIAL
FLOOR DRESSING

A spotless store advertises itself. It draws steady trade from old customers and creates new customers. Freedom from dust is the first essential of a spotless store—Imperial Floor Dressing will do the job quickly and effectively.

Why? Because Imperial Floor Dressing holds dust to the floor. It cleans and preserves floors and prevents warping and checking. It fills in the pores and cracks of wood, and regular sweeping with a stiff broom removes **all** the accumulated dust and dirt.

Imperial Floor Dressing does not gum or evaporate. One gallon is sufficient for treating upward of 700 square feet. One application will last for several weeks.

It is the most sanitary and economical dressing you can buy for your floors. It is also a fast-selling, profitable line to handle.

The Imperial Oil salesman will gladly demonstrate the superior quality of Imperial Floor Dressing the next time he calls on you.

IMPERIAL OIL LIMITED

Power - Heat - Light - Lubrication

BRANCHES IN ALL CITIES

If interested tear out this page and place with letters to be answered.



Get Closer to that Customer—The Large Building Contractor

EVER think of the vast amount of *threading* to be done by contractors erecting large buildings, warehouses, etc.

Their cranes, hoisting engines, air drills, etc., must be kept in first class working order, requiring numerous screw-thread repairs. They must thread and fit an amazing amount of pipe for water, steam, drainage, etc.

Look up this profitable trade. Where building is planned or already going on, the following GTD sets can be sold to the contractors if properly explained by you.

A No. 7 *Little Giant* Screw Plate, cutting nine sizes, for threading repairs to mixers, cranes, steam shovels, air drills, etc.—any bolted construction.

Nos. 261A & 262B *Little Giant* Pipe Stock and Die sets, cutting ¼ to two inches, for water, air, gas and steam pipes.

A No. 244 Spiral Fluted burring reamer with bit-brace shank for enlarging holes and removing burrs.

Along the above lines a profitable business with structural contractors can be developed—if you emphasize the "Set" idea and give a real prominence to the completeness of the entire line of GTD threading tools.

A further suggestion: We will aid you in cultivating the above type of business if you will send us a few names of contractors engaged in building work near you. Send us the names and we will write them fully as to their need for GTD tools—thus building trade for you.

GREENFIELD TAP AND DIE CORPORATION
OF CANADA, LIMITED GALT, ONTARIO

Successors to Wells Bros. Co. of Canada, Ltd., Galt, Ont.
London Office: 139 Queen Victoria Street, E. C. 4
Havana Office: 301 Abreu Edificio

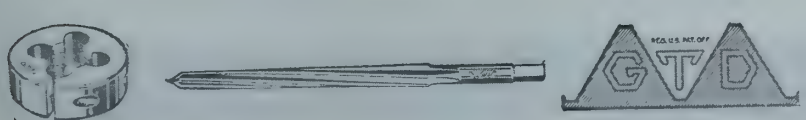
GTD Screw Plates, Taps, Dies, Reamers, Gages, Pipe Wrenches

GTD
Corporation of Canada, Ltd., Galt, Ontario.
Here is that list to whom we should like to mail descriptive matter about the GTD items you mention. Send it along and it will be used and used right.

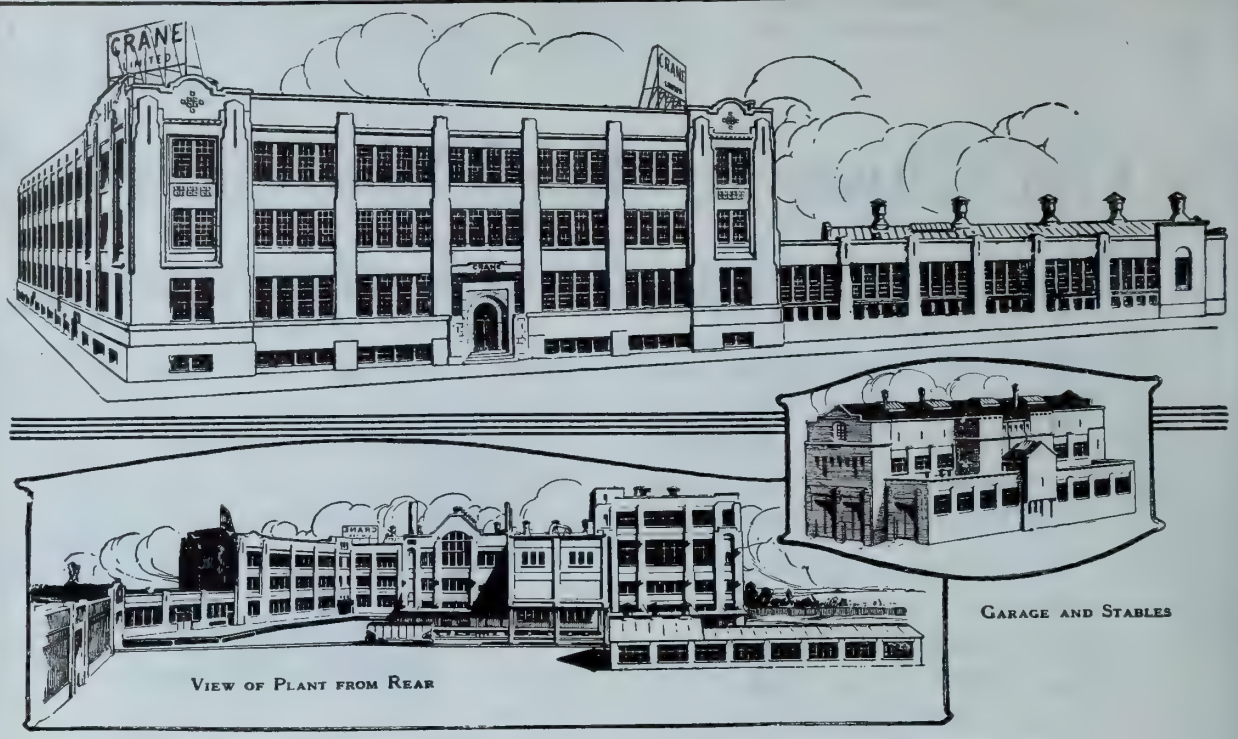
Name Position

Firm

Address H.&M. 108



If interested tear out this page and place with letters to be answered.



View of Plant from Rear

Garage and Stables

CRANE
LIMITED

Manufacturers of Valves, Fittings and Piping Equipment and Distributors of Pipe, Plumbing and Heating Supplies.

The establishment of Works at Montreal and Branches (carrying complete stocks) in other principal Cities of Canada enables us to give "CRANE" service and quality throughout the Dominion.

CRANE Quality — Any Purpose or Pressure

Cast Iron Fittings, Screwed and Flanged.
Malleable Iron Fittings.
Cast Steel Flanged Fittings.
Forged Steel Screwed Fittings and Flanges.
Unions and Flange Unions. All iron, all brass, brass to iron.
Brass Fittings, Screwed and Flanged.
Drainage Fittings.
Valves (brass, iron and steel.)
Power Plant Equipment : Pipe Bends, Flanged and Screwed Pipe.
Steam Specialties.

CRANE Quality

Plumbing and Heating Materials. The last word in equipment for the Home, Factory, Office, or any other type of building.

Branches and Warehouses
Halifax, Ottawa, Toronto, Winnipeg, Regina, Calgary, Vancouver.

Sales Offices:
Quebec, Sherbrooke, Hamilton, Victoria.

CRANE
LIMITED
HEAD OFFICE & WORKS
1280 ST PATRICK STREET
MONTREAL

CRANE BENNETT Limited
Head Office and Warehouse:
London, England.

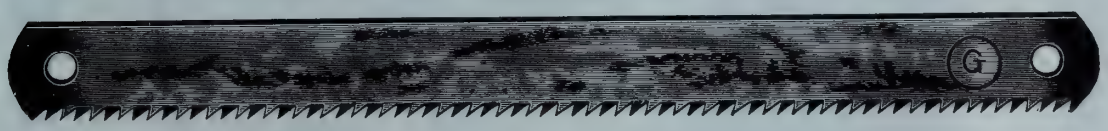
Sales Offices :
Manchester, Birmingham.

If interested tear out this page and place with letters to be answered.

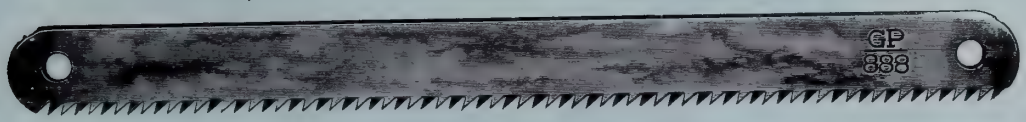
GOODELL-PRATT
1500 GOOD TOOLS

Hack Saw Blades

Famous for Temper and Cut



Ⓖ Our Best Blade. 7 Sizes, 3 Pitches



GP/888 A General Purpose Blade. 6 Sizes, 4 Pitches



GP/777 A Flexible Blade. 5 Sizes, 3 Pitches



Heavy Power Saw Blades. 7 Sizes, 3 Pitches

Goodell-Pratt Hack Saw Blades are noted for their standard of excellence, fast cutting qualities and endurance; they have an excellent reputation to maintain and the number of cuts per blade they are capable of producing makes the users of Goodell-Pratt Hack Saw Blades come back for more.

A Blade for Every Purpose

Goodell-Pratt Hack Saw Blades are made in an unusually wide range of sizes and kinds for every hacksawing need, and careful, exhaustive tests are continually being made to keep and improve their quality.

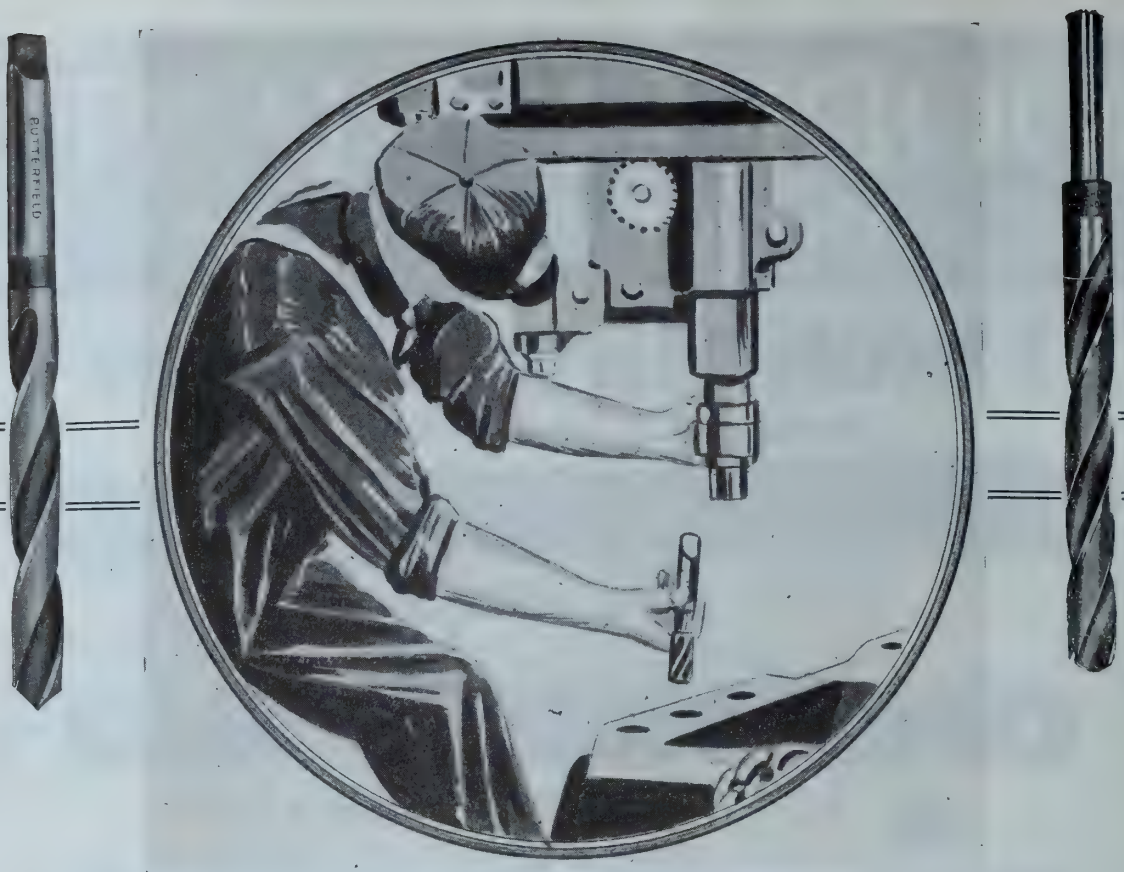
A reasonable stock of the most popular sizes would be to your advantage.

Hack Saw Frame
No. 247



With Pistol Grip. Affords a comfortable and natural hold. Adjustable from 8 to 12 inches.

GOODELL-PRATT COMPANY *Toolsmiths* Greenfield, Mass., U.S.A.



—sure he's using the right tool—it's a

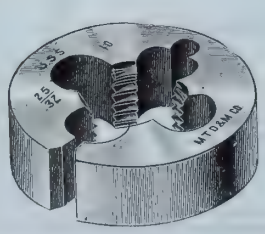
BUTTERFIELD

Machinists cannot afford to use the wrong tool. The wrong tool does a bad job and the casting has to be "scrapped" at heavy loss.

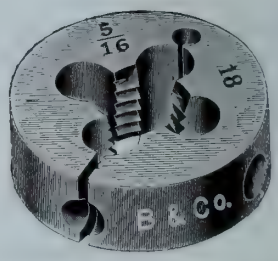
Hardwaremen, both wholesale and retail, also need the right tools to build up their tool departments into highly profitable investments. Butterfield Tools are the right tools to build hardware business; for about half a century they have been proving it throughout the Canadian hardware trade. If you have never stocked Butterfield Tools it will pay you to investigate and learn how well they sell and how much you profit.

Butterfield & Co., Division
Union Twist Drill Co.

Rock Island **Quebec**



Foreign Representatives: Great Britain, Geo. H. Alexander, 83-84 Coleshill St., Birmingham, Eng.; France, Italy, Belgium and Switzerland, Fenwick Freres, 8 Rue de Rocroy, Paris; Sweden, Norway and Denmark, Ab. Sigfr. Anderson & Co., Malmo; Spain, Casamitjana Hermanos, Barcelona; Japan, Abe-Kobei & Co., Yokohama; Greece, Stephen C. Stephanson, 11 Lycourgan St., Athens; Netherlands, Wynmalen & Hausman, Rotterdam; Australia, H. R. Richardson, 82 Pitt St., Vickery's Chambers, Sydney; South America, Charles Dreyfus, B. Mitre, 785, Buenos Aires, R.A.; South Africa, H. Parker Wood, Cape Town, Durban and Johannesburg.



If interested tear out this page and place with letters to be answered

Millers Falls Tools

Carpenters Will Need These Bit Braces For Spring Building Work



Millers Falls Ratchet Brace Nos. 30 to 34

DURING nearly two generations this brace has been the standard and still has the largest sale of any brace on the market today. The Barber chucks, with forged alligator jaws will fill all requirements where bit stock shanks only are used.

This brace is beautifully finished and a credit to your stock.

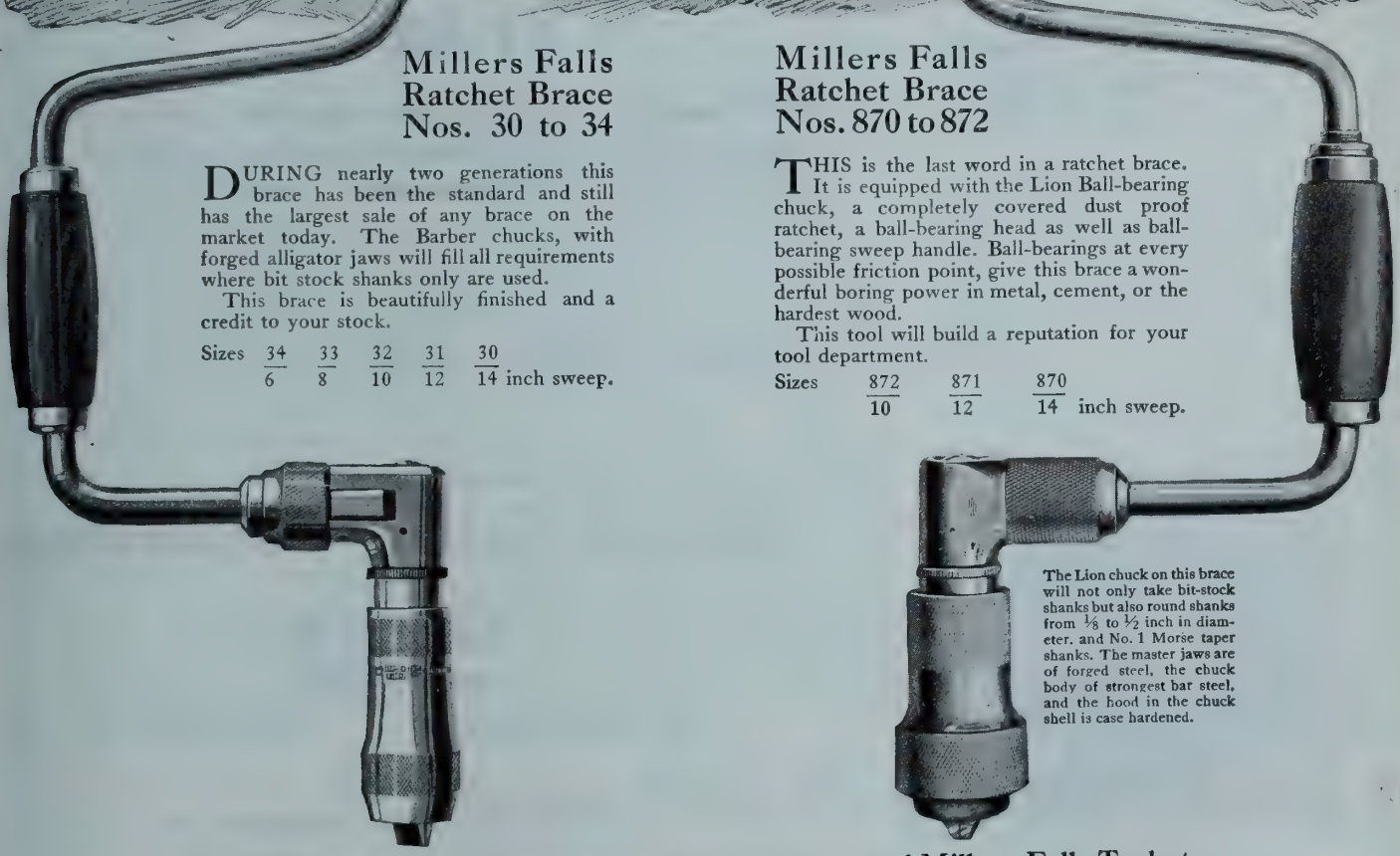
Sizes 34 33 32 31 30
6 8 10 12 14 inch sweep.

Millers Falls Ratchet Brace Nos. 870 to 872

THIS is the last word in a ratchet brace. It is equipped with the Lion Ball-bearing chuck, a completely covered dust proof ratchet, a ball-bearing head as well as ball-bearing sweep handle. Ball-bearings at every possible friction point, give this brace a wonderful boring power in metal, cement, or the hardest wood.

This tool will build a reputation for your tool department.

Sizes 872 871 870
10 12 14 inch sweep.



The Lion chuck on this brace will not only take bit-stock shanks but also round shanks from ⅛ to ½ inch in diameter. and No. 1 Morse taper shanks. The master jaws are of forged steel, the chuck body of strongest bar steel, and the hood in the chuck shell is case hardened.

YOUR stock should contain a complete assortment of Millers Falls Tools to insure your getting your share of the demand that will come with spring and summer building. Ask us for suggestions on what you should carry.

MILLERS FALLS COMPANY

MILLERS FALLS, MASSACHUSETTS (FOUNDED IN 1868)

Manufacturers of "Millers Falls" and "Universal" Hack Saw Blades

Canadian Sales Agents - ADCOCK & BREWER, Ltd. - 222 St. James Street, Montreal, Que.

If interested tear out this page and place with letters to be answered.

Announcing the

SENCA

A Safety Razor

that is made by experts in producing shaving edges.



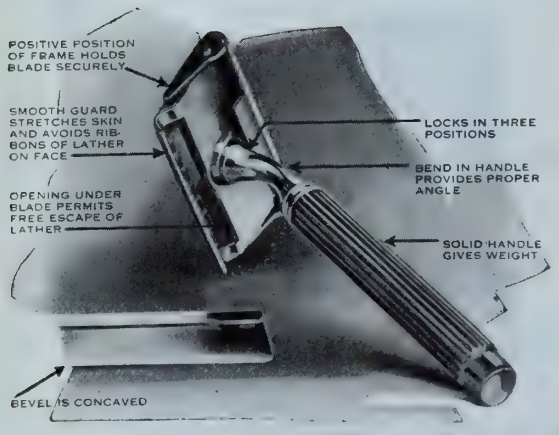
There is a profit on the razor as well as on the blades.

To Retail at

$1.50

Will be sold through the regular Jobbing and Retail Trade in keeping with recognized merchandising practices.

WRITE FOR FULL DESCRIPTION AND PRICES



Manufactured by the

Geneva Cutlery Corporation

MAKERS OF

Genco RAZORS

159 Gates Ave. - Geneva, N.Y.

WINNIPEG

C. C. CRAIG CO., 332 Bannatyne Ave.

SENCA Razors and Blades --- *"Made by Shaving Edge Specialists"*

If interested tear out this page and place with letters to be **answered.**

Introducing the Triumph Churn



WE wish to introduce to the trade our latest production—the Triumph Churn, for which we prophesy a wide popularity and long, successful career. It is a new departure in churns, and hits a remarkably low price level.

We worked for months on its production. In planning, building and perfecting it we secured the expert advice and assistance of the leading butter-makers of Canada. It is now ready for extensive marketing, and can be sold with every confidence.

Its capacity is approximately five gallons of cream. It is built of xxxx Tin of the same quality and finish as the stock used in our xxxx Straight Dairy Pails. The body is 12¼″ diameter and stands 13″ high.

The bottoms are of the same quality tin as the body, and are drawn with a rim 1″ deep. They are double seamed to the body, the same as the bottoms of our xxxx Dairy Pails. All seams are filled flush with solder.

The side handles are made tubular like milk-can handles, and the covers are rimmed and dome shaped. They have a ventilation hole and stationary handle.

The Triumph Churn is provided with a faucet for drawing off buttermilk and for ease in washing the butter. The dasher is built of two half-circle sections of selected seasoned hardwood, each part being perforated with the correct number of holes for doing the best work.

These two sections interlock at right angles in such a manner as to churn the cream back and forth from top to bottom and side to side in a fashion which is particularly effective for producing fine butter. These dashers are turned by a small crank handle.

The only parts which require washing are the body, cover and dashers, and they are easily separated. It can be cleaned much more quickly and easily than any other churn.

It is a decidedly effective churn, particularly for the farmer with only a few milking cows, and it sells to the consumer at a price to not only appeal to him but to net the retailer a satisfactory profit.

Get full information from your jobber, or write us direct.

Shipments Made Promptly

SMP "QUALITY"

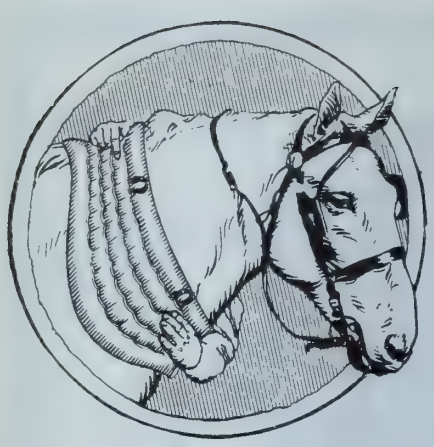
The **Sheet Metal Products Co.**, of Canada Limited

Montreal TORONTO Winnipeg

Vancouver

SMP "QUALITY"

If interested tear out this page and place with letters to be answered.

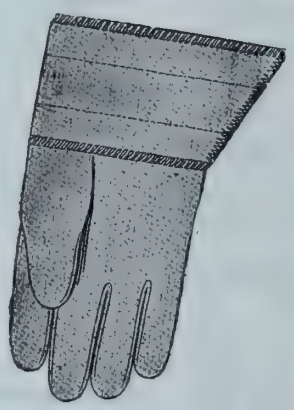




It Pays to Sell Horse Insurance

The loss of the services of one horse, for one day, may cost your customer more than to outfit every horse in his stable with Tapatco Brand Horse Collar Pads. When you sell a man this serviceable, efficient Collar Pad and make chaffed, galled or bruised shoulders an unknown quantity among his teams, he bears good-will toward you and your store, and feels confidence in other goods sold there.

The snug-fitting comfort of Tapatco Pads is due to their cushion of soft, pliable padding. This cushion protects the horse's shoulders from every form of collar pressure. The famous Tapatco stapling device (Patented in U.S., Dec. 1, 1914; Patented in Canada, April 6, 1915), for attaching hooks, gives a firm hold that outlasts even the splendid wearing qualities of the fabric itself.





VAN DER LINDE RUBBER COMPANY
LIMITED
142 WESTON ROAD
TORONTO - CANADA

November
Four
1919.

The American Pad & Textile Company,

CHATHAM, Ont.

Subject - TAPATCO Gloves & Gauntlets

Dear Sirs:-

You may be interested to know that the service that we have had from the subject articles, has been unequalled by any other glove or gauntlet of Canadian or American make. We have tried all types from the cheapest to the most expensive in first-cost. TAPATCO gloves and gauntlets prove by far the cheapest.

Yours very truly,

VAN DER LINDE RUBBER CO. Limited

Van der Linde
Factory Manager.

VvdL/MSP

Tapatco Gloves are made of selected cantons, Gauntlet, Knit Wrist and Band Top. They are supplied in Heavy, Medium or Light Weight; also, in Leather Tip, Leather-Faced, Jersey—Gloves and Mitts in Tan, Slate or Oxford.

MADE BY

The American Pad & Textile Company

Chatham, Ontario

If interested tear out this page and place with letters to be answered.

STEWART

No. 9 Ball Bearing Shearing Machine

Made in Canada
For Canadian Trade



Retail Price:
Eastern Canada
$22.00.
Western Canada
$23.00.

Gets All the Wool For Your Customers

The wool left unclipped by hand blade shearing is a dead loss. It equals the entire fleece from one sheep in seven. Farmers want machines that save them money. That's the record of the Stewart No. 9 Shearing Machine: Gets all the wool in one unbroken blanket; no ridges or second cuts; fibre is longer and better, bringing highest prices. Even on small flocks the machine quickly pays for itself.

Hand blade shearing causes swollen wrists and hands and aching backs. Machine shearing is easy, fast, and the work is pleasant.

All these selling points will help you convince customers and close sales.



Another excellent source of sales and profits is the Stewart No. 1 Clipping Machine for horses, cows and mules. Clipped horses are better horses. They dry quickly, rest better, do more work. The loss of the services of one horse, for one day, may cost more than a Stewart Clipping Machine. Clipping is good horse insurance.

Good displays and the judicious use of these convincing selling points will make many profitable sales for you. Your jobber has Stewart Machines—order now.

Flexible Shaft Company
Limited

349 Carlaw Ave. Toronto, Canada

If interested tear out this page and place with letters to be answered.

CANADA
FOUNDRIES & FORGINGS
LIMITED

Quick Ship Number One

Anti-Freezing Well Pump
Full Galvanized 3 Foot Set Length



A Real Pump at a Remarkable Price

The Next Train Carries Your Order

James Smart Plant
Brockville, Canada

If interested tear out this page and place with letters to be answered.

Have a Hart!

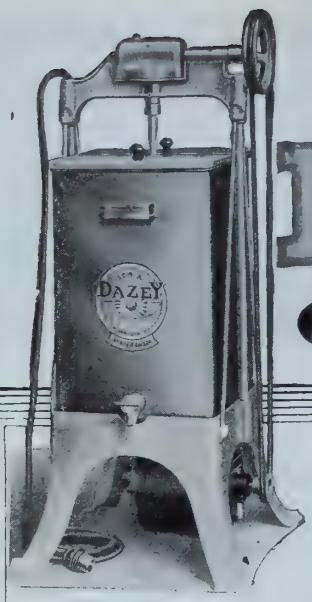


Ask Your Supply House or Write Us Direct

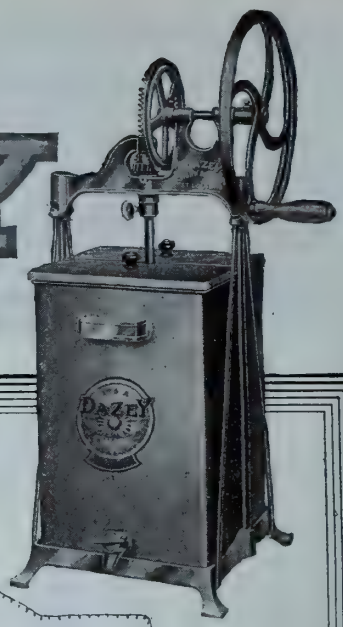
Canadian Hart Products Limited
Hamilton, Canada



If interested tear out this page and place with letters to be answered.



DAZEY CHURNS



—*Universal Preference* shown for the Dazey System of making better butter has resulted in an ever-increasing demand for Dazey Churns.

DISTRIBUTORS:

J. H. Ashdown Hdwe. Co., Ltd., Calgary.
J. H. Ashdown Hdwe. Co., Ltd., Saskatoon.
J. H. Ashdown Hdwe. Co., Ltd., Winnipeg.
Frothingham & Workman, Ltd., Montreal.
D. H. Howden & Co., Ltd., London.
H. S. Howland, Sons & Co., Ltd., Toronto.
Kennedy Hdwe. Co., Ltd., Toronto.
Lynch, Parker & Plews, Regina.
Lewis Bros., Ltd., Montreal.
Marshall-Wells Alberta Co., Ltd., Edmonton
Marshall-Wells Co., Ltd., Winnipeg.
Merchants Hdwe. Specialties, Ltd., Calgary.
Merrick, Anderson Co., Ltd., Winnipeg.
Miller-Morse Hdwe. Co., Ltd., Winnipeg.
McLennan, McFeely & Co., Ltd., Vancouver.
A. Prud'Homme & Fils, Ltd., Montreal.
Revillon Wholesale, Ltd., Edmonton.
Wood, Alexander & James, Hamilton.
Wood, Vallance & Adams, Ltd., Calgary.
Wood, Vallance Hdwe. Co., Ltd., Nelson.
Wood, Vallance & Leggat, Ltd., Vancouver.
Wood, Vallance, Ltd., Winnipeg.

DAZEY CHURN & MFG. CO., ST. LOUIS, MO.



If interested tear out this page and place with letters to be answered.

Product-
Publicity-
Prestige-



FROST FENCE dealers have not only the advantage of a superior product in making sales, but they have also an up-to-date, enterprising manufacturing organization at their back.

Are you reaping the full benefit from the Frost Fence "name" and Frost Fence advertising? Are you prepared to supply the demand created by this prestige of name and publicity?

Carry a stock of Frost Fence. Your customers know its superior qualities. They have read of its strong points and are ready to be convinced and to buy when you show the product. Increase your "satisfied customer" business by handling this sturdy, neat and truly economical fence.

Every owner is a Frost Fence Booster

Frost Steel and Wire Co., Limited

Hamilton, Ont.

If interested tear out this page and place with letters to be answered.

What Would You Think of a Manufacturer—

—who wrote to you with a lead pencil—"We are saving much money because we do not use typewriters and telephones"? You might well wonder whether his merchandise was as much out of date as his business methods.

You know that modern time and labor saving appliances are not added expenses, but that they have superseded slower and more costly processes.

The concern which uses your business paper to tell you its business story is simply using a modern piece of selling machinery to make it easier for you to buy intelligently with the least waste of your time and theirs.

For the right kind of advertising shortens the distance between human minds just as certainly as the railroad shortens the distance between places. It is still possible to walk from New York to Chicago, and it is still possible for a business to get along without advertising, BUT—

—bear in mind that the seller who does not advertise does NOT save the cost of advertising, for it costs more to do the work of advertising by other means. Consistent advertisers are progressive merchandisers, and it pays to do business with them.

You are invited to consult us freely about Business Papers or Business Paper Advertising.

THE ASSOCIATED BUSINESS PAPERS INC.

The International Association of Trade and Technical Papers

Headquarters, 220 West 42nd Street, New York

LIST OF MEMBERS

Each has subscribed to and is maintaining the highest standards of practice in its editorial and advertising service.

Advertising and Selling
American Architect
American Blacksmith
American Exporter
American Funeral Director
American Hatter
American Machinist
American Paint Journal
American Paint and Oil Dealer
American Printer
American School Board Journal
Architectural Record
Automobile Dealer and Repairer
Automobile Journal
Automotive Industries
Bakers Weekly
Boiler Maker
Boot and Shoe Recorder
Brick and Clay Record
Buildings and Building Management
Building Supply News
Bulletin of Pharmacy
Canadian Grocer
Canadian Machinery and Mfg. News
Canadian Railway & Marine World
Candy and Ice Cream
Chemical & Metallurgical Engineering
Clothier and Furnisher
Coal Age
Coal Trade Journal
Concrete
Cotton
Daily Metal Trade
Distribution and Warehousing
Domestic Engineering
Dry Goods Economist
Drygoodsman
Dry Goods Reporter
Electric Railway Journal
Electrical Merchandising
Electrical Record
Electrical World
Embalmers' Monthly
Engineering and Contracting
Engineering and Mining Journal
Engineering News-Record
Factory
Farm Implement News
Farm Machinery—Farm Power
Fire and Water Engineering
Foundry (The)
Furniture Journal
Furniture Manufacturer and Artisan
Furniture Merchants' Trade Journal
Gas Age
Gas Record
Grand Rapids Furniture Record
Haberdasher
Hardware Age
Hardware and Metal
Heating and Ventilating Magazine
Hide and Leather
Hospital Management
Hotel Monthly
Hotel Review
Illustrated Milliner
Implement and Tractor Age
Implement & Tractor Trade Journal
Industrial Arts Magazine
Inland Printer
Iron Age
Iron Trade Review
Lumber
Lumber Trade Journal
Lumber World Review
Manufacturers' Record
Manufacturing Jeweler
Marine Engineering
Marine Review
Millinery Trade Review
Mill Supplies
Mining and Scientific Press
Modern Hospital
Motor Age
Motorcycle and Bicycle Illustrated
Motor Truck
Motor World
National Builder
National Petroleum News
Nautical Gazette
Northwest Commercial Bulletin
Northwestern Druggist
Nugent's, The Garment Weekly.
Oil News
Oil Trade Journal
Plumber and Steam Fitter
Power
Power Boating
Power Farming Dealer
Power Plant Engineering
Price Current—Grain Reporter
Printers' Ink.
Railway Age
Railway Electrical Engineer
Railway Maintenance Engineer
Railway Mechanical Engineer
Railway Signal Engineer
Retail Lumberman
Rubber Age
Shoe Findings
Shoe and Leather Reporter
Shoe Retailer
Southern Engineer
Southern Hardware & Implement Journal
Sporting Goods Dealer
Starchroom Laundry Journal
Tea and Coffee Trade Journal
Textile World
Welding Engineer
Woodworker

If interested tear out this page and place with letters to be answered.

"DURO" ALUMINUM WARE

99% PURE



OVAL ROASTER

No.	Length	Width	Height
170	18¼ in.	11¼ in.	8¼ in.

Self-basting, heavy, seamless roaster. Air chamber in bottom of base prevents burning. Riveted handles. Cover fits pan snugly, retaining all the juices and prevents shrinkage of the meat. Easy to clean. Holds large-sized turkey. Indented cover for automatic basting. Polished finish.



DOUBLE BOILER

Made in 3 sizes, 1½, 2 and 3 quart. Both container and inset have heavy rolled edge. Inset can be used as a regular Sauce Pan on account of improved pattern and the container as a convex Sauce Pan. Cover made exceptionally heavy and fits either pan. Polished finish. Ex-Ray inside finish.



No. 315 "Duchess" Tea Pot—four-pint. Spout is welded to pot. Attractive ebonized handle.



Double-lipped Sauce Pan with socket handle and ebonized wood. A most popular line. Made in three sizes: 1, 2 and 3-quart.

The many exclusive features of "Duro" Aluminum Ware make quick Sales

"Duro" is setting the pace in the quality race

Leading jobbers Handle "Duro"

Made in Canada by

W. D. Shambrook & Co., Hamilton, Canada

Representatives:

A. T. Chambers, Vancouver; L. T. Walls Sales Ltd., Winnipeg; J. E. Frid, Toronto; J. R. Anderson, 36 St. Dizier St., Montreal; Armstrong & Paterson, St. John, N.B.

If interested tear out this page and place with letters to be answered.

MOTHER LAND TRADE SECTION

UBEL

STEAM AND WATER FITTINGS

"UBEL" stands for neatness of appearance; massive, tested strength; and that unerring accuracy which comes from "UBEL" specialized production.

If you are interested in Brass Valves, Boiler Mountings and Steam Goods, write for Catalogue Section "A"; Extruded Metals and Special Alloys, "B"; Rock Drill Pneumatic Fittings, "D"; Expansion Joints and Bends, "E"; Fire Fittings, "F"; Special Ships' Fittings, "G"; Heating Fittings, "H"; Injectors and Ejectors, "J"; Iron Stop and Sluice Valves, "K"; Lubricators and Lubricating Devices, "L"; Cast Iron Plug and Gland Cocks, "N"; Engine Governors, "O"; Semi-Rotary and General Hand Pumps, "P"; Spraying and Limewashing Machinery and Garden Fittings, "S"; Steam Traps, "T"; Plumbers' Water Fittings, "W."

United Brassfounders and Engineers Limited

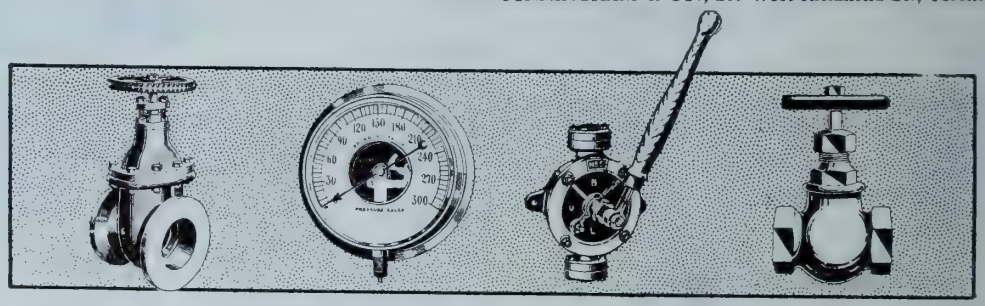
FIVE WORKS — UBEL — 3,000 WORKERS

HEAD OFFICE EMPRESS FOUNDRY

CORNBROOK MANCHESTER ENGLAND

UBEL Representative:

W. H. CUNNINGHAM & CO., 269 West Richmond St., Toronto



TRADE MARK. ANCHOR. REGD Nos 26648 47412.

J. ROW, No. 190

VISIT OUR STAND AT BUILDING EXHIBITION
OLYMPIA, LONDON, ENGLAND. Also at MANCHESTER

JAMES AUSTIN & SONS, LTD.

LONDON

Tel. 1097-8 Clerkenwell. Telegrams, Austoben, Hox, London, Codes ABC, 5th & Bentleys

TRADE MARK. ANCHOR. REGD Nos 26648 47412.

AGENTS not yet appointed.
Orders and enquiries only entertained through recognised Indent Houses.

Patent Plaited Cords
Our Speciality Anchor Brand



PLAITED SASH LINES

HALYARD AND LOG LINES

VENETIAN AND VERANDAH CORDS

GLACIE

Blind and Picture Lines.

ENDLESS CORDS for FANLIGHT OPENERS ETC., ETC.

Insist on (AUSTIN'S) makes where Strength and Durability are required

MOTHER LAND TRADE SECTION

Manufacturers:

The Sheffield Twist Drill & Steel Co.
LIMITED

Works: Summerfield St., Sheffield

Telephones:	*LONDON OFFICE:*	Telegraphic Address:
London City 2660.	Suffolk House,	"Proells, Sheffield"
Sheffield - 712. 710.	5, Lawrence Pountney Hill, London, E.C. 4	"Proells, London" "Proells, Paris"

Code ABC 5th Edition

HIGH TWIST  **SPEED DRILLS**

High-class Drills with **IRRESISTIBLE PIERCING FUNCTIONS** that stand the **WEAR** and **TEAR**—in other words, the **DRILLS** that are **EFFICIENT** and **ECONOMICAL**—are the **DRILLS** with the **"DORMER"** Brand.

We are manufacturing **SPECIALISTS**—Carry large **STOCKS**—Give **PROMPT** deliveries, and rely upon our products for **REPEATS.**

Canadian Agents:

Forrest, Jackson & Forrest
230 Craig Street West
MONTREAL : : CANADA

Butler's **FAMOUS SHEFFIELD CUTLERY**



JAMES BUTLER, Head of the Butler Firm 100 years ago.

Regd A.D 1681 | "BUTLER" 1768 | ART 1861

GEO. BUTLER & CO., LTD., Sheffield, England
London Showroom, 62 Holborn Viaduct, E.C. 1.
Address correspondence to TRINITY WORKS, SHEFFIELD

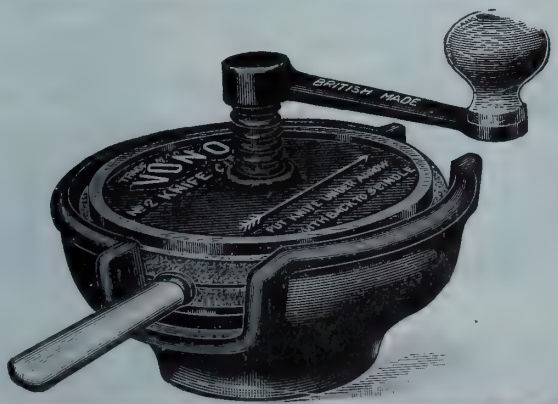
VONO

TRADE **VONO** MARK

(PATENT)

Specially Suitable for Colonial Trade

Low prices.
Good profits.
Quick seller.
Delivery from stock.



Sales assisted with high-class literature free.

Order a sample case to-day.

THE VONO Co
DUDLEY PORT STAFFS.
& 6 & 7, HOLYWELL ROW, WORSHIP ST. LONDON E.C.2

MOTHER LAND TRADE SECTION

CORPORATED MARK

"THE GUARANTEE OF QUALITY"

FINE HOLLOW-GROUND

"BEEHIVE" BRAND

RAZORS



Illustration No. 1030
Round or Square
Points

"BEEHIVE" Pocket Knives, Scissors, Stainless Table Cutlery, and Cased Goods are the same high quality.

MARPLES & CO.

Beehive Works SHEFFIELD

Canadian Agent : Campbell Agencies, Richmond Bldg., Toronto

CABLE: "BEEHIVE, SHEFFIELD"

THOS. ELLIN & CO., Ltd.

SYLVESTER WORKS SHEFFIELD, ENG.

EST'D 1784

"VULCAN" RAZORS

of the finest quality



No. 7011—Round, square or hone points

POCKET and TABLE KNIVES

"VULCAN STAINPROOF" TABLE CUTLERY

Representative for Canada

G. L. Cohoon, 11 St. Sacrament St., MONTREAL

CORPORATE MARK

FENTON BROTHERS, Ltd., Silversmiths, SHEFFIELD, ENGLAND

Solid Silver—Nickel Alloy

FENTON BROTHERS LTD SHEFFIELD CUTLERS ESTD 1850

Every description of Silver and Electro-plate for table use and presentation.

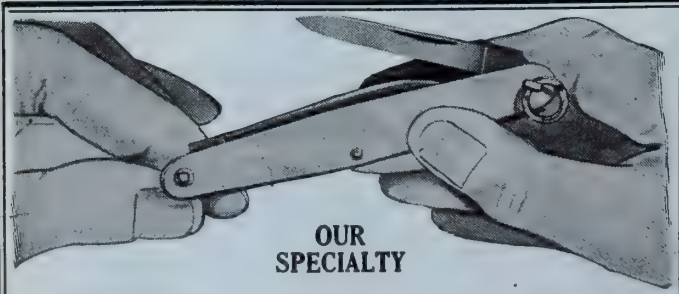


Cutlery and Cabinets.
Stainless Steel Productions.
Ship, Hotel and Restaurant Outfits.





Fentia NICKEL is a stainless silver-nickel alloy which neither rusts nor corrodes at the highest temperatures. Impervious to acids, alkalis and all conditions of climate. It is ideal for table hollow-ware and flatware, cooking utensils, chemical and laboratory apparatus, golf club heads, etc. It bears a greater intrinsic value than the best quality silver plate, a greater utility value than sterling silver and retains the same high polish.



OUR SPECIALTY

This knife is made of best Sheffield Steel and the haft of A1 Nickel Silver. A turn of the ring opens the blades instantly. IT IS A QUICK SELLER EVERYWHERE. ORDER TO-DAY.

T. E. ROWBOTHAM & SON

Globe Works, Penistone Rd.
SHEFFIELD

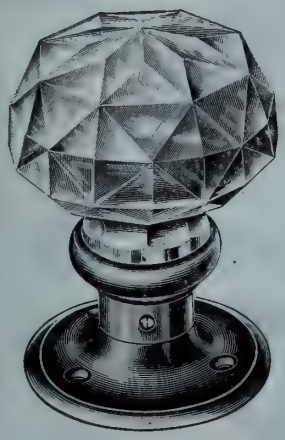
GLAZIERS' DIAMONDS

A. RAMSAY, SON & CO. Head Office: Inspector Street, Montreal
Branches: Toronto and Vancouver



MOTHER LAND TRADE SECTION

English Cut Glass DOOR KNOBS



As Illustration No. 5365

Flat Top—No. 5366

Pressed—No. 5364

All Canadian Mountings and Spindles

FREDERICK GILES & SONS
BRASSFOUNDERS
BIRMINGHAM ENGLAND

Canadian Representative
Box 431 **S. Davies** Weston Ont.

UNION TRANSIT CO.

FREIGHT CONTRACTORS
STEAMSHIP AGENTS
INSURANCE BROKERS
WAREHOUSE KEEPERS AND
DISTRIBUTING AGENTS

ALLOW US TO CO-OPERATE WITH YOU IN YOUR EFFORTS TO DEVELOP TRADE WITHIN THE EMPIRE.

We are TRANSPORT SPECIALISTS and our combination of facilities enables us to undertake the handling of all classes of Transport Business on the BEST POSSIBLE TERMS CONSISTENT WITH EFFICIENT SERVICE.

CHIEF OFFICE:
381 ARGYLE ST., GLASGOW.

Cables and Telegrams: TRANSIT, GLASGOW.
Codes: { Western Union, Scott's (10th Edition)
{ Marconi, A.B.C. (4th & 5th Editions)

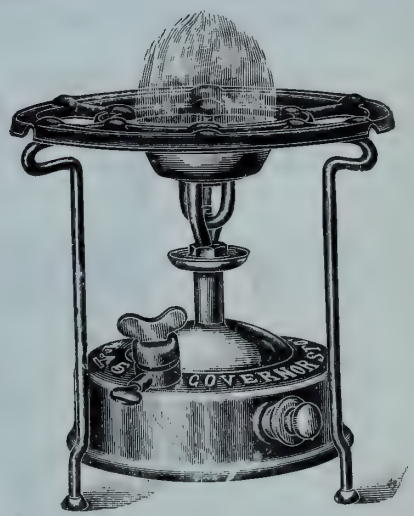
"GOVERNOR"
BLOW LAMPS AND STOVES



The OLDEST BRITISH BRAND of Continental Patterns, and THE ONE ADOPTED BY THE WAR OFFICE FOR OTHERS TO COPY when War requirements exceeded our output.

This is one of them, viz., our Plumbers' type as used by the Government departments, and interchangeable with the original Swedish—made in 3 sizes, also upright, inclined or horizontal burner.

THE MOST COMPLETE VARIETY of Patterns and Sizes for Plumbers, Painters, Shipyards, Engine-starting.



We are now supplying the **"GOVERNOR" STOVE,** Silent or Roarer Burner, every part interchangeable with the original Swedish.

(7)

Prices obtainable through Jobbers or our Representatives:
Wm. Drysdale—307 Coristine, Montreal. N. Jessiman—505 Hastings Buildings, West Vancouver

JOHN SHAW & SONS (Wolverhampton) LTD., WOLVERHAMPTON

MOTHER LAND TRADE SECTION

CHIEFTAIN BRAND

BRITISH MANUFACTURE

SUPPLIED THROUGH WHOLESALE HOUSES ONLY

ALUMINIUM TEAPOTS

Cast Spout fixed without solder.
Ebonized Wood Handle and Knob.
Made from Stout Material.
Superior Finish. Prompt Delivery.

Made in Three Sizes (as under)			
Description . .	6 cup,	8 cup,	10 cup,
Nominal Capacity	2½ pt.	3 pt.	4 pt.
Actual "	2 "	2½ "	3 "

Quotation and Samples per return mail.



THE POT WHICH HAS STOOD THE TEST.

Manufactured by

NAPPER & DAVENPORT

7-11 ST. GEORGES PLACE, BIRMINGHAM.

Contractors to H. M. Government.

Phone: CENTRAL 3489

Telegrams: "NAPPADA BIRMINGHAM"

(3)



P&W 679410



P&W 679408

Stampers and Piercers of every description of Electroplate wares for Manufacturers and Silversmiths.

Specialties—Tea Sets, Waiters, Comports, Cake Stands and Baskets, Rose Bowls, Cruets, Egg Frames with Cups, Entree Dishes, Fruit Baskets, Pierced Sweet Stands, Sardines, Fern Pots, also a good collection of Vases in various sizes.

Enquiries Invited.

W. J. Anthony & Sons, Ltd.

St. George's Works

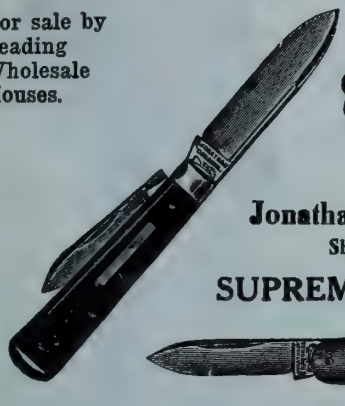
7 Unett Street, Birmingham, England

Telegraphic Address: "Goblets, Birmingham"

Telephone: Central 5486

MOTHER LAND TRADE SECTION

For sale by Leading Wholesale Houses.



Corporate Mark



Granted 1780.

Jonathan Crookes & Son
Sheffield, England
SUPREME CUTLERY





OAKEY'S "WELLINGTON" KNIFE POLISH

The original and only reliable preparation for Cleaning and Polishing Cutlery, etc.

John Oakey & Sons, Ltd.
Manufacturers of
Emery, Black Lead, Emery Glass and Flint Cloths and Papers, etc.
Wellington Mills, London, S.E.1, Eng.
Agents:
F. Manley, 147 Bannatyne Ave. East, Winnipeg
Sankey and Mason, 839 Beatty Street Vancouver

Always Bright—No Plate to Wear Off
The Lightest Scissors Made
For Hot Climates and Home Use

FIRTH-STAINLESS STEEL

SCISSORS

ARE

THE THING

Cutting Out, Draper, Button Hole, Embroidery.

Any Pattern or Style up to 5 inches.

SEND YOUR INQUIRIES.

May be obtained from your Cutlery Manufacturer, or from

R. S. MITCHELL, Langsett Road, Sheffield

WHEN EVERY

PUBLISHER has a complete and efficient system of records and knows positively the facts regarding the circulation of his paper—

And when every publisher is willing to give these facts to advertisers without dissimulation—

It will be because every publisher is a member of the Audit Bureau of Circulations.

But all publishers have not an efficient system of records and all are not guileless.

To protect themselves against unfair competition and to inform advertisers in regard to their business methods, "above board" publishers join the Audit Bureau of Circulations. Advertisers know that no unfair publication can qualify for membership.

Every straightforward paper may belong to the A.B.C.

Most of them do belong.

Hardware and Metal is one of them.

WILLIAMS' "AGRIPPA" TOOL HOLDERS



"THE HOLDERS THAT HOLD"

Included in Williams' "Agrippa" line of Tool Holders you will find a tool for every regular machining operation—and each is standard.

Our Machinists' Tools Book, a copy of which will be sent you on request, describes and illustrates our complete line for Turning, Boring, Planing, Threading, Knurling, Cutting-off and Side Work.

J. H. WILLIAMS & CO.
LIMITED

"The Drop-Forging People"

Formerly Canadian Division of
The Whitman & Barnes Mfg. Co.

30 Thorold Road **St. Catharines, Ont.**



No 7908

TWO HOUSEHOLD FAVORITES

of exceptional quality and finish, that have proven their worth. No cutlery stock is complete without these two numbers.

This Trade Mark THE CLYDE CUTLERY CO. Clyde 1850 CLYDE, OHIO. U.S.A. **Is Your Guarantee**

The CLYDE CUTLERY CO. make a very complete line of household cutlery in new and popular designs. Each pattern is distinctive and meets with the approval of the most fastidious.

CANADIAN SALES OFFICE:

ADCOCK & BREWER LIMITED
MONTREAL, QUE.



No. 2138½

If interested tear out this page and place with letters to be answered.

You're the Doctor!

Prescribe
BANNER HOSE CLAMPS AND MENDERS

As a Spring Tonic for sickly garden hose. A sure cure for the weak and disabled, and indispensable for fitting out the new.

Be sure you're ready, for without these fittings your emergency cases will seek first aid elsewhere.

HOSE MENDER



RUST PROOF

Made in two sizes—½ and ¾ in.

The only Mender on the market affording a permanent and non-leakable splice without injury to the outer surface or inner fabric of the hose. Directions for using enclosed in each carton of two dozen.

CLAMP

½ IN. 3 PLY
½ IN. 4 PLY
⅝ IN. 3 PLY



¾ IN. 2 PLY
¾ IN. 3 PLY
¾ IN. 4 PLY

All clamps, bolts and nuts are galvanized and the size and ply are stamped on each and every one.

ASK YOUR JOBBER FOR PRICES.

Manufactured by

Ontario Lantern & Lamp Co., Limited,
HAMILTON, CANADA.



Don't Carry Large Stocks

You don't need to, in the case of our five brands of files.

They sell easily and quickly, because they are known everywhere as standard tools; and you can always restock quickly from your jobber. We carry large reserves, to enable you to do this.

Easy sales, quick turnover, steady profits, no capital tied up—when you handle these brands:

KEARNEY & FOOT
GREAT WESTERN
AMERICAN
ARCADE
GLOBE

FILES AND RASPS

Made in Canada by

Nicholson File Company

PORT HOPE - ONTARIO

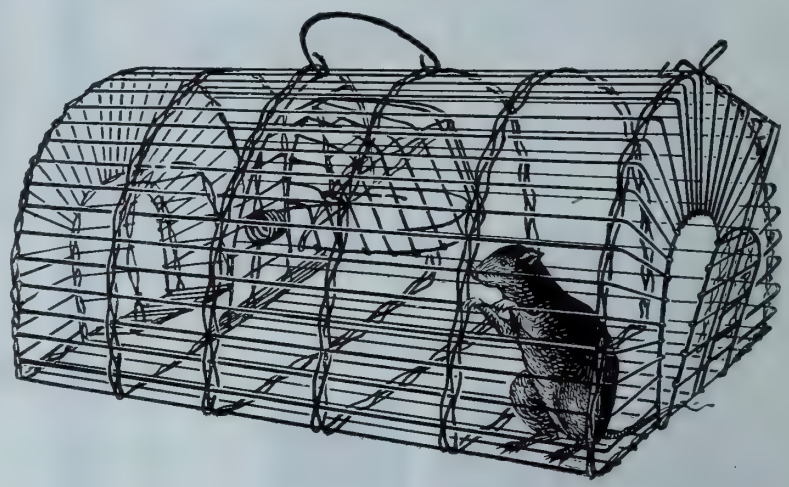
A Startling Statement!

"The offspring from a pair of rats, if unmolested, will number in five years over 6,000,000."

—U.S. Public Health Service.

Repeat this to your customers and put signs up in your store. No one wants rats around, and by stirring up your community and cleaning out the rats, you do a real service to protect public health and increase profitable sales on Macdonald's Rat Traps.

Order from your jobber.

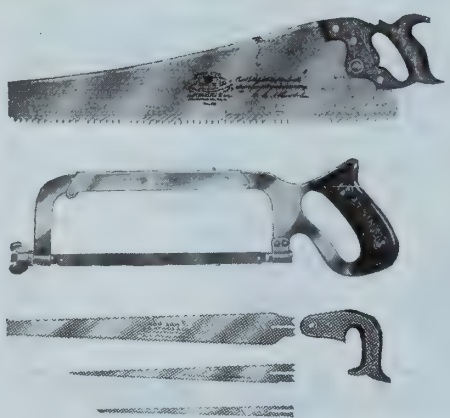


MACDONALD WIRE GOODS COMPANY

Other Specialties: WASTE BASKETS, DESK TRAYS, JOB WORK, TINNING and SHEET METAL STAMPING

DRUMMONDVILLE, QUE.

ATKINS STERLING QUALITY SAWS



By handling exclusively Atkins Sterling Quality Saws and Tools, you can increase profits in your saw and tool department.

Atkins Sterling Quality steel, Atkins expert workmanship, Atkins improved methods and Atkins exclusive features make Atkins Sterling Quality Saws and Tools

"The Finest on Earth"





Made in Canada

E. C. ATKINS & CO.

Established 1857

"The STERLING QUALITY Saw People"

Factory—Hamilton, Ont. **Branch—Vancouver, B.C.**

If interested tear out this page and place with letters to be answered.

"A SUCCESS"

"Buster Brown"

The wagon that built up the express wagon trade in Canada.



Specify "Buster Brown" when ordering from your jobber. If the jobber does not handle write us direct. Your orders and enquiries will receive careful and prompt attention.

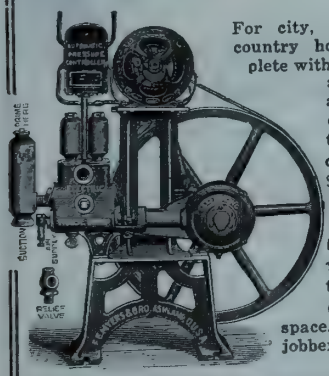
No. 2—THE STANDARD BIG SELLER

MANUFACTURED BY

The Woodstock Wagon & Mfg. Co., Ltd., Woodstock, Ont.

Special Representatives: Bissett & Webb, Winnipeg; D. Smith, Calgary; Fred. C. Myers, Vancouver; Louis Duhamel, 245 Stewart St., Ottawa.
Maritime Representative: A. W. Cope, St. Lamberts, Que.

MYERS—Electric House Pumps



For city, suburban or country homes. Complete with tank or separate. Operation by any current. Automatically controlled. Self-oiling. Capacity 180 gallons per hour. Strong, compact, easy to install, occupies small space. Ask your jobber or write us.

F. E. MYERS & BRO., ASHLAND, Ohio

NOVA SCOTIA STEEL & COAL CO., Limited

NEW GLASGOW, N.S.

Manufacturers of

FERRONA PIG IRON

and SIEMENS-MARTIN

OPEN HEARTH STEEL

LONDON BAR IRON

High Grade

Our iron bars are tough, fibrous and corrosion-resisting, just such bars as your blacksmith friends want to use. Why not carry them in stock for your customers, or if you prefer, have them direct shipped from the mill?

London Rolling Mill Co.,
Limited
LONDON, - ONTARIO

SALES AGENTS

Manitoba—Bissett & Webb, Ltd., Winnipeg. British Columbia—McPherson & Teetzel, Vancouver.

If interested tear out this page and place with letters to be answered.

It's the Little Thing that Counts

It's the sales that are small and numerous that fill the till up quick. Try some of these for speedy "till-fillers."

Premax and Premax Special Hame, Breast, Trace, Halter, Jockey, Stallion, Rein or Bit Chains. Spreaders, Cow-ties, Dog-leads, Dog-couplers, Snaps, Swivels, etc.

Key Chains, various metals, plain or plated. Split Key Rings, Advertising Tags, etc.

Individual Embossed Letters and Figures—eight sizes—seven finishes—½" to 6". Embossed or Stamped Number Plates. Figures ¾" to 2½", Aluminum or Brass, various finishes or enamelled any color. Embossed Sheet Metal Signs for General Advertising. House, Room and Pigeon Hole Numbers; Push and Pull Door Plates.

Write for Catalogue.



Niagara Metal Stamping Corporation

DIVISION M NIAGARA FALLS, N.Y.

Western Canadian Sales Agent: D. A. McDonald, 141 Bannatyne, Ave., Winnipeg, Canada

106



BUFFET PANS

These saucepans have many advantages over the regular style in that they have a greater heating surface, making them very useful for emergencies. They are furnished with cover and the famous "WELLWORTH" handle.

No. 361, capacity 1¼ quarts
No. 362, capacity 2¼ quarts

Wentworth Manufacturing Co.

HAMILTON, CANADA

VOL-PEEK

MENDS HOLES IN POTS AND PANS



Stop that Leak

Vol-Peek will do it. Mends pots, pans, tinware, graniteware, copper, aluminum, etc. A necessity in the kitchen. Costs only half a cent a mend. Guaranteed to give satisfaction. Send $3.50 for our bright-colored display stand of 24 packages. 70% profit for the dealer. Well advertised all over Canada.

At your jobber's, or

H. NAGLE & CO., Box 2024, MONTREAL

(Owning and Cperating Vol-Peek Mfg. Company)

PINK'S LUMBERING TOOLS

The Standard Tools in every province of the Dominion, New Zealand, Australia, etc.

We manufacture all kinds of lumber tools. Light and Durable.

LONG DISTANCE PHONE No. 87.

Send for Catalogue and Price List.

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

THOS. PINK COMPANY, LIMITED

Manufacturers of Lumber Tools

Pembroke Ontario



If interested tear out this page and place with letters to be answered.

Demon Grip
Welded Steel
Pump Rod Couplings



Welded and Forged

Made of Steel—Same as the rod.
Hot Forged—Perfect hex.
Welded—Makes solid job.
Strongest—Over three times as strong as a malleable.
Packing—Twenty-five in a box to go on your shelf.
Novel — The above advantages make a novelty of a very staple article. The DEMON GRIP cannot help attracting attention.

The above listed features have made the Demon Grip popular with all users of pump rod couplings. No wrench slips on the perfect hex.

Manufactured by

Edward E. Johnson, Inc.
2304 Long Avenue
St. Paul Minn.

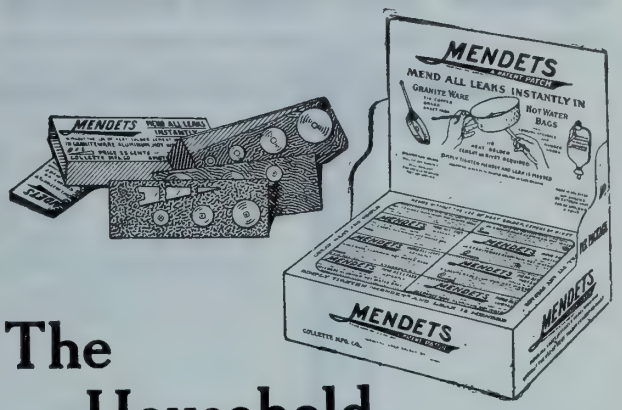
MADE IN CANADA

Blacksmiths'
Boiler Makers'
Machinists'
AND
Pipe Fitters'
Tools

Write for Catalogue

A. B. Jardine & Co.
LIMITED
HESPELER, ONT.

MENDETS
A PATENT PATCH



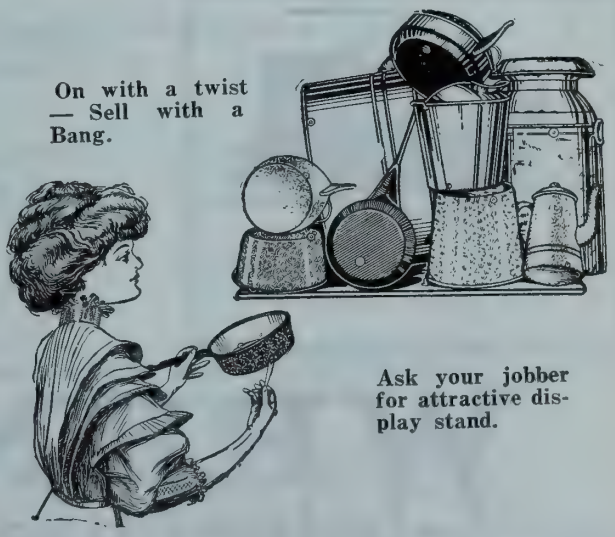
The Household Tinsmith

With Mendets every household can carry its own tinsmith for repairing broken kettles, pots and pans, hot water bags and rubber goods, instantly. Mendets have the approval of housewives from coast to coast, and the volume of sales is becoming greater every day.

You can't afford to overlook the sales possibilities of this profitable line. The profits are good and our attractive display stand will make sales for you.

Collette Mfg. Company
Collingwood, Ontario
Your Jobber has them

On with a twist — Sell with a Bang.



Ask your jobber for attractive display stand.

If interested tear out this page and place with letters to be answered.

BILLMONT



The Junior Wrench

Cut from a solid bar of steel—with a T bar handle that slides past obstructions and permits a full turn on the nut or bolt. And there's a real grip to be had on that nickeled centre piece that does not revolve with the wrench.

The nose piece or socket opening takes 24 sizes in Billmont sockets—they snap in and hold firm—thereby really making a wrench that will operate with a will on 24 different sized nut or bolt jobs.

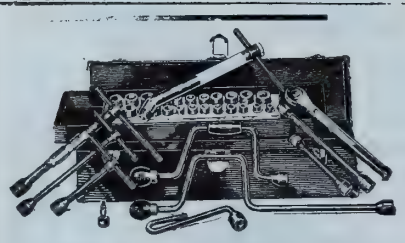
The new Billmont merchandising plan opens to at least one dealer in every locality the way to serve every garageman, repairman and car owner with super socket wrenches and sockets at a generous profit and with an ever-widening circle of trade expansion.

Billmont Master Dealers are backed up by a systematic, organized support that is simply irresistible as a business builder and which makes itself felt wherever wrenches are used.

We want good dealers—live, progressive men—who will match a line of marvellous efficiency with the "go-getter" spirit that puts real merit across.

Write for our proposition and let us show you a plan of co-operation that puts the punch into every merchandising factor from manufacturer to user.

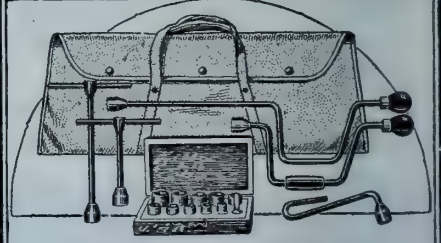
Write for Catalog



Billmont No. 500 Mechanic's Kit
is a young machine in itself—the fewest wrenches—the most jobs. Equivalent to 768 wrenches.

Edgar C. Guthard Co.
361 E. Ohio St., Chicago, Ill.

Canadian Representative:
A. J. Hopkins
392 St. James St., Montreal



Billmont No. 400 Carrying Kit
appeals to the mechanic or repairman because it is equivalent to 50 wrench and 5 screwdriver combinations.

WRENCHES
with Interchangeable Sockets

If interested tear out this page and place with letters to be answered.

The Only Weekly Hardware Paper in Canada

Member Audit Bureau of Circulations *Member Associated Business Papers*

Hardware and Metal

CANADA'S NATIONAL HARDWARE WEEKLY

Vol. XXXII. TORONTO, APRIL 16, 1921 No. 16

Restrict Sales Tax to Source of Supply 35
Woodstock Merchants to Present Case 36
Outlook for Seasonable Hardware Lines 37
Holds Saw Tooth Guessing Contest 39
Editorial Comment 40
Manufacturers, Importers Apply Tax 41
News of Western Canada 42
Income Tax Returns of Partners 43
Events in the Trade 44
Letters to the Editor—Hardware Letter Box 46
Twenty Years Ago 47
New Hardware Goods 50
Weekly Hardware Markets—Montreal, Toronto, London, Winnipeg, Pittsburg 51-57
Paint Output Depends on Knowledge 58
The Brush Department 60
Save the Surface Plans for Spring 62
Weekly Paint Markets 64-66

The MacLean Publishing Company, Limited

JOHN BAYNE MACLEAN, President. H. T. HUNTER, Vice-President.
H. V. TYRRELL, General Manager.

Publishers of Hardware and Metal, The Financial Post, MacLean's Magazine, Farmers' Magazine, Canadian Grocer, Dry Goods Review, Men's Wear Review, Printer and Publisher, Bookseller and Stationer, Canadian Machinery and Manufacturing News, Power House, Sanitary Engineer, Canadian Foundryman, Marine Engineering of Canada, Canadian Motor, Tractor and Implement Trade Journal, Druggists' Weekly.

Cable Address, Macpubco, Toronto; Atabek, London, Eng.

ESTABLISHED 1887.

HARDWARE AND METAL

GEO. D. DAVIS, Manager.

CHIEF OFFICES:

CANADA—Montreal, Southam Bldg., 128 Bleury St., Phone Plateau 946. Toronto, 143-153 University Ave., Telephone Adel. 5740; Winnipeg, 901 Confederation Life Bldg., Telephone Main 3449. Vancouver, 314 Carter-Cotton Building, 198 Hastings St. West.

GREAT BRITAIN—London, The MacLean Company of Great Britain, Limited, 88 Fleet Street, E.C., E. J. Dodd, Director, Telephone Central 12960. Cable Address: Atabek, London, England.

UNITED STATES—New York, A. R. Lowe, Room 1606, St. James Building 1133 Broadway (corner 26th St.), Telephone Watkins 5869; Boston, C. L. Morton, Room 734, Old South Building, Telephone Main 1024; Chicago, H. A. Maguire, 405-6 Transportation Bldg., 608 So. Dearborn St., Telephone Wabash 9430.

SUBSCRIPTION PRICE—Canada, $4 a year; Great Britain, South Africa and West Indies, 16s. 6d. a year; United States, $4.50 a year; other countries, $5 a year. Invariably in advance.



"QUEEN'S HEAD" GALVANIZED IRON

still stands supreme throughout the world

John Lysaght, Ltd.
Manufacturers
BRISTOL, England

A. C. Leslie & Co., Ltd.
Mgrs. Canadian Branch
MONTREAL

DOMINION POLISHED CANADA PLATES

We are again able to offer these high grade plates for direct import from Great Britain. We are sure the trade will welcome their reappearance.

A. C. LESLIE & CO., Limited
560 St. Paul Street West
MONTREAL

Advertising in HARDWARE AND METAL is economical, because the advertiser reaches only a class of business men directly interested in his product. The readers of HARDWARE AND METAL are big buyers because they buy for business as well as for private consumption.

If interested tear out this page and place with letters to be answered.

Canada's National Hardware Weekly

Hardware and Metal

Published Every Saturday Since 1888

Vol. XXXIII. TORONTO, APRIL 16, 1921 No. 16

Restrict Sales Tax to Source of Supply

After Much Consideration Dominion Board R.M.A. at Ottawa Has Decided to Recommend Course of Action—Retailers Must Not be Guided by Suggestions of Other Organizations—Ask For Definitions of "Manufacturer" and "Importer"

From Special Ottawa Correspondent Hardware and Metal

IN the following carefully prepared statement, which is for the consideration of retail merchants throughout Canada, and a copy of which has been forwarded to the Minister of Finance, the Dominion Board Retail Merchants' Association of Canada points out some objectionable features regarding any proposal to place a sales tax on retail merchants. The keynote of the statement is that retail merchants must not be guided in this important matter by what other organizations suggest. The matter has been thoroughly considered by the board and by important branches of the association throughout the country, and there appears to be no other adequate solution than that the tax be collected at the source of supply, the Government having all the facilities for collecting the same at a comparatively small cost. The statement and recommendations of the Dominion Board follow:

Considering the experience that all classes of retail merchants have had in all parts of Canada with regard to the operations of the luxury tax, and also with regard to the present sales tax, under which the Dominion Government is endeavoring to compel a large number of retail merchants to take out a manufacturer's license and collect a sales tax from their customers, and which is being strongly opposed by us in the courts, it is very essential that whatever system of taxation is proposed for the future should be free from annoying complications and be collected at the lowest possible cost.

Investigation and Enquiry

The question of securing the best and the most economic method has received very careful thought and attention by the members of the Dominion Executive Council and Dominion Board of our association, and, as a result of our investigation and enquiry, the following resolution was unanimously adopted and presented to the Dominion Government:

Resolution

Whereas if it be the intention of the Dominion Government to continue the sales tax and extend its application to those engaged in the retail trade, we recommend that such tax be collected at the source of supply, namely, from the manufacturer and the importer, and carried as the present sales tax is carried, thus achieving the desired end, and more economically collected, and in this way the tax would be absorbed in the same manner as all systems of taxation are absorbed, and that the words, "Manufacturer" and "Importer" be properly defined in the Act so as not to include retail merchants.

The Cost of Collection Must be Considered

A great many proposals have been advocated by various commercial and financial organizations, as well as by some portions of the press. The arguments they present only confirm our belief that retail merchants must not depend upon other organizations who have not given the retail problem proper consideration to advise them regarding the retail trade. Our proposal, which is set forth in the above resolution, places the proposed tax at the source of supply, and as the Government now has all the facilities for collecting the same the additional cost will be very small.

There Should Be No Discrimination

The argument used by some that as the tax is passed on from the manufacturer to the wholesaler, to the retailer, and to the consumer, it will be pyramided, has no value whatever when we consider that the proposed tax is a very small matter in comparison with the rate of duty and revenue tax that is collected on some manufactured and imported articles at the present time, and no one would ask the importer or manufacturer to refrain from placing his profit on the duty he paid. Duty is part of the cost, and a sales tax should also be part of the cost; the only difference we see is that Customs officials who collect duty at the port of entry and through the Revenue Department are paid for their services, but those who are asked to collect a sales tax at the source of supply and who pass it on to the retail merchant, who in turn passes it on to the consumer, receive no remuneration for their services.

The Plan of Collection Must Be Simple

Our plan as set out in our resolution does not require the Government to engage a vast army of tax collectors, auditors, inspectors, bookkeepers, and clerks, etc., to travel all over Canada and collect a turnover tax from two hundred thousand retail merchants when the amount required can be collected at the source of supply at a very small cost.

The Same Rate on All Retail Sales Would Be Unfair

To place a tax of one or two per cent. on the sales of all classes of retail merchants, irrespective of the amount of profit they make, is absolutely unfair to the retail merchant who is compelled to make a large turnover in order to secure a small profit. To differentiate between the rate of percentage to be applied to each line of retail trade would cause great confusion and its application would be very injurious to general store merchants who carry nearly all classes of merchandise which bear varying percentages of profit. This is one point that is entirely overlooked by those who advocate a tax on the turnover or sales of all retail merchants.

Peddlers and Agents Would Escape

Then, again, if the Government should

decide to collect a sales tax from all classes of retail merchants, the thousands of peddlers and agents who travel from place to place selling goods would escape taxation, and in this way retail merchants would be discriminated against.

All Taxes and Costs Are Passed On

The argument put forth by some that by placing the tax at the source of supply, viz., on the manufacturer and the importer, and having it passed on to the retail merchant, it would mean that the retail merchant would be compelled to pay this tax to the manufacturer and the importer when he purchased the goods, whereas if he paid a tax on his sales he would only pay when he sold the goods. This argument is deceptive and misleading because it infers that the manufacturer and the importer is asked to pay a tax to the Government on their sales and not pass it on to the retail merchant. We are all well aware that, no matter whether it is taxes or other costs that are paid out by the manufacturer or the importer, they are all passed on to the retail trade in one form or another, and they become part of our cost.

Must Be Collected at the Source

Our strong objection to having a sales tax or turnover tax collected from retail merchants is the enormous cost that will be incurred in collecting it. As loyal Canadians we want to see the war debt paid. We want everyone to pay his share, and we want the amount to be collected done so at the lowest possible cost. This cannot be done by endeavoring to collect it from two hundred thousand retail merchants, and engaging an enormous staff of collectors, clerks, inspectors and auditors, etc., but it can be collected at a very small cost by collecting it at the source of supply.

When the Government attempted to collect a revenue from patent medicines through war revenue stamps the cost of the collection was reported to be about sixty-two per cent., and in addition to this enormous cost many retail merchants were compelled to pay large sums through fines and other court proceedings when the placing of the stamps on the bottles had been overlooked. We strongly opposed this system from its inception and we hope that no similar system will be adopted.

There Is Only One Issue to Consider at Present

In our opinion, we must not, at the present time, allow any other issue than the one that is now before us to confuse our present plan, and that is to see that the largest amount of money is collected at the lowest possible cost, and with the least possible annoyance to the retail trade, and to leave other issues to be taken up as they arise. We therefore ask all retail merchants to do all they possibly can to have our proposal adopted by the Government.

U.S. Steel Price Revisions Cause Stir

If Sheet and Pipe Prices Are Also Reduced Entire Output Will be Down $7 to $8 Per Ton —Operations at 35% of Normal

STEEL Corporation prices and those of a number of independent steel companies have become identical on some products and in close relation on others, as the result of several interesting developments of the past few days. The new turn has caused more stir than the steel market has known in months, and its effect on the volume of business is being widely canvassed, says the Iron Age.

Late last week several independent steel manufacturers announced an advance of $2 per ton in steel bars and of $2 to $4 per ton in plates and structural shapes. On Tuesday afternoon, April 12, the Steel Corporation made public a list of reductions in its prices, effective on the following day. The new list is shown in the market section of this issue. Wire products were retained at $3.25 for wire nails and $3 for plain wire.

Some consumers had intimations last week of the expected action of certain independent companies. It was stated that the lower prices recently named had brought out little business and had resulted in losses. Buyers were allowed to cover at the lower prices just before the advance, and as a result bookings last week were larger than the average for March.

No announcement concerning wages is made by the Steel Corporation, but it is estimated that if its sheet and pipe prices, which do not appear in the published list, are reduced to those lately quoted by independent producers, its entire output will have come down an average of $7 to $8 per ton. Its 1920 earnings, if all credited to steel, represented $12.82 per ton.

Operations at steel works in March were at the smallest rate on record, in proportion to capacity, and indications already point to a larger output in April. Uncertainty as to the Steel Corporation's price policy having now been removed, for a time at least, freer specifications are looked for. This week the average of Steel Corporation and independent operation is probably 35 per cent.

Several wire companies which have been selling wire nails recently at $3 advanced within the week to $3.25, which has been the Steel Corporation's price. The extra for galvanizing is put at 70 cents. Annealed fence wire these same producers retain at $3, which was the Industrial Board level.

An independent producer of steel pipe made a reduction of $10 per ton in its prices this week, and some of its competitors have already followed. Whether a rebound will come, in line with the strategy of the week in some other products, is yet to be determined.

The sheet market has shown wide variations, some of the lowest prices being made by mills which buy sheet bars in the market. One Ohio mill that has been counted a low-priced seller, has advanced its price to 4 cents for black, 3.10 cents for blue annealed and 5.10 cents for galvanized, though it cannot be said that the low prices recently named have disappeared.

Cast iron pipe is one product for which there is a full-fledged demand. Lettings are numerous and new inquiries are developing with every week.

Woodstock Merchants To Present Case

WOODSTOCK, Ont.—The question of whether or not the local water and light commission will continue to deal in and sell elctrical fixtures and supplies, in opposition to the wishes of the local dealers in these appliances, formed the topic of considerable discussion at a recent meeting of the water and light commission.

A communication from the city council was read in which it was stated that the council felt that the dealers, who objected to the commission's handling of goods in opposition to the regular dealers in these articles, were right in their objection. The communication showed that the council believes that the commission should cease selling and dealing in these appliances.

A communication was also read from the local Brotherhood of Carpenters and Joiners. This communication upheld the commission and expressed the hope that they would continue to sell supplies. Following the reading of these communications a general discussion was indulged in, when the members gave their opinions in the matter.

Mayor Paul, who was present, stated that the city council was representative of the people of the city and that when objections of this kind were raised the council was quite within its rights to deal with the matter.

After considerable discussion it was felt that before taking any definite steps in the matter the commission would be wise to hear representatives from the dealers. W. K. Harvey accordingly moved that the chairman of the dealers' association be advised that the commission desired that a deputation wait on the commission at its next meeting and present their case. Mr. Harvey also included in his motion any other bodies who might be interested in the matter. The motion carried.

Outlook for Seasonable Hardware Lines

Early Spring and Resumption of Building Activity Stimulate Trade in Seasonable Hardware—Advise Well Sorted Stock of Builders' Hardware—Start "Swat the Fly" Advertising—Selling Screen Doors—Shortage of Some Lines of Fishing Tackle

DISCUSSING the business outlook in so far as builders' hardware is specially concerned, A. C. Jones, N. Slater Co., Ltd., Hamilton, made the following statement to Hardware and Metal:

"Business in general has been in a see-saw condition for some time, due to the buyers' strike, which apparently has been in effect up to the present. The dealers have delayed buying, expecting reductions, and in turn the jobbing trade have been doing likewise, and it has got to the point where most manufacturers have to do the same thing, with the result that it will mean a shortage of goods when the demand comes.

Expect Active Building

"There is no doubt in my mind that we will enjoy a good building season throughout Canada this year. In fact, it is surprising the amount of house building that has commenced in the past week. It is the fine weather that puts the pep into people and business. The dealer with the goods on hand will be the man who will get the business that is going.

"It is generally felt that the manufacturers are called upon at this stage to carry a big stock on hand for the trade and be in a position to supply the immediate demand as it develops. Every merchant must anticipate his wants ahead, the same as manufacturers, to assure delivery of goods when required.

"We are encouraging the trade as far as possible to keep their stocks well sorted up to take care of the demands. We are not encouraging them in any way to place large orders, but as stated above the merchant with goods will be the one to make the sale. We believe from now on it will be the optimistic merchant who will get the biggest part of 1921 business.

"We are doing everything in our power to keep stocks up in readiness, but some dealers will be disappointed, but the wise man will be prepared.'

BUILDERS' HARDWARE STOCKS LIMITED

"From a survey which we have made in Canada, we find that the wholesale and retail stocks of builders' hardware are limited," stated D. R. Fowler, Canada Foundries and Forgings Co., Brockville, Ont., to Hardware and Metal. "Small stocks are being made up by the manufacturer, but unless early buying is done, these stocks will not be sufficiently large to take up ordinary requirements. There seems to be a disposition on the part of the trade to stay almost entirely out of the market, and therefore manufacturers are curtailing their production accordingly, and will not gamble on even an average stock."

Screen Doors and Windows

Discussing the outlook in regard to screen doors and windows, E. W. Harold, Sanderson-Harold Co., Ltd., Paris, Ont., made the following statement:

"A careful study of our accounts for a period of years reveals this fact, viz.:

"SWAT THE FLY"



The suggestion is made in this article that local campaigns for eliminating the flies from the home be commenced by hardware merchants. Window screens, screen doors, fly swatters, etc., can be featured in the campaign.



A spring window in the M. Philbin Hardware Co., Montreal, showing an arrangement of sporting goods in the window on the left, containing tennis and baseball requirements, thermos bottles, flashlights, etc. In the right hand window is shown an arrangement of automobile and bicycle accessories, featuring tools for the motorist who overhauls his own car in the spring, and many other lines designed to increase the utility or comfort of the motor car during the spring and summer months.



Building is being done on a slightly better scale in some parts of Canada, according to reports made by certain manufacturers in the article herewith. Merchants can keep a close watch on local developments and help to stimulate interest in tools for new construction and also for repair work, by the use of such a window display as is shown herewith, featuring saws, spirit levels, planes, drills, chisels, etc.

Those dealers who have stayed with us the longest and on whom we depend for the largest share of our business, are the ones who buy carefully along the following lines: say, four styles of doors, the common door, one line at medium price, and one or two good lines, keeping always a range of sizes in stock throughout the season. The same applies to screen windows. Keep in stock the lines which past experience has taught you sell the best. It is not necessary to order six 14-inch high windews because there are six on the list.

Ad. Suggestion

"Re advertising, screen doors are a line which advertise well in the papers. A 'swet the fly' heading gets the attention desired. Electros can be used to good advantage. A sample of each door may be hung from a post inside the store for display, or four doors may be clamped together in the form of a square on a revolving basis, as an alternative.

"Regarding repeat business, we are making preparations for just such another season as 1919 was, and hope to be able to handle all orders for immediate shipment with which we are favored. We have several large specifications from jobbers, who are preparing for the same eventuality.

"With reference to prices, we do not anticipate there will be any change this season, but cannot make any predictions regarding next year."

* * *

SELLING SCREEN DOORS

Some suggestions on the sale of screen doors from W. H. Cunningham, Kasement Screne Dore Co., Toronto, are as follows:

"Because we've always thought so, does not make anything an actual fact; yet here are a few ideas about screen doors that many householders and dealers have been holding to for years and almost think they are logical.

"For instance, the idea that any kind of a cheap door is good enough for a back door. When you stop to consider it, the back door is used far more than the front door and, if anything, should function even better than the front because it is used more and there are usually more flies around the back door.

"Then again, is the cheap door the cheapest? The dealer who is building his business on the sound foundation of rendering a real service to his customers, should realize that the cheap door does not stand up and has to be replaced sometimes before the season is over. By selling his customer a well-made door, the dealer is actually saving money for the customer and establishing a confidence with his trade. No matter how low a price the householder pays for an article, if it does not stand up, he blames the dealer.

Early Spring Makes Big Demand for Screens

"There is every indication of an early spring and a hot summer; screen door stocks are limited with the retailers, manufacturers and jobbers, and this season should see the stocks well cleaned up.

"It has been unfortunate this year that the manufacturers had to advance their prices over 1920, but the screen door manufacturers point out that they have to buy their lumber and raw materials practically a year ahead, and they were forced to buy when lumber and other prices were very much higher than when 1920 supplies were bought. The increased freight rates have also been a serious factor in increasing cost.

"The prospects for lower prices for this season do not appear to be promising."

* * *

FISHING TACKLE

Conditions in the fishing tackle business are outlined by J. B. Kennedy, managing director the Allcock, Laight and Westwood Co., Toronto, in the following statement to Hardware and Metal:

"We find there is still a very great scarcity of American reels, and practically all lines of English fishing tackle, especially the flies, high grade English split cane rods, and gut hooks, and we fear a great many dealers will not have complete stocks on these lines; and from appearances it is doubtful if the condition will be totally remedied even after another season on account of the large amount of labor which was diverted from the fishing tackle industry during the war and has not found its way back.

"So far as business is concerned, the season is opening up very early and the demand for fishing tackle of all descriptions is more than brisk. Indications from all directions point to a very large trade in fishing tackle, and in fact all sporting goods."

Holds Saw-Tooth Guessing Contest

Much Interest in Saws is Aroused by Sumner Co., Moncton, N.B. —Many Buyers Attracted to the Store for Valuable Hardware Prizes Given to Winners—One of the Novel Schemes to Maintain Interest of Buyers

SUMNER CO., Ltd., Moncton, N.B., have just concluded a very successful contest, the basis of which was the guessing of the number of teeth on saws shown in one of the store's display windows. The contest lasted for a period of ten days commencing on a Monday and ending a week from the following Thursday. The contest was, of course, designed to help acquaint customers with the particular line of saws handled by this firm, and all advertising matter helped toward this end.

Due notice was given prior to the opening of the contest by means of advertisements run in local newspapers. The ads used for this purpose were illustrated with a saw and were headed "A Contest Open to All." Next the opening and closing dates were emphasized and then the conditions, as follows, were outlined:

"Count or guess the number of teeth in the saws in our window. To give you a working basis we will let you count the teeth in any saw in stock.

"Come in and get a contest coupon, fill in your name and address and the number of saw teeth you calculate the window contains and deposit it in the box.

"This box will be opened at the end of the contest by the following judges: J. C. Keating, Moncton Times; W. K. C. Parlee, Moncton Transcript; A. E. MacNutt, manufacturing jeweller, who will count the teeth, and determine the winners of the three substantial prizes on exhibition in the same window.

Three Prizes

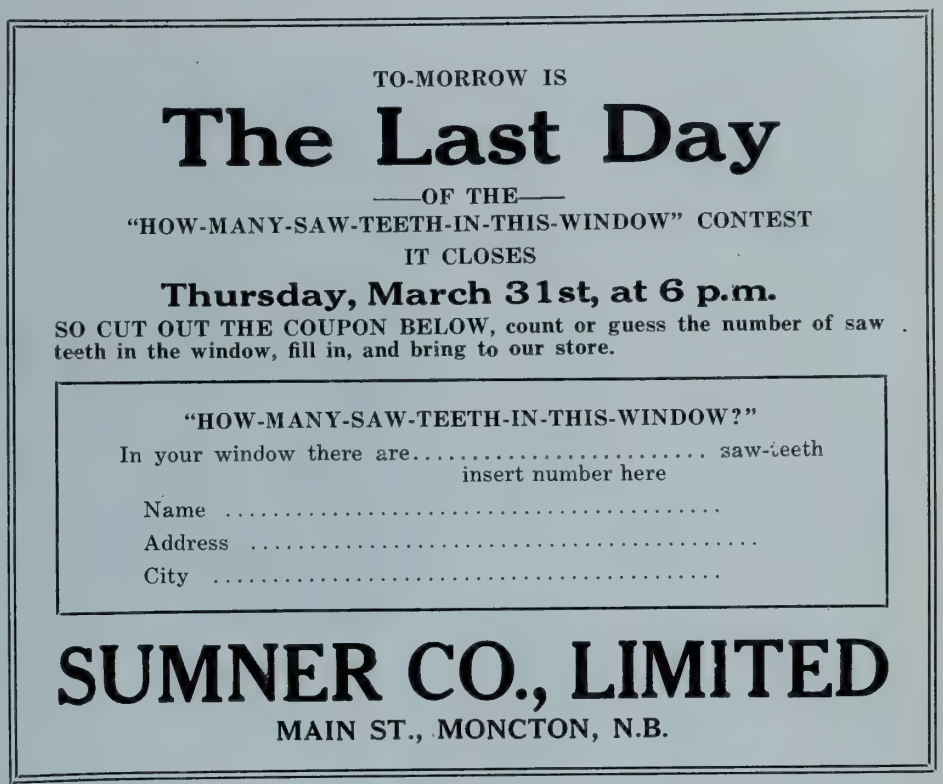
"These are well worth working for and will be awarded to the three persons who come nearest to figuring out the number of saw teeth in the window as first, second and third prizes.

"Prizes suitable for either men or women are offered and these can be exchanged by the winners for anything in the store of equal value they would prefer.

"We would be only too glad to serve you in any way when in our store but guesses are absolutely free, you are not required to make a purchase of any kind.

"Get busy."

Advertising matter during the progress of the campaign consisted of ads containing a coupon, as illustrated herewith, it being necessary to clip the coupons to file an entry. The coupons can be so designed as to indicate what paper they have been taken from, thus giving some basis for figuring out which one reaches the largest portion of readers interested.



Sample of the ads. used by Sumner Co., Ltd., Moncton, N.B., during the progress of the "How-Many-Saw-Teeth-in-this-Window" contest, showing the coupons which were to be clipped out to bear the answer as an entry in the contest.

Results of Contest

At the conclusion of the contest the judges met in the Sumner Co. store and established the fact that the saws in the window contained 12,348 saw teeth. The nearest correct answer was 12,360, the second was 12,460 and the third 12,218. A statement to this effect, signed by all three judges, appeared in the local newspapers following the decision.

Some indication of the response is gleaned from the following: There were 19 guesses between 12,000 and 13,000, and of several hundred guesses they ranged from 2,500 to 50,000, with one guess of 1,552,000 and one guessed "As many as looked in the window," which may have been near the correct number, as a great deal of interest was taken in the contest, and many inspected the window who did not hazard a guess.

The prizes offered by Sumner Co. were as follows: First prize, if won by a man, a Disston hand saw; if won by a lady, a Canuck bread mixer. Second prize, if won by a man, a Stanley plane; if won by a lady, a set of Mrs. Potts' sad irons. Third prize, if won by a man, a Smart's nail hammer; if won by a lady, a pair of carvers, each exchangeable for any article in the store of equal value.

Change Shooting Regulations

All restrictions as to trapping and killing hares and rabbits in Ontario have been abolished by the Fish and Game Committee of the Legislature, with the result that there will be an open season for these animals all the year around. Season for shooting woodcocks was advanced a month and will be from September 15 to October 15, instead of from the latter date to November 15. The committee deferred action on a request from the Essex County Wild Life Association to prohibit shooting of wild ducks in the counties along the shore of Lake Erie during the month of September.

Hardware and Metal

Canada's National Hardware Weekly

Member Audit Bureau of Circulations Member Associated Business Papers

The Only Weekly Hardware Paper in Canada

PUBLISHED EVERY SATURDAY SINCE 1888 BY

The MacLean Publishing Company, Limited

Montreal TORONTO, CANADA Winnipeg

SATURDAY, APRIL 16, 1921

SPEAKING of the hardware merchant as a resourceful type and able to turn almost any situation to his own advantage, it has been suggested that the enforcement of total prohibition will greatly increase the demand and price of spirit levels, thus creating a new and important field for business.

Steel Price Revision

THE anticipated reduction in the base selling price of many of its products has been made effective by the U.S. Steel Corporation. Interest will now be centred in the effect of these reductions, particularly in view of the fact that price reductions made recently by independent mills have had little stimulating effect. The Corporation schedule is, however, looked upon as more or less of a standard and its revision to lower price levels will, it is expected, have considerable effect. The railroads have been looked to as likely to require large quantities of steel at the new prices, but they are admittedly in poor financial position at present to be much of a buying factor.

Some such stimulus as is provided by this reduction was needed in the U.S. steel industry. This fact is evident from a statement of the Iron Age to the effect that in proportion to capacity the operations of the steel works during March were at the smallest rate on record.

Some idea of the extent of the reductions may be gleaned from the fact that steel billets are now the lowest since February, 1916, though still practically double the price prevailing at the outbreak of war. This comparison extends pretty well through all the products affected, and no doubt the present ratio is based on the question of wages which on the per tonnage basis are practically double the scale of 1914.

There are those who claim that the reductions are not as large as they should be. In this connection it is noted that while Welsh tin plate, according to reports, can be laid down in New York at $5.00 per base box, the reduced Corporation price is $6.25 per box. It would seem, from these figures, that action by the Corporation in regard to wages will have to precede much further revision on its products. The recent hesitation of potential consumers, because of the feeling that prices would go lower, may be removed by the present revision and the steel industry given some much needed stimulation.

Proposed Taxation

AS much interest is now centering on matters of taxation in Canada, with special regard to the effect of proposed taxation upon the retail merchant, it is interesting to note that a bill has been introduced in the U.S. Senate designed to impose a tax of 1 per cent. on all turnovers, with an annual exemption of $6,000, the effect of this being to exempt smaller farmers and tradesmen. Advantages claimed for this are simplicity of assessment and collection, a low tax rate applying uniformly on all commodities and absence of complicated features which make it difficult for the taxpayer to know at any time what his tax liabilities are. This form of tax is expected to enable the elimination of the excess profits tax as is the desire in Canada. The rate might be varied according to the amount of revenue required.

This tax is to be levied on the gross value of goods whether raw material or manufactured or partially whether of domestic or foreign origin, and is to be collected at time of change of ownership by sale, lease, or barter, whether for cash, credit or on instalment basis.

The tax described is a sales tax and as an extension of the sales tax now operating in Canada, has been recommended by organizations of merchants in this country, some similar form of taxation to that outlined may be expected in Canada. It differs in some details, however, one being that the U.S. tax is evidently to be collected at each change of ownership whereas Canadian retail merchants have strongly protested against any such tax entering into their dealings with customers over the counter. No doubt the most satisfactory form of taxation will be that collected from one branch of trade in which are the minimum number engaged and who are in best position to render accurate returns, and a tax which can be immediately absorbed and not shown in the final dealings with the consumer.

An Important Industry

WHILE a temporary lull is now evident in the automobile industry, this is the result of general conditions prevailing and it is expected that it will before long be operating at a pace somewhat nearer to normal. The automobile and accessory industry has assumed large proportions in Canada in recent years. This fact is borne out by a report for 1919 just issued by the Dominion Bureau of Statistics. Since that year occurrences in the industry are pretty well known to everyone, 1920 seeing both high and low points in production activity and the first few months of 1921 seeing a gradual trend toward increased activity. Since this report was issued in 1919 additional plants have come into operation and allowance must be made for these.

The statistics showed that export trade has come to be an important factor in the automobile and accessory trade of Canada. Exports of automobiles increased in value from five million dollars in 1918 to sixteen million in 1920. In 1919 there was eight million dollars invested in the automobile accessory industry in Canada and thirteen million in repair shops. Materials to the value of fifty-one million dollars were used in the manufacture of automobiles, while five million dollars' worth of material were used in making accessories. Products of automobile plants were valued at eighty million dollars and products of accessory plants at eight and one-half million dollars. Rated according to total investment in automobiles the provinces of Canada were in the following order: Ontario, Saskatchewan, Manitoba, Quebec, Alberta, British Columbia, Nova Scotia, New Brunswick and Prince Edward Island.

Manufacturers, Importers to Apply Tax

Retailers Have Made no Objection to Present Sales Tax and Extension of This Means of Taxation Would Provide Revenue and Eliminate Dangers of Tax Collected by Retailer, Says R. Hawkins, Smiths Falls, Ont.

Written for Hardware and Metal by R. Hawkins, Smiths Falls, Ont., Executive Member of the Ontario Retail Hardware Association

IN regard to the best solution of the taxation problem to raise the required revenues to take the place of the luxury, business profits tax and income taxes; I have given this subject some consideration during the past year, and from information available up to the present, I arrived at the conclusion that the most practicable and satisfactory way will be to ask the manufacturers and importers to add such percentage to their invoices as may be necessary to take the place of luxury, business profits and income taxes, and I venture the assertion that the objections to this method will be practically nil if fairly tried out. It removes from the public the irritation incidental to the collection, by retailers, of taxes direct from the consumers.

The manufacturers and jobbers have more complete records and systematic methods of accounting and can turn in to the Government, say monthly, the amount due. One transaction in this way would probably equal two thousand transactions, if carried on to the retailers, when we consider that one sale by a manufacturer would probably equal one hundred sales by retailers. There are probably twenty retailers to one manufacturer, so we can see the enormous amount of clerical work saved both to the Government and the business people by collecting this revenue at the source of production or importation.

No Objection to Sales Tax

I think few, if any, merchants objected to paying the two per cent. or more per cent. as the case may be on their invoices during the past year, a portion of this being absorbed by the merchants, particularly goods on which there is a fixed retail price, while on other lines this tax, with transportation charges, may be added to the cost price. This item would have to be increased to include the revenue tax passed on from manufacturers.

If done in this way, I submit that the desired revenue can be obtained expeditiously and efficiently at the minimum cost and with the least irritation and annoyance to the general public.

Defines "Manufacturer"

Another question arises in conjunction with this, viz.: "What constitutes a manufacturer?" I would suggest as a minimum standard for a manufacturer, something like the following: A manufacturer is one who operates a shop, factory or plant in which power other than hand power is utilized in the process of manufacture, wherein not less than four persons are employed for a period of not less than six months during the year.



R. HAWKINS,

Hardware merchant, Smiths Falls, Ont., a member of the Executive Committee of the Ontario Retail Hardware Association, who gives his views in regard to taxation.

Should a retailer or jobber be owner or part owner of a factory, as above, he or she shall be classed as a manufacturer in so far as his or her interest may appear in said factory.

I might enlarge on this question, giving more reasons and views from different angles, but have endeavored to condense the points aimed at without encroaching upon the valuable space in Hardware and Metal. If I have succeeded in offering any hints that will be of service in the cause of war revenue tax, I will be pleased at having done so.

Close Steel Plant

Montreal.—The plant of Armstrong, Whitworth of Canada, Limited, at Longueil, will be closed down. On behalf of the management it was stated that owing to the failure of the Dominion Government to give tariff protection on the manufacture of locomotive steel tires this line of manufacture had to be discontinued. The company also made high speed and carbon tool steels. During the war the company employed several thousand men, but this number had dwindled gradually to a few hundred since the armistice. The company is a branch of the steel firm which operates the Elswick yards on the Tyne in England.

Excise Tax and Tariff Rulings

Sales Tax Licenses for 1921-1922.

The Sales Tax licenses issued by the Department of Customs and Inland Revenue last expired on the 31st of March and must be renewed by all manufacturers, wholesalers or jobbers dealing in goods subject to the Sales Tax.

Notices have been sent by the Department of Customs and Inland Revenue to all licensees with a form on which applications for renewal may be made. The department states that licenses must be renewed not later than April 30.

* * *

Exemptions

Domestic articles, which are consumable stores, and the following list of articles, viz.: fuel oil, illuminating oil, lubricating oil, kerosene or coal oil over .725 specific gravity, may be delivered free of Sales Tax, under regulations, for use as ships' stores to any vessel bound on an ocean voyage to a port outside of Canada, or to vessels clearing for the deep sea fisheries, seal fisheries, or for delivery to British and foreign warships and telegraph cable ships, for use on such vessels.

* * *

What Is "Sheet" Steel?"

Sheet steel, cut in circular form, is to be rated as "sheet" when 30 inches and over in diameter. Sheet steel circles less than 30 inches in diameter to be rated under tariff item 454. This line of demarcation applies also to aluminum, copper, brass, zinc and other metal circles.

Steel tanks, glass enamelled lined, ruled to be dutiable under tariff item 454, less than 50 per cent. of the metallic surface thereof being enamelled. The rate of duty under item 454 is 30 per cent. general tariff.

News of Western Canada

Canadian R. M. A. Functions Best

British Columbia Secretary of Retail Merchants' Association Speaks of Relative Merits of Canadian and U.S. Associations

VANCOUVER (Special). — Mr. Hougham, British Columbia secretary for the R.M.A. of Canada, attended the second annual convention of the Washington State Retailers' Association recently held at Tacoma, Wash. In commenting on organization affairs among our friends to the South, Mr. Hougham stated that while the number of associations in the State of Washington exceeded quite considerably the number of branches of the R.M.A. in British Columbia, and the total membership of them all reached a greater total, the results were not commensurate.

"As I see it," said Mr. Hougham to Hardware and Metal, "the trouble is that there is a lack of singleness of effort that militates against their greatest success. There were 22 secretaries at the convention. Each had his own local troubles which he was eager to have solved, but there is no parent body which can assure any local of state-wide support. Each organization is a complete unit in itself and necessarily the amount of effort required to achieve anything like unanimous action is simply colossal. Each unit must bear almost as much per capita expense as a parent body might function on, and yet there is not the one organization that can speak for the whole.

"At present, association affairs seem to be in the condition found here several years ago, when the hardware merchant considered the dry goods man's troubles a matter for only the dry goods man to settle and the jeweller refused to get himself perturbed over what the grocer struggled with.

"Until they all feel that they are retailers first, and that any problem affecting retailers is of concern to all retailers, they must find their protests so scattered as to be almost futile. All the elements unfriendly to the retail trade of both countries have some definite action which they propose to take. The only successful way for the retail trade to protect itself is for the retail trade to speak with one voice.

"There is not in existence a coast to coast organization, speaking with the authority of every state organization, as the R.M.A. speaks in Canada. This will no doubt be accomplished at some date, and then constructive action can be looked for," said Mr. Hougham.

Ashdown's Staff Held Hard Times Dance

Winnipeg.—About one hundred couples attended the Hard Times dance held in the offices of the J. H. Ashdown Hardware Company. The room was tastefully, if somewhat unusually, decorated with old newspapers and cuttings from comic sections. Supper was served in tin dishes, and ice cream in cones.

The following prize winners are announced: Ladies' comic, Mrs. Ritchie; second, Mrs. Potter. Ladies' hard-time costume, Mrs. Sanger, Miss Murray. Men's comic, Mr. Turner, Mr. Wood. Men's hard-time, Mr. Pitch, Mr. Ellis.

Mr. McClelland acted as judge of costumes, and Mr. Fleming was the police officer who inflicted fines upon those who were too well dressed.

Speaks on Credits

Calgary, April 12.—Alderman Frank Freeze recently addressed the Associated Commercial Travellers at their usual monthly luncheon. He spoke on "Credits and Finance," and his remarks were exceedingly interesting. Alderman Freeze is the manager of the Calgary branch of the Canadian Credit Men's Association, Ltd., and is an authority on the subject of credits.

Twenty-five new members were added to the membership roll at the last meeting of the A.C.T. and there are a number of applications already approved by the chairman of the membership committee, Pat Walsh.

The president, J. T. McCulloch, presided at this meeting. A dance was held in the evening at the McDonald Academy.

Saskatchewan R. M. A. Will Meet on June 8, 9 and 10

The annual convention of the Saskatchewan Retail Merchants' Association will be held at Saskatoon on June 8, 9 and 10.

Western Notes

Rivers, Man.—J. Moxley, hardware, has been succeeded by Moxley and Forman.

Benito, Man.—Gordon Dykeman and Co., hardware and implements, have sold the implement business.

Strathmore, Alta.—A. B. Foote has bought the Strathmore Hardware Co. business from G. T. Berry. Mr. Foote is from Success, Sask.

Red Deer, Alta.—Day Hardware Co. has been sold to McPherson Bros., Calgary. The store will be operated by the latter firm as a link in its chain of hardware stores. The Day Hardware Co. had been in business here for ten years.

Small Crop of Hemp

Reports from inspectors of Philippine hemp at Manila indicate a small crop this year. Receipts at Manila average from 20,000 to 25,000 bales per week lower than normal. One week during the past month receipts were only 17,000 bales, as compared with 66,000 bales for the same time in 1920, and 60,000 in 1919. Exports to the United States for a period of three weeks in January dropped from 63,000 bales in 1920 to 15,000. Other foreign shipments from Manila during this same period were 3,000 bales as against 17,000 bales a year ago, and 7,000 two years ago.

Prices have been fluctuating within a very narrow range, but demand is not very great as cordage makers are shy. With but few exceptions Manila merchants continue to hold out for their terms. At one time it was reported that one of the largest shippers had refused to make further offerings altogether.

The Mexican sisal market seems to have been affected by the hemp situation, and remains stagnant. Even at 5c Gulf ports there is practically no buying.

Further Increase in 'Phone Rates

Ottawa.—A further increase of two per cent. on rates and charges for exchange service has been allowed the Bell Telephone Company by the Board of Railway Commissioners, in a supplementary judgment to that issued April 1.

An error in computation is the reason given for the increase from 10 to 12 per cent.

The Income Tax Returns of Partners

The Case of the Merchant Who Gives Goods in Payment for Produce Purchased From Farmers Is Also Dealt With—The Man Who Has Sold Out Must Make Returns for Last Year

Article No. 2, by G. G. YORKE

IN CONTINUING the advice on income tax, I desire to remove all possible obstacles from our readers' path, and while this contribution will deal to a large degree with the returns of partners in business I wish to digress for a few minutes in order to deal with produce bought by our readers in rural districts from their farmer customers and on which the storekeeper makes next to no profit. If he breaks even after allowing for lost egg cases, breakages, and Spring market changes, without counting the time of himself and clerks, he does fine.

Open Produce Account

In most cases produce is taken in for goods traded out. Should there be a few dollars coming to the farmer's wife, the merchant pays out the difference in cash. Now where does he get off at in making his income tax return if he shows his total purchases of produce in detail as goods bought for re-sale, and enters into daily cash sales the amounts of cheques he receives from the wholesale produce firms, and which go into his annual sales, but, on which he makes no profit whatever?

The one best way is to set aside in a separate drawer, or open a new account at your bank, name it "Produce Account," sufficient funds to take care of your purchases for two weeks, say $500.00. Pay from it for all produce bought, and pay into it all cheques received from your wholesale produce firms. It involves very little time or labor, and will save a world of trouble when making your returns, for it is purely an exchange account, and can be ignored altogether when making the income tax return, except you will enter the sum involved in the assets column on page 4 as "cash in hand or at bank."

Two Classes of Partnership

There are two classes of partnerships, active and sleeping. The active partner participates in managing or other active direction of the business and takes his share of the net profits derived from it. He is entitled to a "tax free" income of $1,000.00 if unmarried, also the usual allowances on tax free Victory Bonds. If he be married, his "tax free" income is $2,000.00, the usual allowance of $200 for each child under 18 years, and rebate on tax free Victory Bonds.

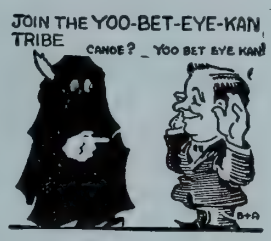
Each partner will make out and sign identically similar returns, but showing at foot of page 4 his own share of the net profits, deducting his own personal allowances and enclosing his own cheque to the inspector of taxation. Partners will of course observe last week's instruction regarding pages 2 and 3; where other items enter into their individual cases, they must show every source of income and expenditure required by the department.

A sleeping partner, that is, a person having an investment in a business at a fixed rate of interest, and who receives it regardless of how much or little the store is making in profits, need not make a return of the expenses account. He will show profits, or interest, derived from the business, and state rate of interest thereon—upon page 2 of his income tax return sheet.

Must Still Make Returns

A few days ago a merchant sold out his business. After doing so he asked me if he would be required to make a return of his trading account for last year? I answered yes, just as correctly as if he held the business to-day, for this return deals exclusively with trading in 1920, and does not take into consideration the development of the present year which will require a separate return a year hence.

WILL YOU JOIN?



The "Yoo-Bet-Eye-Kan Tribe" are being organized. E. C. Atkins & Co., Inc., Indianapolis, are sending out as an enclosure in letters cards bearing the illustration shown herewith and setting forth the following resolution, as qualifications for membership:

I Resolve

(1) *To keep a stiff upper lip and my powder dry.*
(2) *That I'll never be discouraged.*
(3) *That I'll fight hard for new business.*
(4) *That I won't be a quitter.*
(5) *To analyze myself daily to overcome my weakness.*
(6) *To have the courage to act on a sudden hunch.*
(7) *To get acquainted with those about me—I might like 'em.*
(8) *To be cordial—it's the better half of personality.*
(9) *To sing a song every day.*
(10) *To not envy the other fellow, but to get out and dig.*
(11) *To succeed.*

Real merchants, those who keep common sense books and make their periodical stock-takings, will easily make the grade. But the slipshod, rule of thumb fellow, who guesses everything, including his profits, will receive a rude jolt at the hands of the Inspector of Taxation this year.

MILLIONS NOW INVESTED IN ELECTRICAL INDUSTRY

Ottawa.—The Dominion Bureau of Statistics has just issued a preliminary report for 1919 on the electrical apparatus industry in Canada. Of the 95 plants specified, 64 are in Ontario and 16 in Quebec. The province of Quebec, however, has over $20,000,000 invested in this industry as against $25,500,000 in Ontario. The total Canadian investment in this industry is $45,956,399. The bill for salaries and wages came to $9,685,000 for 9,560 employees. Of these 1,226 earned over $30 per week and 3,000 earned over $20. Materials used during the year cost $15,257,617, of which copper accounted for about one-third. The 95 factories in question turned out goods valued at $34,187,658. These include dynamos, generators, transformers, motors, storage batteries, incandescent lights, wires and cables, electric stoves, heaters, irons and fans, as well as fuses, carbons and repair supplies.

OPPOSE FIRE INSURANCE LEGISLATION

The Canadian Manufacturers' Association has lodged a protest against the suggested placing of a 15 per cent. tax on unlicensed insurance. This legislation if adopted would add a provision that in the case of any insurance against fire on property situated in Canada, effected in any unlicensed insurance company, the person effecting such insurance shall pay to the Minister of Finance for consolidated revenue fund a sum equal to 15 per cent. of the total net cost of such insurance so effected but not to exceed in any case 15 cents for each hundred dollars of insurance for one year or a proportionate sum for any longer or shorter period. The C.M.A. committee which investigated the matter reported that such a tax would be most undesirable as the unlicensed companies have been responsible for the maintenance of reasonable rates and have helped reduce fire waste through the encouragement of the use of sprinklers and other appliances, and that the revenue so derived would be negligible.

Events in the Trade

Business Changes

Hearst, Ont.—T. V. Anderson, hardware, has sold out.

Port Perry, Ont.—W. U. and D. Carnegie have been succeeded by Carnegie Hardware Co.

Capreol, Ont.—W. B. Reid has purchased the furniture and hardware stock of H. E. Hawkins since his recent fire and has rented the building formerly occupied by Mr. Hawkins.

Fire Loss

St. Catharines.—A spark from a yard engine at the Thorold plant of the Beaverboard Company started a fire in a 400-yard pile of pulp and scrap-paper which for some time menaced the main building.

Personal

Jessie Prescott, president of Prescott Auto Parts Co., Webster, Mass., was in Montreal this week.

* * *

Ross H. McMaster, vice-president and local manager in Montreal of the Steel Company of Canada, has been appointed a director of the Merchants' Bank.

* * *

John Baillie, vice-president and managing director of the Dominion Oilcloth and Linoleum Co., Ltd., and president Canada Linseed Oil Mills, Ltd., has been appointed a director of the Merchants' Bank of Canada.

Entered by Burglars

Montreal.—Two branch stores of M. Philbin Hardware Company, Montreal, were visited by burglars this week. In each place, such articles as hunting knives, razors, watches and cartridges were taken.

* * *

B. J. McCormick Resigns From Canada Foundries & Forgings, Ltd.

Announcement is made of the resignation of Col. B. J. McCormick as general sales manager of the Canada Foundries & Forgings Ltd. In consequence, it is stated that the office of general sales manager in that company has been abolished. Local sales offices will be maintained at the various plants in Brockville and Welland.

In conversation with Hardware and Metal, Mr. McCormick stated that he was not in a position to make a statement as to his future plans, but that he would probably be severing his connection with the hardware trade. During his association with this trade Mr. McCormick has made a large number of friends.

U.S. Firms to Woodstock

Woodstock.—President Rea of the Board of Trade has received word that the American Ironing Machine Co. of the United States has decided on Woodstock as the site of its Canadian plant, and will start manufacturing within a few weeks. The Kirsch Manufacturing Co., another U. S. firm, has also decided to come to this city, and is expected to establish itself here shortly.

Appointed Canadian Agents

Fraser & Co., 10 Hospital St., Montreal, have been appointed sole Canadian agents for L. H. Hagan Co., Ltd., Christiania, Norway, manufacturers of skis, ski harness and ski poles. Fraser & Co. will carry heavy stocks at Montreal of ash and hickory ordinary, jumping and racing skis, also flying skis. Huitfeld ski harness in two grades, the new Hagan harness, rattan and fibre discs will also be carried.

Exhibition of Manufacturers

Montreal.—A "Made in Canada" exhibition is announced for one week, opening on May 21st and closing on May 28th. The Coliseum building on Guy street has been secured for this exhibition, and preparations for the show are now under way.

The exhibition is being held under the management of the Made in Canada Exhibition Company, of which M. D. Plunkett is managing director. The exhibitors will be some of the best known Canadian manufacturers, who promise unusually attractive displays.

Western Ontario Notes

Among the donors of prizes for the annual spring show held at Hensall last week was the hardware firm of Bonthron & Drysdale.

* * *

A tennis association was organized at St. Mary's, Ont., this week, and John Lind, of the Cement Company, was elected honorary president.

* * *

Robert Bonthron, who has been seriously ill for several months at his home in Hensall, has recovered sufficiently to be out again.

Stanley Hopper has completed negotiations by which he becomes owner of a half interest in the business of Joseph Hopper, of Coatsworth, Ont.

* * *

Work commenced this week at Walkerton, Ont., on a new office and showrooms for the R. E. Truax Co., manufacturers of sashes and doors.

* * *

The Toronto Veneering Co. contemplates locating in Southampton, Ont., and a by-law for $20,000 will be submitted to the ratepayers shortly.

* * *

H. L. Martinson, hardware merchant at Cottam, Ont., is one of the leading chicken fanciers of the district, and this spring is busy with a large new poultry house.

* * *

The Retail Merchants' Association of the Border Cities has completed arrangements for a big annual picnic to be held on June 9. The Border manufacturers are co-operating with the merchants, and it is planned to have every factory close on the day of the outing.

* * *

An impressive incident in connection with the services in the First Congregational Church at London on Sunday evening was the unveiling of a memorial in honor of Pte. Arthur Robins, who went overseas with the 135th battalion and was killed in action. Pte. Robins was a son of Fred Robins, for many years with the Hobbs Hardware Co.

* * *

The hardware firm of Brewer and Harrison, of Parkhill, Ont., was this week awarded the contract for galvanized iron work and for hot air heating for new $15,000 church at Brinsley, Ont. The Hobbs Hardware Co., of London, was awarded the contract for glass.

* * *

Plans are being rushed and work will be commenced shortly on a new three-story warehouse at London, Ont., for the Crane Company, of Montreal, which will distribute hardware and plumbing supplies for Western Ontario from this branch.

Fuller Brush Co. Opens in Hamilton

Hamilton, Ont.—The Fuller Brush Company are locating a plant here, installing equipment in the building formerly occupied by the Canadian Cartridge Company.

London Hardware Merchants Meet

London, Ont.—At the regular monthly meeting of the London Retail Hardware Association the members enthusiastically endorsed the project for the erection of a large new arena in London. John A. Brownlee and Thomas Purdom, Jr., were appointed a committee from the Hardware Association to co-operate with the general committee which has been formed by London business men to push the arena project along. It is planned to build a $150,000 structure in the Western Fair grounds, where it can be used in connection with the exhibition, for various meetings and shows through the summer and for hockey during the winter. The hardware men generally expressed the opinion that the project was not only a good one from a sport standpoint but a public spirited move generally and decided to assist in every way.

Further revision of hardware prices took place at the meeting and the members of the association are following the market tendencies very closely and marking goods accordingly.

The splendid warm weather has resulted in spring business getting under way most satisfactorily and the general opinion expressed by the merchants was that a most satisfactory year is ahead. An excellent turnover in paints and varnishes has already begun and in the next few weeks the hardware men are looking for one of the best seasons they have ever had. There is a big movement reported in builders' hardware also, with the prospects of even increased business as various contracts get under way. City trade was reported excellent and country trade every bit as good.

Novel Display of Aluminum Ware

London, Ont.—A simple and very attractive plan for obtaining the maximum amount of display value from a window dressed with aluminum utensils was worked out this week by a local store. The floor of the window is covered with the larger articles, with price cards and display cards placed at conspicuous points. At the rear three display tables were arranged on which smaller lines are exhibited. The massed effect of so much shining aluminum is striking in itself and there was no doubt of its effect upon the housewives. Crowds of women were constantly before the window and their discussions regarding the articles on display showed the keen interest they took in the goods. The firm had one of the largest and most successful sales of aluminum ware it has ever had and no small credit for the big turnover is frankly given to the pulling power of the window and the advertising that was used to back it up.

AMONG KINGSTON HARDWARE DEALERS

Kingston, Ont.—At a meeting of the retail hardware men of the city held in the Board of Trade rooms, an association was formed. William Mitchell, who for many years conducted a hardware store on Princess street, and who is now manager of the hardware store of McKelvey & Birch, was elected president, and Allan Lemon secretary. Some years ago the retail hardware men in Kingston had a strong organization, but for some reason there was not the "pep" behind it that was necessary, and interest lagged, and the organization finally went out of existence. However, there is much enthusiasm over the reorganization and much good is looked for as a result of the merchants getting together. Co-operation is the chief keynote of the organization.

The principal item of business before the initial meeting was that of working out a system for the merchants to keep tab on bad debts. It is the intention of the merchants to stand together and, by co-operation, they intend to minimize the bad debt evil.

It is the intention of the association to meet from time to time and take up matters of interest to the trade.

* * *

Kingston, Ont.—Hardware men here report that while business was slack in many lines up till the beginning of this week, the usual spring rush has now commenced. There is a keen demand for garden tools, paints and varnish.

* * *

Lemmon & Sons have been very busy installing boilers in cheese factories in this district. A boiler has just been installed in the cheese factory at Battersea, and the firm is now engaged on one in the cheese factory at Murvale.

* * *

Kingston Business Men Make Tax Recommendations

Kingston.—The Board of Trade has passed a resolution strongly recommending that the present tax, known as the two per cent. sales tax, be increased to the extent thought wise by the Government to provide the revenue that the Government may decide should be produced by a tax on business.

In the board's judgment, this method of taxation, a tax on invoice, or a tax at the source, is the only one under which a retail business tax can be collected economically and with fairness to all.

The board objects to a turnover tax or to a tax on total receipts, on the ground that it would be impossible to collect it completely, and would, therefore, with uneven collection, be manifestly unfair.

Form Ad Club

St. John, N.B.—The business men of St. John, N.B., have completed the formation of the St. John Advertising Club, affiliated with the Associated Advertising Clubs of the World. A large number of the leading merchants have become members, and judging by the enthusiasm shown at the meeting during the final arrangements it is going to be one of the most important clubs of its kind in Canada. The officers are as follows: President, R. A. Macauley; vice-president, S. L. Emerson (of Emerson & Fisher, Ltd.); secretary-treasurer, T. F. Drummie; additional members of the executive, R. H. Watts, H. V. MacKinnon, S. K. Smith, H. H. Scovil. The object of the club is to study advertising as applied to individual and community enterprises.

* * *

Discuss Taxation

St. John, N.B.—At the regular meeting of the Board of Trade in St. John, N.B., held on April 4, a resolution was adopted that a tax be placed on the goods at the point of manufacture and point of entry into the country, rather than a turnover tax to be collected from the retailer. A. H. Wetmore, who moved the adoption, said that the idea was not to get rid of taxes. All countries were faced with the necessity of raising large revenues, and different methods had been tried. The turnover tax had been strongly recommended, but the way to apply and collect it had yet to be worked out. The chance of evading it was also great. The cost of administration and checking up the tax would also be large. Instead of collecting three or four turnover taxes one tax could be collected at the point of manufacture. The question was not how to evade the tax, but how to distribute it equitably among the people and be sure of the government collecting it.

Additions to Staff of the Torrington Co.

Announcement is made at the general offices of the Torrington Company, Torrington, Conn., of the addition of A. W. Calendar to the Canadian sales staff of the Torrington Electric Vacuum Cleaner organization. Mr. Calendar will make his headquarters at Toronto. The announcement follows the establishment of a new Canadian production unit on vacuum cleaners at Upper Bedford, near Montreal. F. A. Loudon will continue to act as representative for the Upper Provinces, with headquarters at Upper Bedford. Mr. Calendar was formerly office manager at the Springfield, Mass., needle plant of the Torrington Company.

Hardware Letter Box

Information on trade topics will be gladly supplied to subscribers through this department.

EDEN ELECTRIC WASHING MACHINE

Edwin Chown & Son, Kingston, Ont.—Can you give us the address of the manufacturers of the Eden electric washing machine?

(Answer).—The Canadian address is the Gillespie-Eden Corporation, 266 King St. W., Toronto, Ont.

QUICK MEAL OIL STOVE

J. Bundy, Pickering, Ont.—Kindly inform us where we can procure repairs for the Quick Meal No. 30-42 oil stove.

(Answer).—The Jas. Stewart Mfg. Co., Ltd., Woodstock, Ont., can supply you with these.

IRON CEMETERY POSTS

Frank Dafoe, Madoc, Ont.—We have an enquiry for 700 iron posts for marking plots in a cemetery and would be glad to know where we could procure these.

(Answer).—Dennis Wire & Iron Goods Co., London, Ont.; Beatty Bros., Ltd., Fergus, Ont.; Canadian Allis-Chalmers, Ltd., Toronto, Ont.; McGregor & McIntyre, Ltd., Toronto, Ont.; Reid & Brown Structural Steel & Iron Works, Ltd., Toronto, Ont.; Standard Foundry & Machine Co., Ltd. Longeuil, Que.; Aikenhead Architectural Iron Works, Ltd., Toronto, Ont.; Shipway Iron, Bell & Wire Mfg. Co., Ltd., Toronto, Ont.

BANNER CHIEFTAIN STOVE

The George Taylor Hardware Co., Ltd., Timmins, Ont.—Kindly advise us who manufacturesthe Banner Chieftain stove?

(Answer).—We understand this stove is made by the Galt Stove & Furnace Co., Ltd., Galt, Ont.

MAYTAG WASHING MACHINE

John E. Ford, Comber, Ont.—Please let us know who handles the Maytag washing machine in Ontario?

(Answer).—Our information is that there is no Ontario distributor at present. Whites, Ltd., Collingwood, Ont., used to handle this machine, but have discontinued it. You could get machine or parts from the Maytag Co., Winnipeg, Manitoba, or Newton, Iowa.

PREMIER VACUUM CLEANER

J. G. Tweddle, Fergus, Ont.—Could you advise us where we could procure repairs for the Premier Vacuum Cleaner?

(Answer).—The Electric Vacuum Cleaner Co., Cleveland, Ohio, are the manufacturers of this machine. The Canadian branch is the Premier Vacuum Cleaner Co., 28 Adelaide St. E., Toronto, Ont., from whom repairs can be obtained. The Canadian General Electric Co., Ltd., King St. W., Toronto,

BATHROOM FITTINGS

M. Weichel & Son, Ltd., Waterloo, Ont.—Kindly advise us who are the makers in Canada of nickel-plated and white-enameled bathroom fixtures?

Answer.—The Gendron Mfg. Co., Ltd., Toronto, Ont.; Kinzinger, Bruce & Co., Ltd., Niagara Falls, Ont.; The Jas. Morrison Brass Mfg. Co., Ltd., Toronto, Ont.; The Jas. Robertson Co., Ltd., Toronto, Ont.

SUNBEAM OAK REPAIRS

W. A. MacLaren, Hensall, Ont.—Kindly advise us where we could get repairs for the Sunbeam Oak heater?

Answer.—This heater is made by the McClary Mfg. Co., Ltd., London, Ont., etc., and they can furnish you with all repairs.

EXCELSIOR MANUFACTURERS

Kelly & LeDuc, Hull, Que.—Can you give us a list of firms manufacturing excelsior?

Answer.—Following are Canadian manufacturers and a few U.S. firms: Rankin & Co., Toronto, Ont.; Atkins & Hardy, Owen Sound, Ont.; Delany & Pettit, Ltd., Toronto, Ont.; Excelsior & Wood Wool Co., Ltd., Toronto, Ont.; Fibre de Bois Compagnie, St. Gabriel de Brandon, Que.; Hopper Bros., Truro, N.S.; Nova Scotia Bedding Co., Ltd., Windsor Junction, N.S.; Restmore Mfg. Co., Vancouver, B.C.; Wm. Rutherford & Sons, Ltd., Montreal, Que.; Simmons, Ltd., Montreal, Que.; Jesse B. Snyder, Floradale, Ont.; Roswell B. Warner, Inwood, Ont..

POLISHING LATHE AND MOTOR

Frederic Sara & Co., Calgary, Alta.—Can you give us the names of some firms who could supply a small polishing lathe with 220 electric motor?

Answer.—The Canadian Machinery Corporation, Galt, Ont.; The Garlock-Walker Machinery Co., Ltd., Toronto, Ont.; The Canadian Hanson Van Winkle Co., Ltd., Toronto, Ont.; H. W. Petrie, Ltd., Toronto, Ont.; The A. R. Williams Machinery Co., Ltd., Toronto, Ont.

PHONOGRAPH MOTORS

Samson & Filion, Quebec City, Que.—Can you give us the names of firms manufacturing phonograph motors?

Answer.—W. H. Banfield & Sons, Toronto, Ont.; General Phonographs Corporation of Canada, Ltd., Toronto and Kitchener, Ont.; The Russell Motor Co., Ltd., Toronto, Ont.; Stephenson, Inc., 1 W 34th St., New York, N.Y.; The Thomas Mfg. Co., Dayton, Ohio; Leonard Markets, 165 William St., New York, N.Y.

COMBINATION MOP WRINGERS

Thompson & Sutherland, Ltd., New Glasgow, N.S.—Can you give us the names of Canadian manufacturers of combination mop wringers and buckets?

Answer—Our information is that there is no Canadian manufacturer of these goods and they are all imported. The following is a list of manufacturers: Theo J. Ely Mfg. Co., 25th and Ash Sts., Erie, Pa.; Erie Mop & Wringer Co., Erie, Pa.; United States Mop Co., Toledo, Ohio; Bushnell Novelty Co., Mansfield, Ohio; Bouquet-Brownson Co., St. Paul, Minn.

Catalogs and Booklets

A review of new catalogs, etc., as published by manufacturers, wholesalers and others in the trade for the information of hardware dealers.

VITRIFIED CLAY PRODUCTS

The Vitrified Clay Pipe Publicity Bureau of 9 East Wellington St., Toronto, Ont., have issued a brochure on the construction of chimneys based on the recommendations of the National Board of Underwriters. The booklet, which is illustrated by diagrams and plates, shows the methods advocated by experts to insure safety and security from fire risks in constructing chimneys and flues, and also safe methods to follow in building fireplaces in dwelling houses. Illustrations are also shown of top finishes of chimneys and roof flashings. Those interested in the subject are invited to write to above address for a copy of Bulletin No. 10.

"LINOGRAMS"

A booklet entitled "Linograms" and which is the first of what is intended to be a series has been published by the Dominion Oilcloth & Linoleum Co., Ltd., Montreal, Que. Linograms is an illustrated 16-page, 6 in. by 9 in. booklet printed in colors and is stated to be published in the interests of Canadian merchants selling floor coverings and to create increased interest in the sale of linoleum, floor oilcloth and rugs. Sale helps, window trimming ideas and advertising suggestions are a few of the features in this issue and merchants handling this line or contemplating doing so are invited to write for a copy of the booklet.

Trade Enquiries

Names and addresses of enquirers can be obtained only by those interested in such lines upon application to Hardware and Metal. Please quote reference number when requiring addresses.

2889. **Closet seats.**—A Liverpool firm ask for quotations on polished and unpolished birch, polished stained oak, and stained mahogany closet seats.

2890. **Closet seats.**—A Liverpool firm inquire for plain ring, single extension, and double extension closet seats in stained and polished hardwood.

2891. **Electric fans for steamships.** — A Liverpool firm make inquiry for electric fans for steamships.

2892. **Electric heating and cooking apparatus.**—A Liverpool firm are interested in offers of the above.

2893. **Representation in South Africa.**—The managing director of an important firm of manufacturers' agents, with numerous branches in South Africa and Natal, will arrive in Canada shortly and desires to get into communication with Canadian manufacturers with a view to representation. He has a thorough knowledge of South African trade and has been a manufacturers' agent for about fifteen years; is principally interested in carpets, linoleum, hardware and similar goods.

2907. **Asbestos, leather belting, electric material, and other technical articles.** — A Milanese house are anxious to open up correspondence with Canadian firms.

Letters to the Editor

Communications expressing the opinions of subscribers concerning matters of interest to the trade.

Editor, Hardware and Metal:

The following happened this week: A farmer near our town or who trades here, but not a very heavy buyer from us, has respectfully informed us that he could buy from the catalogue house at much lower prices, etc., than in Grand Prairie. He came in yesterday and asked us to go on his note at the ——— bank for about $130. We explained that our bankers and wholesale firms would not allow us to do this and wanted to know why he had to have this money. He informed us that a certain stove firm peddled ranges through this section a little over one year ago, selling them on time. He bought one although the writer informed him we sold a range at a lower price and much better range. We also pointed out that these people had neither conscience nor sentiment but would demand their pound of flesh when the note came due or issue a writ and this is what he wanted the money for, to pay them off or writ would be issued.

We made a proposition to him and will advise you how we come out.

Those range people peddle ranges through Alberta under a Dominion license and do not have to take out a municipal license. How is that?

In closing my advice to the retail hardware men; Join the Retail Merchants' Association and get your competitors to join. The best $20 or $25 fees you ever spent. James Kellas, the Provincial Secretary in our Province, is a wonder, and I cannot see why the retailer who in the past has been a football for the financial institutions, manufacturers, wholesalers and customers, should not come into his own. Join the association, boys, whether you are in Alberta or Prince Edward Island.

L. C. Porteous
Porteous Hardware Co., Ltd.
Grand Prairie, Alta.

Twenty Years Ago

Items of interest reprinted from Hardware and Metal of April 20, 1901:

"The Vancouver branch of the James Robertson Co., Montreal and Toronto, has been reorganized. C. A. Godson, who acted as manager of the Vancouver branch, has been admitted into full partnership and the firm will now be known as the Robertson-Godson Co."

* * *

"A. A. Brown, representative of the McClary Mfg. Co., Montreal, who traveled for many years all over Ontario, has just been elected to the position of elder of St. Paul's Presbyterian Church, Montreal."

* * *

"The Gurney-Tilden Co., Hamilton, have added a storey to their foundry building and have secured land for further additions."

* * *

"Incorporation notices include the Sydney Hardware Co., Ltd., Sydney, N.S.; Munro & McIntyre, starting hardware business in Alvinston, Ont.; the Acadia Copper Co., Ltd., Halifax."

* * *

"Mr. Harry Dwight Smith, manager of the promoting department of the Sherwin-Williams Co., Cleveland, and editor of the company's two bright publications, has paid a visit to the New York, Boston and Montreal branches of the company."

* * *

"Lewis Bros. & Co., Montreal, Canadian agents for the Birmingham Small Arms Co., Ltd., expect to do a good trade in military rifles this summer. It is thought that the military spirit engendered by the South African war will lead to a more widespread use of the rifle in Canada."

* * *

"H. S. Howland, Sons & Co., are in receipt of a shipment of Boker's fencing pliers. They are also in receipt of a shipment of copper-plated oilers which can be retailed at 10 cents each."

* * *

"The D. Moore Co., Hamilton, have added a storey to their foundry building and have secured land for further additions."

* * *

"We can safely say that catalog No. 40, Caverhill, Learmont & Co., Montreal, is the best hardware catalog ever published by a Canadian house. It is a book of dictionary size. There are over 1,000 pages, each 9 x 12, bound in heavy, serviceable cloth with leather corners."

* * *

"C. H. Whetworth, who is opening a new store in Smith's Falls, was in Montreal during the past week placing orders for goods."

* * *

Roofing Concern Changes Its Name

Standard Paint Co. of Canada, Ltd., to be Known as the Ruberoid Co., Ltd., Montreal

MONTREAL.—The Standard Paint Company of Canada, Ltd., the manufacturers of roofing, etc., for many years, has changed its name to the Ruberoid Co., Ltd.

This change is made in order to create a closer connection between the name of the products, which have always been marketed under the name Ruberoid, and the title of the company.

The change will in no way affect the products or the personnel of this concern. The Ruberoid Co., Limited, will continue the manufacture of the same products and maintain the same high standards that have always characterized the manufacturing processes and sales policies of the Standard Paint Company of Canada, Ltd.

The offices and plants of the Ruberoid Co., Limited, will be the ones operated by the Standard Paint Company of Canada, Ltd.

Old Country Manufacturer Comments on Canada's Prosperity

Manufacturers in United Kingdom, he States, Have Not The Same Advantages Over Other Countries as in Pre-War Days—No Cheap Labor, Coal or Transportation

DAVID PERRY, of Perry and Hope, Glasgow, Scotland, manufacturers of colorings, zinc oxide, etc., has been in Canada for some time. Discussing business conditions with a representative of Hardware and Metal, he remarked that here in Canada he thought there was a good deal of prosperity, and Canadian business men were not suffering from trade depression to the same extent as other countries. Mr. Perry, with his wife and daughter, is returning to Scotland at the end of this week, after a five months' tour around the world. He had just come across Canada from Vancouver, on his arrival there from Australia. He has had an opportunity to study conditions in Australia, New Zealand and now in Canada.

Not the Same Advantages

"Conditions are very much better here than in the Old Land, although there is some improvement over there," Mr. Perry added. "Old Country manufacturers, however, since the war, have not the same advantages over manufacturers on this side as they had once. We have no longer any such thing as cheap labor, cheap coal or cheap transportation. These things have passed, and competition is more difficult. It just seems that all the tariff of the world are a wall around us. As a result of these new conditions, a great deal of new manufacturing is going to open up in the colonies.

Want Canadian Business

"As regards our own business, we are not selling in the Canadian market to any extent. Some years ago it was our intention to open a factory in Canada, but the idea was abandoned. Ultimately it might be that we will locate in Canada. During my short stay in Canada I have come to the conclusion that there is a big field here. Owing to the unfavorable exchange situation existing between Canada and the United States there is an evident desire to buy in the Old Land, Canadian buyers being able to profit by our unfavorable exchange in Canada."

Mr. Perry is also keenly interested in the re-establishment of soldiers, and in New Zealand. Australia and Canada, has been giving some study to the problem as dealt with in these countries. He is actively engaged in his own city of Glasgow with this matter, as he was during the war, with the entertainment and care of soldiers from the colonies as well as from the British Isles.

New Industry

Mt. Dennis, Ont.—A Brantford firm engaged in the manufacture of fireproof shingles has secured a site in Mount Dennis and are proceeding to build at once. Their employment roll is guaranteed as being between 300 and 400, and their output from 40 to 60 cars a week.

General Forgings and Stampings, Ltd., has been incorporated to manufacture, sell and deal, etc., in automobiles, motor trucks, and vehicles of all kinds, with capital stock of $900,000 and head office at Merritton, Ont.

* * *

The Happy Thought Foundry Co., Ltd., to carry on the business of manufacturers and dealers in furnaces, general machinery, iron founding, etc., with capital stock of $500,000 and head office at Brantford, Ont.



These two pages will give the B-H agent some idea of the extensive publicity we give to all the B-H products.

In every town where we have an agent there appear in the local newspaper, advertisements such as are suggested here.

All very attractively displayed and imprinted with the name and address of the B-H agent—all drawing attention to his store where

"The Better Paint"

can be obtained—where may also be found a suitable product for every requirement in which a brush is used.

Write us for our Agency Proposition

If interested tear out this page and place with letters to be answered.

B-H Advertising Campaign



"Save the surface and you save all"— Paint & Varnish

BRANDRAM-HENDERSON LIMITED

Outside the B-H agent's store is fixed the flange sign which instantly identifies his place as the headquarters for

"The Better Paint"

In the immediate vicinity there will be posters and field signs featuring the famous "Three Can Display"—influencing, centralizing and directing the trade of the district to the store where B-H products are obtainable. Circulars by mail make a personal appeal, and thus round off what has been proved in hundreds of cases to be one of the most effective advertising campaigns ever put on.

Write us for our Agency Proposition







HENDERSON

LIMITED

MEDICINE HAT CALGARY EDMONTON VANCOUVER

If interested tear out this page and place with letters to be answered.

New Hardware Goods

OFFERED TO CANADIAN HARDWAREMEN

MITCHELL STEERING WHEEL

The Mitchell Brass Foundry, Windsor, Ont., are manufacturing a clear room steering wheel for use in all cars having gasoline and spark throttles below the steering wheel. Several advantages are claimed for the Mitchell clear room steering wheel, and it is said to offer a secure and efficient lock, preventing theft, with comfort in getting in and out of car and



Mitchell Clear Room Wheel

a better steering wheel than the one usually included with the car. The operation of locking wheel and of removing and replacing same are stated to be very simple and easy, and the limited space in small cars is no disadvantage. To operate pull out the spring bolt and lift up and away from the steering column. To detach the wheel tilt and then lift upwards. There is no mechanical contrivance to get out of order. The wheel has a walnut finish wood rim with an aluminum spider and is made in 15-inch and 17-inch sizes.

BEEBY UNITY RANGES

Beeby & Aikins, Ltd., Ottawa, Ont., in introducing the Unity line of ranges claim that they are unique in that they embody a combination of new ideas not found in other lines.

It is stated that the Unity range will burn anything that is combustible with efficiency and economy, using wood, coal of any kind, and natural or artificial gas. The manufacturers claim that the construction and performance of the Unity gas burner gives the range outstanding merit and forms the basic principle of a new departure in the construction of a cooking range. The burner is stated to be so designed that the movement of the gas valve handle automatically controls and regulates the right proportion of primary and secondary air and gas to produce the proper combustion, overcomes the objectionable back fire in the mixing chamber, and removes a menace to health by reducing four-fifths of the carbon monoxide gas. It is stated that the burners will burn equally as well with a coal fire as without, being protected both from deposits of soot, dust and ashes as well as from the accidental boiling over of utensils. The ovens are 18 inches by 12 inches in the opening. The range is provided with a hot blast air chamber which is claimed to prevent the condensation of gases which are ordinarily wasted and preventing the formation of smoke when soft coal is used. The water front is a steel coil pipe embedded in the fire front plate presenting more surface to the fire and less liable to crack than the cast iron type, it is claimed.

The Beeby Unity range is made in four types, A for coal, wood or gas, B for gas with fireless oven, C for gas with duplex oven, and D for coal and wood.

"SPECO" FOR SOLDERING

The Special Chemicals Co., Highland Park, Ill., are manufacturing and are shortly placing on the Canadian market a new form of sal ammoniac for cleaning and tinning soldering irons, called "Speco." It is said to be the only completely fused form of sal ammoniac. The makers claim that it is supplanting the crystalline form of lump sal ammoniac with its dirt, waste and inconvenience. In Speco the crystals are



"Speco" Soldering

made into a solid block without binder or undesirable foreign substance, it is stated, and one pound of Speco is said to go as far as five times as much lump sal ammoniac.

It is put up in ½ and 1-pound cakes in individual cartons and is claimed to be unaffected by atmospheric conditions, to keep indefinitely, is odorless and can be carried without danger of rusting tools.

UPRESSIT SHAKER COVERS

The Upressit Corporation of New York City is putting on the Canadian market a device for salt and pepper shakers designed to keep the holes free during hot and damp weather. To clear the holes a pressure at the centre of the shaker is necessary. The Upressit shaker top may be removed and replaced by a simple pressure of the finger. The pressure expands therein, thus permit-



"Upressit" Shaker Tops

ting the cap to be removed. To close again the rim is pressed and the shaker is resealed. The Upressit shaker is of white glass artificially fluted. The cap is plated with silver. The Upressit Products Corporation also manufactures Upressit caps for bottles, tins, jars, etc. The illustrations show the salt and pepper shakers.

"NUREXFORM" DRY LEAD ARSENATE

A new form of lead arsenate for spraying is being put on the Canadian market by the Canada Rex Spray Co., Ltd., Brighton, Ont., and has been called "NuRexform." This product is said to be the result of extensive experiments, and the following claims are made for it—that it stays in suspension in water all day; covers the surface of leaf and fruit better than the old forms of lead arsenate; is more adhesive and will not wash off. The old form of lead arsenate when sprayed on foliage is said to collect or draw together in spots and particles, leaving a large percentage of the surface with no protective covering at all. This defect is claimed by the makers to have been overcome by the invention of "NuRexform," and its use is said to give fruit and vegetable growers greater protection against insect pests.

Weekly Hardware Market Reports

STATEMENTS FROM BUYING CENTRES

MARKETS AT A GLANCE

FURTHER price reductions on hardware lines are the chief feature of the hardware markets. Lower prices are now in effect on wire and cut nails, and on bright and galvanized fence staples, logging tools, sash weights, wrought iron washers, leather belting, iron bench screws, cotter pins, boiler rivets, wire clothes lines, pipe wrenches and linseed oil. Some makes of padlocks have been considerably reduced in price and lower quotations are made for fall booking on ash sifters, sleigh bells and chimes, lantern globes, and lamp chimneys.

An advance has been made in the price of veneered chair seats, while heavy hardware, including bar iron and steel, wrought pipe, black and galvanized sheets, show little change. The scrap market continues at a low ebb with little sign of improvement. The ingot metal market continues dull although prices are holding fairly well. The British strike is affecting the situation.

The feature of the week in the steel markets is the announcement of price revisions by the U.S. Steel Corporation. Substantial reductions have been made in prices of several steel products. The effect on the market will be seen later. On many products the new prices will enable them to be sold at recent quotations and allow a profit where formerly such prices were sacrifice quotations to close out stocks. Buying in the steel and metal markets is still largely confined to actual requirements and conditions are not considered favorable for heavy buying. Wholesalers state that their sales are showing a steady improvement and business is increasing in volume. Some repeats on booked orders for spring goods are reported and with stocks unusually low it is believed that there will be need of replacement as the season advances.

Montreal Markets

MONTREAL, April 14.—Featuring the hardware markets this week is the reduction on wire nails, cut nails and fence staples. Wire nails are now quoted at $4.55 base, f.o.b. Montreal, cut nails $5.10 base, galvanized and bright staples at $6.25 and $5.25 respectively. Logging tools show a decline of approximately 15 per cent. Iron bench screws and sash weights are also lower. Wrought iron washers are now selling at 50 per cent. off list.

For fall deliveries, lamp chimneys, lantern globes, sleigh bells and chimes are shown at reduced prices. Boat nails and boiler rivets are also among the declines. The only advance for the week is on chair seats, these having been advanced about 10 per cent. In the heavy goods, sheets, corrugated sheets, bar iron and steel, lead products, pipe and pipe fittings are remaining unchanged, while ingot metals also hold well.

Wrought Iron Washers Lower

Montreal.

There has been a change in discount on wrought iron washers, and these are now selling at 50 per cent. off list, formerly being 45 per cent. off.

Cotter Pins 82½-20 P.C. Off

Montreal.

Cotter pins will now cost less, the new discount being 82½ and 20 per cent. off list prices.

Lumbering Tools Down

Montreal.

A reduction of approximately 15 per cent. has been made on logging tools, including such articles as pike poles, canthooks, peavies, etc. The former discount was 5 per cent. off, while the new discount is 20 per cent. off list prices.

Wire Nails $4.55 Base

Montreal.

Wire nails have been reduced in price, and the new quotation f.o.b. Montreal is $4.55 base. This is a reduction of 45 cents per keg or 9 per cent. Sales of wire nails are continuing smaller than other years at this time, but they are moving in fairly good volume in small shipments. New construction will be the only factor to bring on an increased demand as dealers are only buying for actual requirements and no increase in sales is made by the reductions coming through the last few months.

Cut Nails Also Reduced

Montreal.

Cut nails also show a decline of 65 cents per keg in price. The new quotation f.o.b. Montreal is $5.10 base.

Decline in Chimneys and Globes

Montreal.

It is understood at time of going to press that a reduction of approximately 5 per cent. was made on lamp chimneys and lantern globes, but new net prices were not available.

Better Movement in Corrugated Sheets

Montreal.

A decided increase in business is reported on corrugated sheets after a quiet period of winter months when dealers were not placing their orders for spring requirements. Merchants throughout the country are still purchasing in small quantities, but the actual demand has apparently followed the open weather. Following are the unchanged quotations, although there is a variation of prices on the two lighter gauges, with slightly better prices obtainable.

CORRUGATED SHEETS—	Per 100 Sq. Ft.
No. 28 gauge	9 50
No. 26 gauge	10 25
No. 24 gauge	16 00
No. 22 gauge	19 00
No. 20 gauge	22 00
No. 18 gauge	28 00

Less 7½%.

Lighter than 24 gauge and wider than 27 inches, 75c a square extra.

Sheet Sales Small

Montreal.

There is a little better demand for sheets, both black and galvanized, but hardly worthy of note. Present stocks are fully ample, and jobbers are not encouraged to buy except in accordance with sales now being made. The report of an advance in steel prices in the United States from sources that have been offering attractive figures did not come as a surprise to many dealers, and one local jobber stated he expected it and wondered it did not come at an earlier date. It is apparent that recent quotations from many U. S. fields were below productive costs, and failed to locate any

revival or activity in their output. The action taken by the Steel Corporation of lowering the prices on their output is also looked on with general interest. Local prices are nominally unchanged this week but are quoted as having a range, as a variation exists from different quarters. Following are the quotations:

PLATES—	
10 gauge	6 25
12 gauge	6 30
14 gauge	6 45
16 gauge	6 55
BLACK SHEETS—	
10 gauge	6 50
12 gauge	6 55
14 gauge	6 60
16 gauge	6 80
18-20 gauge	7 95
22-24 gauge	8 00
26 gauge	8 10
28 gauge	8 20

Sheets 36 in. wide, 10c per 100 lbs. extra.

GALVANZED SHEETS—

U.S. Standard—

10¾ oz.	9 25	10 25
28 gauge	8 75	9 75
26 gauge	8 50	9 50
22 to 24 gauge	8 35	9 35
20 gauge	8 15	9 15
18 gauge	8 15	9 15
16 gauge	8 00	9 00
14 gauge	8 15	9 00
12 gauge	8 00	9 00

English Standard—	Queen Head	Fleur-de-Lis
28 gauge	10 75	10 00
26 gauge	10 50	9 75
24 gauge	9 90	9 35
22 gauge	9 55	8 90
18 and 20 gauge	8 85	8 75

NOTE.—These prices are for full bundles, an extra charge of 25c to 35c per 100 lbs. is made for broken lots. These quotations are nominal.

Sleigh Bells Will Cost Less

Montreal.

Of interest to those who book for fall delivery on sleigh bells and chimes will be the announcement of a reduction of approximately 5 per cent. on the lines manufactured by C. O. Clarke & Bro.

Decline in Boat Nails

Montreal.

Through a change in discounts boat nails are now lowered in price. The new discount on black is 60 per cent. off, and galvanized 45 per cent.

Fence Staples 50 Cents Lower

Montreal.

Wire fence staples, both bright and galvanized, show a reduction of 50 cents per 100 pounds this week. Following are the new quotations:

FENCE STAPLES—	Kegs	Less
Bright	5 25	6 25
Galvanized	6 25	7 25

Boiler Rivets $6.50 Base

Montreal.

There has been a change made in the base price of boiler rivets, and these are now selling at $6.50 base.

Bench Screws Lowered

Montreal.

New lower prices are now quoted on iron bench screws and are as follows: 1 inch, $13.75; 1⅛ inch, $17; 1¼ inch, $20.

No. 50 Harness Buckles List Price

Montreal.

No. 50 harness buckles are now quoted at list price, formerly selling at plus 10 per cent. Steel axle clips are quoted at 10 per cent. off.

Bar Prices Unchanged

Montreal.

The demand for iron and steel bars is still small considering the season of the year, only sorting orders being received. With the curtailment of pig iron production in the United States comes the report of an advance in steel quotations in many quarters, while the Steel Corporation have lowered the prices on their output. Whether this will have any immediate effect on local quotations in the near future is hard to determine at present. Stocks are fairly heavy in local warehouses. Following are present quotations:

Common bar iron, 100 lbs.	4 00
Refined iron	5 50
Iron finished machinery steel	4 05
Mild steel	4 00
Band steel	4 00
Single reeled machinery steel	6 80
Spring steel	6 00
Sleighshoe steel	4 00
Tire steel	4 20
Toe calk steel	4 90
Harrow tooth steel	4 15
Mining tool steel, per lb.	0 23
Black Diamond tool and cast steel	0 23

NOTE—Refined iron is approximately $1.50 per 100 lbs. over base, but fluctuates owing to unsettled market.

Band steel in scroll bdles., 50c per 100 lbs. extra.

Flats, iron and steel, 3-16 and thinner, 50c per 100 lbs. extra.

Scrap Market Does Not Improve

Montreal.

The long period of inactivity in waste materials shows very little improvement, notwithstanding the open weather. Inquiries are not coming to hand in seasonable numbers, and have had a tendency to become less in the last few weeks. Dealers state that the lower prices that were put into effect a week or so ago may have a tendency to open the situation, but with the steel production as it now stands little improvement may be expected in the ferrous metals. Non-ferrous metals are much in the same position, showing practically no demand. Following are the nominal quotations:

DEALERS' BUYING PRICES.

Automobile tires	0 75
Yellow brass	0 05
Red brass	0 08½
Light brass	0 04
Scrap zinc	0 04
Lead, heavy	0 03½
Lead, tea	0 02
Light copper	0 08
Heavy copper	0 10½
Wrought iron, R. Rd., No. 1, per gr. ton.	12 00
Malleable scrap (ton)	11 50
Pipe scrap (ton)	8 00
Stove plate, per ton	18 00
Heavy melting steel	8 50
No. 2 busheling	4 00
Boiler plate	0 08
No. 1 machinery cast, per gr. ton	$25.00 28.00

Compression Goods Hold

Montreal.

Prices are remaining steady on the different lines of compression goods. The business in these continues fair, and brass valves have shown considerable activity during the past few weeks. Following are the present quotations:

Compression work, standard	34%
Fuller work, standard	30%
Bath cocks, compression	25%
Basin cocks, Fuller No. 0	30%
Do., Nos. 1 and 2	30%
Flatway stop and waste cocks, standard	34%
Roundway stop and waste cocks, standard	34%
Brass steam cocks, standard	10%
Radiator valves, standard	23%
Do., removable disc	38%
Globe, angle and check valves, standard	5%
Gate or straightway	Net
Jenkins globe	10%
Jenkins gate valves	10%

Wrought Pipe Fairly Active

Montreal.

There continues a better feeling on wrought iron and steel pipe, and deliveries are now being forwarded in good numbers. The volume of business in piping has kept up fairly well all during the early months of the year, due to dealers being able to replenish their stocks after the shortage the latter end of last year. List No. 50 is now the selling basis, effective March 28, and will be found on current pages.

Pipe Fittings Unchanged

Montreal.

There has been no further change in quotations on the different kinds of fittings since the slight reduction of last week. A good sorting business continues, with stocks now in good shape in practically all kinds and sizes. Following are present quotations:

Bushings, cast	25%
Do., malleable	25%
Flanges	27%
Plugs	22½%
Flange Unions	20%
Dart unions, black	20%
Do., gal.	add 5%
Nipples, ⅛ to 4 in. close and short	40%
Do., long	50%
Do., 4½ to 8 in., close and short	30%
Do., long	40%
Couplings, 4 in. and under	20%
Do., 4½ in. and larger	Net list

Pound goods—	Black	Galv.
Class B	0 20	0 28
Class C	0 13	0 20

Add 10%.

Gasoline and Coal Oil Hold

Montreal.

Quotations on coal oil and gasoline are unchanged. Coal oil is selling at 28 cents, motor grade gasoline at 39 cents and the higher grade at 44 cents. Fuel oil is quoted at 9.40 per gallon in tank cars, 11.40 in barrels.

Chair Seats Advanced

Montreal.

Veneered chair seats are quoted at an advance of approximately 10 per cent. over former prices. Following are the new quotations on the different sizes:

Chair Seats.—12 in., $1.60 dozen; 13 in., $1.70; 14 in., $1.85; 15 in., $2.10; 16 in., $2.35; 18 in., $3.15.

Garden Hose Now Forwarded

Montreal.

Manufacturers of garden hose state that supplies for this season are now nearly all forwarded, and report an exceptionally good year. Many jobbers are shipping, while others are still carrying fairly heavy stocks for later deliveries. Following are quotations on the best selling grades and sizes:

Lawn Hose.—½ in. x 3-ply, plain, 11½c per ft.; ½ in. x 4-ply, plain, 13c; ½ in. corrugated, 19c; ¾ in. x 3-ply, plain, 15½c; ¾ in. x 4-ply, plain, 17c; ¾ in. corrugated, 25c.

Rope Selling Better

Montreal.

A gradual increase in sales of rope is noted but the movement is not as fast as it should be at this season even yet. This year has been very quiet on rope, however the early summer months will no doubt bring a much heavier demand when the actual needs will become

greater. Prices remain unchanged at 24½ cents base for pure Manilla, 20 cents for Beaver or New Zealand hemp, and 18 cents base for sisal and lathyarn.

Lead Products Steady

Montreal.

Prices on all lines of lead products are unchanged. With the firming of pig lead these products have been able to hold on a steady market, and although a reaction would not be surprising to some dealers, lower prices are thought unlikely in the finished products for some little time at least. There is a gradual increase in the demand for all lines, and jobbers are now waiting for the building trade to open, with ample stocks on hand. Prices are as follows:

Lead pipe	0 12½
Lead waste	0 13½
Note.—Lead pipe is subject to a discount of 10%.	
CouplingsLead traps and bends	10% off
Lead wool, lb.	0 13½
Lead sheets, 2½ lbs.	0 11
Do., 3 to 3½ lbs. sq. ft., lb.	0 10¾
Do., 4 to 8 lbs.	0 10
Cut sheets ¼c lb. extra and cut sheets to size, ¾c lb. extra.	
Solder, guaranteed, lb.	0 26
Do., strictly, lb.	0 24
Do., commercial, lb.	0 21
Do., wiping, lb.	0 21¾
Do., wire lb.	0 34
Zinc, sheets, casks	0 14
Do., broken lots	0 15½

Reduction in Sash Weights

Montreal.

A reduction of one half cent per pound has been made on sash weights, both solids and sections. Solids are now selling at $4.50 per 100 pounds, and sectionals at $5.50.

Ingot Metals Hold Well

Montreal.

Markets on the different ingot metals are holding remarkably well. The London market also continues to advance despite discouraging news from that source. It is unlikely, however, that this advance will continue, but it is generally felt that the bottom has been reached on practically all ingots, and any changes in the future will be for the better.

TIN—This metal has advanced steadily in London and has now touched the highest point since the latter part of February. Whether this will be maintained is hard to determine, but this is a decided improvement in tin, as last week it was reported easier. New York continues to hold firm. Local prices are a little higher at 36½ cents.

COPPER—Although copper has been a little easier in New York owing to the fear of exports being cut off, the trade was rather encouraged by the news of an order of 2,000,000 lb. being placed by Germany. With production curtailed as it is, this may have a stimulating effect on the market. Local prices are unchanged at 17¾ cents for casting and 18 cents for electro.

SPELTER—The United States markets remain unchanged on spelter, but a firmer tone has been shown in London. It is generally felt this metal should continue to improve. Local price is unchanged at 8½ cents.

LEAD — Lead shows continued strength in London with steady advances being made. Opinions differ as to the future of this metal, and some state they would not be surprised if a reaction would set in. Local quotations are a little easier at 6½ cents.

ANTIMONY—Stocks of antimony are still quite heavy, while the market remains very dull. Chinese antimony is quoted at 7½ cents, high grade English 8½ cents.

ALUMINUM—Business is still reported dull in aluminum, with price remaining unchanged at 35 cents.

Toronto Markets

TORONTO, April 14.—The chief feature of the price changes this week is the reduction in wire nails and fence staples. Leather belting has been reduced about 10 per cent. Other declines include pipe fittings, pipe wrenches, padlocks, cotter pins, mops, wire clothes lines, ash sifters, and lamp chimneys and lantern globes.

Black and galvanized sheets are showing some lower quotations, but prices are holding on corrugated sheets, bar iron and steel, wrought pipe and other heavy hardware lines. There is little business reported in ingot metals and prices are showing little change.

A better business is reported in shelf hardware and in spring and summer lines which are moving satisfactorily although in smaller lots than last season. Some repeats on booked spring orders are already reported, showing that stocks are not heavy and need early replacement.

Fence Staples Are Down

Toronto.

A reduction of 50 cents per 100 pounds is reported on fence staples, both bright and galvanized. The new quotations on these are the following:

FENCE STAPLES—

	25-lb. boxes.	100-lb. kegs.
Bright, per cwt.	$6 25	$5 25
Galvanized, per cwt.	7 25	6 25

Wire Nails Reduced 45 Cents

Toronto.

A reduction has been made in the price of wire nails and the new base price is 45 cents per keg lower. The new base price is $4.65 per keg, f.o.b. Toronto, Hamilton, London, or Milton, and $4.75, Collingwood and Owen Sound.

Trimo Wrenches are Lower

Toronto.

A decline has taken place in the price of the Trimo wrench and the new net prices of these are as follows:

TRIMO WRENCHES—

8 inch, per dozen	$16 90
10 inch, per dozen	18 80
14 inch, per dozen	26 25
18 inch, per dozen	37 50
24 inch, per dozen	54 50

U. S. STEEL CORPORATION MAKES SUBSTANTIAL PRICE REDUCTIONS

The anticipated action of the U. S. Steel Corporation in reducing prices has materialized with an announcement by E. H. Gary of substantial reductions in the base selling price of the company's products. The new prices become effective immediately and are as follows:

Heavier billets, 4x4, from $38.50 to $37 a gross ton; slabs, $42 to $38 a gross ton; sheet bars and small billets, $47 to $39 a gross ton; bars, $2.35 to $2.10 per 100 pounds; plate, $2.65 to $2.20 per 100 pounds; structural, $2.45 to $2.20 per 100 pounds; wire rods, $57 to $48 a gross ton; plain wire base, $3.35 to $3 per 100 pounds; tin plate, $7 to $6.25 per base box; wire nails, per keg, $3.25, base.

New Carpenter's Chalk Prices

Toronto.

Prices on carpenter's chalk have been revised and the new quotations are as follows: Red and blue, per gross net, $2.65; white, $2.15.

Revisions in Fittings

Toronto.

Some further revisions have been made in fittings and the declines range from about 5 to 7 per cent. Cast iron fittings are now quoted at 20 per cent. off list. The old discount was 15 per cent. Bushings go from 25 to 30 per cent. off. Unions from 30 and 35 per cent. to 35 and 40 per cent. Dart Unions also show a decline. Sales are yet light and little orders except for present requirements are reported. The following are the present quotations:

Cast iron fittings	20%
Plugs, cast iron	27½%
Do., solid	10%
Do., countersunk	net
Bushings	30%
Unions, ¼-in. to 2-in.	40%
Do., ⅛ in., 2½ to 4 in.	35%
Flanged Unions	20%
Dart Unions, blk., ¼ to 2 in.	29%
Do., ⅛ in., 2½ to 4 in.	14%
Do., galvd., add to black	**30%**
Nipples, blk. and galvd., ⅛ to 4 in., close and short	40%
Do., 4½ in. and larger	**30%**
Do., long, ⅛ in. to 4 in.	50%
Do., 4½ in. and larger	40%
Do., running thread	**20%**
Couplings, 4-in. and under	**20%**

MALLEABLE FITTINGS

	Black.	Galvanized
Class A	0 60	0 75
Class B	0 23	0 32½
Class C	0 15	0 23

Miller Padlocks are Lower

Toronto.

A reduction has been made in the price of Miller padlocks, amounting in most lines to about 20 per cent.

Stillson Wrenches Lower

Toronto.

The Canadian make of Stillson wrench has been further reduced in price and is now quoted at 50 per cent. off list. The new net prices figured at this discount are the following:

Net prices.
6 in., each, $1; 8 in., $1.13; 10 in., $1.25; 14 in., $1.75; 18 in., $2.50; 24 in., $3.63; 36 in., $6.75.

Cord Mops Are Reduced

Toronto.

There has been a decline in the price of the heavy twisted twine mops of the Dandy or Challenge type, and these are now selling about 20 per cent. lower.

Wire Clothes Lines Down

Toronto.

A reduction has been made in the price of galvanized wire clothes lines and these are now quoted approximately 10 per cent. lower.

House Numbers in Demand

Toronto.

At this time of the year there is a good call for house numbers owing to removals, house cleaning, etc., and the different kinds, brass, white enamel and aluminum, are selling well. The aluminum have been reduced in price recently and are now put up on handy display cards.

Hammock Hooks are Lower

Toronto.

Hammock hooks are beginning to move now and the swivel plate hook is quoted at $1.20 per single dozen.

Lamp Chimneys are Reduced

Toronto.

A decline has taken place in the price of lamp chimneys and in case lots of six dozen these are now quoted at $11.25 for size B and $13.85 for size A.

Decline in Lantern Globes

Toronto.

Lantern globes have been reduced in price and the long or short pattern are now quoted per dozen as follows: 1 dozen lots, $1.65; 3 dozens, $1.55; 6 dozens at $1.35 per dozen. This is a decline of about 15 per cent.

Stoves and Ranges

Toronto.

This is usually regarded as a quiet time for stoves and ranges, but within the next few months many young couples are just starting housekeeping and will be needing cook stoves and ranges, and in the spring there are always a good number of ranges sold to customers who are changing their place of abode. Many lines of cook stoves and ranges have been recently reduced about 10 per cent. as was reported a short time back. The booking for fall delivery has hardly started yet and manufacturers state that present stocks are not large and a good-sized order would in many cases be hard to fill. Materials are easier to procure than was the case last season and it is anticipated that stocks will be in better shape for the coming season. Gas ranges and combination ranges of gas and coal and wood are meeting with a good demand, and there is a good, steady, growing sale for electric ranges and cook stoves.

Oil Stoves in Demand

Toronto.

Orders booked during the winter for oil stoves are now going forward, and with the approach of warmer weather a good movement is looked for, although the blue flame oil stove is practically an all the year round seller now. Some repeats of booked orders are already reported and are due probably to the fact that many retailers placed smaller orders than usual at the end of last season. There has been no change of prices since last spring and these are quoted at the same prices which were in effect at the end of last summer.

Corrugated Sheets Improve

Toronto.

A continued improvement in the demand for corrugated sheets is reported, though smaller than normal. Prices remain firm and quotations are the following:

CORRUGATED SHEETS—	Per 100 Sq. Ft.
No. 28 gauge	9 50
No. 26 gauge	10 25
No. 24 gauge	16 00
No. 22 gauge	19 00
No. 20 gauge	22 00
No. 18 gauge	28 00

Less 7½%.

Lighter than 24 gauge and wider than 27 inches, 75c a square extra.

Lawn Mowers Being Shipped

Toronto.

Booked orders for lawn mowers have in most cases been shipped out and are reported to be generally lighter than last year. It appears as if retailers have ordered less than their usual requirements and with an ordinary demand there is likely to be a sorting up required before the season is far advanced. Prices are holding firm at the quotations made last fall.

Booked Rope Orders Moving

Toronto.

Spring shipments of rope are being made and a smaller buying tendency is reported. Stocks are not regarded as heavy and wholesalers look for repeat orders to make up for smaller spring shipments. Prices are unchanged and quotations will be found on current market pages.

Compression Work Unchanged

Toronto.

No changes are reported in prices of compression work, though a downward tendency is expected by some on valves, following reductions on some of these lines in the United States. Business continues light for this season of the year, but some slight improvement is shown in some directions. Quotations are as follows:

Compression work, standard	34%
Fuller work, standard	30%
Bath cocks, compression	25%
Do., Fuller	25%
Flatway stop and waste cocks, standard	34%
Roundaway stop and waste cocks, standard	34%
Brass steam cocks, standard	10%
Globe, angle and check valves, standard	5%
J.M.T.	10%
J.M.T. C.	15%
J.M.T. Gate Valves	15%
Gate or straightway	7/10%
Jenkins Globe	10%
Radiator valves, standard	23%
Do., removable disc	38%
Basin Cocks—	
No. 1 and 1, Fuller pattern	30%
Quick opening	28%
Emco J. D. Valves	10%
Emco Check Valves	10%
Webber Gate Valves	15%

Coal Oil Prices Hold

Toronto.

Prices on coal oil and gasoline are holding unchanged. The quotations for oil are 27 cents to 30 cents per gallon according to grade, and motor grade gasoline is quoted at 38 cents net.

Bar Iron is Slow

Toronto.

No changes are reported here in bar iron or steel prices. Business is stated by wholesalers to be light and showing very few signs of improvement. Consumers are not anxious to buy or place orders beyond their immediate requirements and it is said not to be a question of price at all. It is reported that some of the mill prices in the Youngstown district have been advanced on steel bars this last week "to bring selling price more in line with the cost of production." At the same time some of the leading producers in the Chicago district have made cuts of $6 a ton in bar iron. The following quotations are general here:

Common bar steel, 3-16 in.	$ 4 50
Common bar steel, ¼ in. and heavier	4 00
Common bar iron, 3-16 in	4 50
Common bar iron, ¼ in. and heavier	4 00
Angle base	4 10
Horseshoe iron	6 00
Tire steel	5 25
Band steel	4 50
Spring steel	12 75
Crucible Cast Sheet Steel	**35 00**
Mining drill steel	23 00
Common Cast Tool Steel	**20 00**
Sleigh shoe steel	4 50
Norway iron	**15 00**
Toe caulk iron	6 75
Hoop Steel	6 00

Pipe Sales are Small

Toronto.

Pipe is held at the change made two weeks ago and list No. 50 is being used. A small increase in demand is reported by some wholesale houses, but taken on the whole sales are small and are for present requirements. Stocks as a rule are small and the retailer is playing safe by buying from hand to mouth. Prices are to be found on current market pages.

Lead Goods Are Steadier

Toronto.

There is little change reported in sales of lead and zinc products. Manufacturers are finding a small but steady increase for these lines as the season advances, but sales are usually small in size. Prices of lead in the primary United States markets continue to show a firmer tone, and English prices have also strengthened but the demand continues weak. Many are of opinion that prices of lead products are as low as may be expected. The following are current quotations:

Lead pipe, list, per lb.	0 12½
Lead waste pipe, list, per lb.	0 13½
Do., over 8 in., list, per lb.	0 14½

Lead pipe is subject to a discount of 10%.

Lead traps and bends	10%
Lead sheets, 4 to 6 lbs. sq. ft., in rolls, lb.	0 09½
Cut sheets, ½c to ¾c lb. extra and cut sheets to size 1c lb. extra.	
Solder, wire, per lb.	0 34
Do., strictly, lb.	0 24
Do., commercial, lb.	0 22
Do., guaranteed, lb.	0 27
Do., wiping, lb.	0 22
Zinc sheets, per lb.	0 16

Leather Belting Reduced

Toronto.

A reduction has been made in the price of leather belting and the new quotations are 10 per cent. lower. The new discounts are 15 and 10 per cent. off extra quality, and 15/10/10 per cent. off standard quality. The discounts apply to list of November 4, 1920.

Canada Plate Lower

Toronto.

Lower quotations are in force on Canada plate and $9.50 to $9.75 is the price named on boxes of 52 sheets. There is not much demand at the present time and stocks are ample for all requirements. From present indications stocks this fall should be in good shape and there should not be the shortage of last season. Tin plate prices are also being quoted lower, and the tendency is downwards. It is reported that Welsh tin plate is being offered at New York at over $1 per box below the Pittsburgh quotations.

Wares Show More Activity

Toronto.

With the coming of spring there is a little more activity reported in wares but sales generally are reported to be smaller than usual at this time of the year and it is apparent that both wholesalers and retailers are keeping stocks low so that in the event of price declines their losses would be minimized. Prices on nearly all lines of wares, excepting copper ware, have remained firm and shown little change.

Columbia Bell Ringer Batteries

Toronto.

The Columbia Bell Ringer, a new line consisting of two dry cells sealed into one unit, is on the market and is meeting with a good sale. As its name implies it has been specially manufactured for electric bells and is expected to fill a want. It is priced at 98 cents each in lots of one dozen.

Boiler Tubes : Small Demand

Toronto.

The demand for boiler tubes is much lighter than the season of the year warrants. Prices continue to hold firmly on most sizes although some prices would be shaded for quantities.

Eavestrough Demand Better

Toronto.

An improvement in the demand for conductor pipe and elbows and eavestrough is reported. From now on the sale in these goods should be larger. Prices continue to hold unchanged at prices made early in the year, and quotations will be found on current market pages.

Welded Range Boilers Selling

Toronto.

A steady sale for range boilers is noted and a small increase in the demand for the standard 30-gallon size is reported. The electric welded boiler is being quoted at $11.50 and $11.75 in the 30-gallon size. and the standard riveted boiler at $12.50. Other sizes are priced as follows:

RANGE BOILERS—	Standard	Ex. Heavy
30 gallon	$12 50	$15 00
35 gallon	15 00	17 00
40 gallon	17 00	19 00
52 gallon	24 00	28 00
66 gallon	32 00	38 00
82 gallon	40 00	50 00
100 gallon	50 00	60 00
120 gallon	60 00	70 00

Fall Ash Sifter Prices

Toronto.

The new prices for Banner ash sifters for booking for fall delivery are announced and are a reduction from the prices in effect this last season. The new quotations are the following:

BANNER ASH SIFTER—No. 1, $5.50; No. 2, $2.90; No. 3, $1.90.

Asbestos Products Little Changed

Toronto.

The demand for asbestos products, sheathings. roofings, asbestos shingles, etc., is not yet showing much increased activity but with a better outlook for building than was expected earlier in the season larger sales are anticipated. Prices show little change and while labor costs, freights, etc., remain at present levels there appears not much reason to expect any substantial change it is stated.

Sheet Market Weak

Toronto.

Although the majority of wholesale dealers state that no change has been made in the price of sheets lower quotations are made by others and it is fairly evident that a fair-sized order could be placed at lower than the prevailing quotations. There appears to be an effort to keep stocks down as low as possible and buying continues light and sorting orders are placed more frequently, so as to take advantage of any decline in prices. The operations of the United States independent sheet mills are reported to have dropped to about 25 per cent. of capacity. Further declines in prices are noted in the Youngstown district and quotations are made at 50 to 60 cents below those of last week on galvanized sheets. Black and galvanized are also quoted lower with practically no demand. The attitude of the Steel Corporation regarding future prices is being looked forward to to bring stability to the market. An announcement regarding their new prices has just been made. Quotations here show a range and are as follows:

PLATES

10 gauge	from $5 00 to $6 00
12 gauge	5 05 6 05
14 gauge	5 10 6 10
16 gauge	5 20 6 20

BLACK SHEETS

14 gauge	5 10 to 6 10
16 gauge	5 20 6 20
18-20 gauge	5 75 6 75
22-24 gauge	5 80 6 80
26 gauge	5 85 6 85
28 gauge	6 00 7 00

Prices shown are for full cases. An extra charge of from 25c per 00 lbs. is made for less than case lots. An extra 10c per 100 lbs. is also charged on sheets 36 in. wide.

GALVANIZED SHEETS

Premier and Apollo	
10¾ oz.	8 60 to 9 60
U. S. 28	8 20 9 20
U. S. 26	7 90 8 90
22 and 24	7 75 8 75
18 and 20	7 60 8 60
16	7 45 8 45
12 and 14	7 40 8 40

An extra 40c per 100 lbs. is charged for Keystone brand copper bearing sheets.

An extra is now charged on galvanized sheets, 10¾ oz. and 28 ga., when shipped out in sheets 3 feet wide. The extra charged over prices shown above is 20c per 100 pounds. Other gauges show no change for different widths.

Prices shown are for full cases. An extra charge of 25c per 100 lbs. is made for less than case lots.

Slow Waste Material Market

Toronto.

Business in waste materials is reported to be almost at a standstill, and though consuming plants are operating more actively they have sufficient supplies on hand to meet their present requirements. The line that has shown the most demand has been No. 1 cast scrap. In copper and brass the demand has been very dull. Prices are still largely nominal and the following are for fairly large quantities.

WASTE MATERIAL

No. 2 busheling		$13 00
Stove plate, per ton	19 00	20 00
Yellow brass	6 50	7 50
Red Brass		10 00
No. 1 machinery cast	24 00	25 00
Heavy melting steel	13 50	14 50
Heavy Copper	10 50	11 00
Scrap zinc	3 75	4 25
Light brass	4 00	4 50
R.Rd. wrought iron, No. 1, gr. ton	13 50	14 50
Scrap pipe	8 00	9 00
Heavy lead pipe	4 00	4 50
Old rubbers, boots and shoes	2 00	2 50
Overseas lumbermen's rubber boots	1 50	2 00
Auto tires	0 50	1 00
Solid tires	0 75	1 25
Tea lead	1 75	2 00

Cut Nails Reduced

Toronto.

A reduction of 60 cents per keg has been made in the price of cut nails, which are now quoted at $5.10 per keg base f.o.b. Montreal. The extras for galvanizing are, under 1 inch $3.50 per 100 pounds and on 1 inch and over, $3.

Wrought Iron Washers Lower

Toronto.

A decline has taken place in the price of wrought iron washers and the new discount is 50 per cent off list. The previous discount was 45 per cent.

Cotter Pin Discount Changed

Toronto.

The discount on cotter pins has been changed from 82½ and 10 per cent. to 82½ and 20 per cent. off list.

Metals Flabby and Irregular

Toronto.

The ingot metal market has been described as flabby and irregular, and trading this week has been dull. The labor situation and prospective strike in Great Britain is affecting metals in all markets and dealers are little inclined to either buy or sell until the situation has been cleared up. Prices show practically no change, quotations easing

a shade one day and firming again the next but with an entire absence of demand prices seem to be immaterial.

TIN.—This metal has been dull with prices unchanged here. London markets have fluctuated with the developments of the strike but dealers are said to be out of the market. United States markets were weak. Quotations remain at 36 cents per pound.

COPPER.—Prices continue low in copper markets and it is regarded as having reached bottom. United States markets are dull and sales to Europe have decreased. The domestic demand is stated to be disappointing to United States producers. Local quotations are unchanged and casting copper is still at 18 cents.

LEAD.—A slightly firmer tone is shown in lead markets. The demand remains light and the spurt of buying early in the month seems to have subsided. United States markets show little change while London is slightly firmer. Six dollars is still the local quotation.

SPELTER.—The market has been very dull in this and transactions are few and far between. In spite of this prices have held firmly and quotations here are unchanged at $7.25.

ANTIMONY.—The market is dull and quiet. Few inquiries come to hand and quotations are unchanged. Prices 8 to 9 cents per pound.

ALUMINUM.—Business is still quiet with the market firm. United States market reports show an advance there due to increased inquiries from consumers. Thirty cents is still quoted here.

London Markets

LONDON, April 14.—The chief lines affected by price changes this week are wire nails and fence staples which are both reduced in price. Other lines showing lower prices are fence hooks, Stillson wrenches, Banner ash sifters, and linseed oil.

The hardware merchants of this district have been enjoying some real live business during the past week. Many stores are greatly increasing sales by holding demonstrations of paints and varnish stains, oil stoves, electric washing machines and other household appliances. Customers are attracted by these demonstrations by the valuable information they receive from the trained and well posted demonstrators, and sales on other goods are often made. Collections continue to be good.

Linseed Oil Down 5 Cents

London, Ont.

A further reduction of 5 cents per gallon has been made in the price of linseed oil this week and better sales are being experienced. The present quotations are the following:

	Raw.	Boiled.
1 to 2 barrels, Imperial gal.	0 80	0 83
3 to 5 barrels, Imp. gal.	0 79	0 82
6 to 9 barrels, Imp. gal.	0 77	0 80

Less barrels, add 15 cents per gal.

Turpentine Prices Hold

London, Ont.

Prices are held this week on turpentine and no changes are reported. There is a good demand for this product at present and sales are much improved. Quotations are the following:

1 barrel lots, 90c per Imp. gal; 2 to 4 barrel lots, 89c; 5 gal lots, $1.05.

Wire Nails Are Down

London, Ont.

Reductions have taken place in the price of wire nails, and the new base price is 45 cents per keg lower. New quotations are the following:

London, $4.65 base.
Owen Sound and Collingwood, $4.75 base.
Windsor, Walkerville and Sandwich, $4.65 base.
Carload freight allowed.

Fence Staples Are Reduced

London, Ont.

Fence staples have again been reduced in price and are now quoted at 50 cents per 100 pounds lower. The new prices are as follows:

Bright—100 lb. kegs, $5.25 per 100 lbs.; 25 lb. boxes, $6.25 per 100 lbs.

Galvanized, 100 lb. kegs, $6.25 per 100 lbs.; 25 lb. boxes, $7.25 per 100 lbs.

Fence Hooks Down 50 Cents

London, Ont.

A reduction of 50 cents per 100 pounds has been made in the price of fence hooks, and these are now quoted at $6.50 per 100 pounds in kegs, and $7.50 per cwt. in 25 pound boxes.

Stillson Wrenches Reduced

London, Ont.

The Canadian make of Stillson wrench has been reduced about 10 per cent. and is now quoted at 50 per cent. off list. The new net prices figured at this discount are the following:

New net prices figured at 50 per cent. off.
6 in., $1 each; 8 in., $1.13; 10 in., $1.25; 14 in., $1.75; 18 in., $2.50; 24 in., $3.63; 36 in., $6.75.

New Ash Sifter Prices

London, Ont.

The new booking prices for fall delivery on Banner ash sifters have been issued and are lower than this last season. The new quotations are as follows:

No 1, $7. each; No. 2, $3.10; No. 3, $2.10.

New Carpenters' Chalk Prices

London, Ont.

New lower prices have been issued on carpenters' chalk and the red and blue are quoted at $2.80 per gross, net, and the white at $2.25.

Aluminum House Numbers Lower

London, Ont.

New lower prices have been made on aluminum house numbers and these are now selling at 50 cents per dozen.

White Lead Sales Increase

London, Ont.

Sales on white lead in oil are showing an increase each week now, but the quantity moving is not as large as it might be. Quotations are holding unchanged and are as follows:

	Tons.	Less Tons.
Pure, per 100 lbs.	14 95	15 30
Elephant, per 100 lbs.	15 45	15 80

Rope Orders Being Shipped

London, Ont.

The booked orders for rope are being shipped out each week now. There is no change in prices and pure Manila is quoted at 24½ cents, Beaver Manila and New Zealand hemp at 20 cents and sisal at 18 cents.

Screen Doors and Windows Move

London, Ont.

The orders which have been booked for screen doors and screen windows are now moving out. Prices on the Sanderson Harald make are the following:

SCREEN DOORS—(grained only)—No. 1, $23.25 doz.; No. 2, $28.00.

Grained, Filled and Varnished—No. 21, $35, doz.; No. 21½, $36.50; No. 24, $36.50; No. 3, $38; No. 6, $39.75; No. 8, $41; No. 9, $46.15; No. 28, $42.

SCREEN DOORS—No. 12, $4.40 doz.; No. 12½, $4.90; No. 1, $4.25; No. 13, $4.80; No. 14, $5.15; No. 14½, $5.45; No. 15, $5.90; No. 16, $8.15.

No. 2, $5.65 doz.; No. 3, $6.20; No. 4, $6.60; No. 5, $7.25; No. 6, $7.80; No. 7, $8.40; No. 8, $9.10; No. 9, $9.90; No. 10, $12.20.

Good Sale For Netting

London, Ont.

There is a good sale at present for poultry netting and in some districts stocks are low. The Canadian make is selling at list plus 10 per cent. for both 2-inch and 1-inch mesh.

Screen Wire Cloth Selling

London, Ont.

There is a good movement of screen wire cloth and sales if not large are numerous. Prices are $3.50 per 100 square feet for the black painted cloth.

Spades and Shovels Selling

London, Ont.

Sales are more numerous on spades and shovels and on garden tools now. The selling price of garden tools is list less 50 and 10 per cent. and on spades and shovels list less 35 per cent.

Base Ball Goods Moving

London, Ont.

A good movement is in progress on baseball goods and the Reach line is in good demand. The quotations on some of the best sellers are the following:

BALLS—No 9, $21.75 doz.; 1L, $19.80; 0J, $18.60; 3C, $16.80; 4A, $10.00; 7, $8; 9X, $6; 8, $4.80; 9, $4; 9R, $3.20; 11B, $2.

GLOVES—HH, $100, doz.; KG, $88; O.B.L., $81; OOW, $69; 04, $57; S.W., $48; SWN, $51; 9G, $40; 2N, $33; 10N, $26.20; 4G, $22.80; 18X, $15; 19A, $10.80.

MITTS—No. 6A, $160 doz.; 32, $144; 500, $120; 30N, $96; 3I, $80; BP, $60; 200, $48; 160, $40; FPN, $33; 65, $21; M, $14.40.

BATS—13/0, $28.20 doz.; 12/0, $28.20; 109, $20; 100, $20; 2/0, $16; 1/0, $16; 81, $10; 83B, $8; 87, $4.80.

MASKS—0W, $8 7do.; 20S, $66; 30S, $54; 40S, $42; XX, $28.80; 3M, $16.80.

Fishing Tackle in Demand

London, Ont.

The demand for fishing tackle is pretty good just now and sales are increasing. Some of the better selling lines are priced as follows:

KIRBY FISH HOOKS—No. 1 to 12, 16c per 100; 1/0, 20c; 2/0, 21c; 3/0, 23c; 4/0, 27c; 5/0, 30c; 6/0, 35c.

DOUBLE GUT FISH HOOKS—1 to 10, $2.75 gross; 1/0, $3; 2/0, $3.15; 3/0, $3.50; 4/0, $6.
GUT CINCINNATI BASS HOOKS—No. 17, 70c doz.; 18, 65c; 19, 60c; 20, 55c; 21, 50c; 22, 45c; 23, 45c.
STEEL FISH POLES—BB x 6 ft., 7 ft., 8 ft., and 9 ft., $2.25 each.
BBG x 6 ft., 7 ft., 8 ft. and 9 ft., $3.00 each.

FISH REELS—(Hendryx)—No. 024, $5.50 doz.; 206 PN, 8; 290 L, $19.80; 14, $32.50; 16, $34.50.

FISH LINES—No. 201, $2.35 gross; 202, $2.90; 203, $3.25; 204, $3.65; 205, $4.15; 210, 80c doz.; 212, $1.25; 460, $1.45; 462, $1.85. Ontario corded, 90c doz.; Crimson Beauty corded, 90c doz. Rival corded, $2.50 doz. Silkaline corded, $1.50.

Winnipeg Markets

WINNIPEG, April 14.—Prices are steadier on hardware commodities this week. Among the lines showing lower prices are axe handles, galvanized range boilers, spool wire, galvanized clothes lines, egg crates, plumbers' oakum, linseed oil, and certain lines of stoves and ranges. Sales are not increasing to any extent on wrought iron pipe, black and galvanized sheets, or bar iron. These lines are holding at recent changes. Wholesalers report a small but gradual increase in business and sales are showing an improvement over last month. The consuming demand appears to be picking up and much better business is expected this month.

Baseball Goods Selling

Winnipeg.

With the approaching warmer weather jobbers state that baseball goods are beginning to move. Sales are not as heavy as they were this time last year, but it is expected that the demand will soon be greater and as large a business will be done in this line as last season. Prices continue to hold.

Rope Demand Slightly Improved

Winnipeg.

Although the movement of rope has been very slow, business in this line seems to be picking up and this week has shown a marked improvement. Prices are remaining steady at the decline made in February.

Spool Wire Declines

Winnipeg.

Prices have declined on wire on spools and are as follows:

Hair, plain or silvered, 15 per cent. off.
Brass, ¼ lb. spools, net list.
Brass, ½ lb. spools, 15 per cent. off.
Copper, ¼ lb. spools, 12½ per cent. off.
Copper, ½ lb. spools, 5 per cent. advance.

Linseed Oil Declines

Winnipeg.

Sales are improving for linseed oil and the quotations are down 15 cents per gallon this week. Prices are as follows: Raw, $1.05 per gallon; boiled, $1.08 per gallon.

Turpentine Prices Hold

Winnipeg.

The price of turpentine remains unchanged this week and $1.30 per gallon in barrel lots still holds; 10 cents per gallon extra is charged for smaller lots. Containers, 25 cents per gallon extra.

Galvanzied Range Boilers Decline

Winnipeg.

The prices of galvanized range boilers have declined and are as follows:

30 gal., $13 each; 35 gal, $15; 40 gal., $17; 52 gal, $24; 66 gal, $32; 82 gal., $40; 100 gal, $50; 120 gal, $60.

Wrought Iron Pipe Unchanged

Winnipeg.

Wrought iron pipe prices remain the same as quoted last week. There is very little improvement in business, it is stated, and there is still a reluctance to increase stocks more than is absolutely necessary. With new building operations soon commencing it is expected that more activity will be shown and sales will become larger. The new list which became effective March 29 will be found on current market pages.

Galvanized Clothes Lines Reduced

Winnipeg.

The prices of galvanized clothes lines have been lowered and are as follows: 19 x 100 feet, $7.25 per dozen; 19 x 50 feet, $4.40 per dozen.

Egg Crates Reduced

Winnipeg.

The price has been lowered on folding Humpty Dumpty egg crates and are now quoted at $7.50 per dozen.

Plumbers' Oakum Declines

Winnipeg.

A reduction has been made in the price of plumbers' oakum and the new selling price is $5 per bale.

Pittsburgh Markets

PITTSBURGH, April 14.—The chief feature of the week in the steel markets is the reduction in prices by the Steel Corporation, word of which has come to hand since the accompanying article was written. It is too early to judge what effect these declines are likely to have on the market, but opinions have been expressed that they are not drastic enough and will have to be followed by further reductions at an early date.

Prior to the announcement of the price reductions by the Corporation some of independent mills had advanced their quotations on bars, shapes and plates, in the hope, it was believed, that the other independents would follow their example and the Corporation would accept that basis.

Steel production for the month of March was at the rate of about 40 per cent. of capacity for the whole industry.

PITTSBURGH, April 14.—An interesting incident is the announcement by the Republic Iron & Steel Co. of an advance of $2 a ton in its prices for bars, shapes and plates, the advanced prices being 2.10c for bars and 2.20c for shapes and plates. The company made no change in its prices on tubular goods or sheets. It is inferred in the trade that the Republic Company took this action as an experiment, in hope that other independents would do likewise, and that the Steel Corporation would reduce its prices to this basis. The balance of probability is that the other independents will not follow. The theory is a good one, for it is certain the Steel Corporation will reduce its prices at some time, and when it does it will, of course, go at least as far as the lowest prices made by independents. While Republic's regular prices were 2c on bars and 2.10c on shapes and plates there have been some sales at several dollars a ton less, when a fair sized tonnage was involved, with attractive specifications. Republic's advance does not cost anything, since very little business was being booked at the old prices, and a reduction can be made at any time, or competitive prices can be met without any formal reduction being made.

On the same day that the Republic Company announced the advance in its prices on bars, shapes and plates, the Steel & Tube Co. of America, formerly the Mark Manufacturing Co., announced an entirely new schedule of prices on tubular goods, at $10 a ton below the Industrial Board or Steel Corporation prices. The action was entirely unexpected and has caused considerable comment. In line pipe a reduction of $10 from the nominal prices means nothing since line pipe sold weeks ago at a greater concession, and the reduction does not mean a great deal as to oil country goods generally, but in standard steel pipe it is very important, for the shading in this line has been only $2 to $4 a ton. The company's basing discount on standard steel pipe is now 62½ per cent., against the regular published discount of 57½ per cent. shown in the discount lists of other mills. What action the other makers will take remains to be seen, nothing having been done thus far. The market as a whole cannot be quoted at the reduced price of this one interest, not because one good-sized producer could not supply all

Continued on page 66

Paint Turnover Depends on Knowledge

Dealer Will be Asked Many Questions and Has Opportunity to Increase Sales—Patience Required in Making Satisfied Customers—Encouraging Sales in Large Quantities

"KNOW your stock and you need not worry about sales."

This is the gist of the contention made by a hardware merchant who recently discussed paint matters with HARDWARE AND METAL. This merchant has spent a lifetime in connection with paints and painting materials, and his experience has taught him a great many lessons which he has found valuable and which he is now applying in the pursuit of his retail merchandising.

It was clearly manifest to a representative of HARDWARE AND METAL who called recently that if the man behind the counter knows his stock, there will be no difficulty whatever in making a sale to his customer. In the first place, this merchant contends that the average customer does not possess a clear idea of what he wants when he goes into a store for paints. And this is where the dealer figures and where his knowledge is brought into play most effectively. There is no class of business, perhaps, where the salesman is called upon for more information and where he can advise to better purpose than in connection with the sale of such material. It is up to him in a general sense to give the customer what is suited to his work, rather than what he has asked for. This may be done without offence.

This point was illustrated by referring to a past experience of his in which he could not secure from the manager of a business with which he was connected the amount of goods which he wanted and which he felt sure in his own mind he could sell. This was a new line being manufactured by the firm, and he went out on his own account and took orders. When he returned the manager asked him if he had done any business and he advised him to look for his orders the next morning. In the meantime he had taken a train for an out-of-town point and when he returned the manager expressed his surprise at the amount of business secured. The orders had, as a matter of fact, entirely broken the stock which had been made up in anticipation of orders being received.

Sell the Big Cans

Asked as to whether the dealer could sell the large sizes, in disposing of paint, he said it was a matter of education upon the part of the dealer. HARDWARE AND METAL has often encountered dealers who claimed that they could not sell half gallons and gallon sizes, particularly the latter. According to this merchant, this matter of education can be undertaken and the customer persuaded to take the larger sizes without any difficulty. All this, of course, tends to swell the sales of the dealer, for if the gallon size can be disposed of to a considerable extent it means that the user is applying a larger amount of paint and will, eventually, become a bigger buyer. He will undertake bigger painting jobs when he becomes more confident.

It may also be that at the present time many users find that they can buy a brush and apply paint after a little experience nearly as well as a man who has been at the job for a long time. In any case the suggestion of the dealer should be used to the very best advantage in persuading the customer to buy in the larger cans and thus save on his total outlay.

Handling the "Odd" Customer

One of the experiences which this merchant related has been that of encountering a lot of peculiar individuals among those that buy from him. Many people who come to buy do not seem to know just what they want and here the salesman has to use his ingenuity in making suggestions. It calls for an exercise of considerable patience on the part of the dealer as well.

Speeding Brush Sales

This store makes a big display of brushes and these are sold in large quantities. Asked as to how he had developed sales along this line the merchant said that when a man had bought a quantity of paint he would usually say, "Now what about a brush?"

" 'Just turn around, please,' and, looking behind him, the man will see the variety of brushes we have for sale. He therefore can make a selection of just what he wants and there is no difficulty in making the sale."

The brush display is effective. A small table is placed lengthwise of the store and above this a rack has been made for various sizes and styles of brushes which gives a display that cannot fail to meet the eye of every customer entering the store. This rack has sections of oblong boxes so placed as to permit of the brushes reclining at an angle of about 45 degrees and 6 to 12 brushes in each section. There are nearly two dozen of these sections, and for smaller brushes a large tray is used underneath and placed on the table.

For small brushes used by sign painters and artists, (of which large quantities are sold, samples are fastened to cardboard and kept in drawers. A customer entering and wanting one of these brushes is shown the various kinds and prices are affixed at the top of the particular brush. It is very easy then for the salesman to refer to the box containing these brushes and confusion and time is saved.

In connection with the sale of brushes this merchant's long experience has stood him in good stead.

Continued on page 60.

Get Out of the Rut!

IS your paint department stalled in the mire of Indifferent Demand and Slow Moving Stocks? Is your progress towards really worth while paint sales slow and uncertain despite constant effort on your part?

There's a way out of the Rut! The Sherwin-Williams Paint Agency will start you and start you right—on the straight road to paint selling success. Other dealers, dissatisfied with the showing of their paint departments, have investigated the S.W. proposition and found it the most direct path to increased paint sales and satisfied paint customers.





S-W Agency Highway to Paint Selling Success

QUALITY Supreme, Consumer Advertising and all round selling co-operation furnish the irresistible motive power that keeps the S.W. Dealer's paint department running swift and smooth.

A postcard to us to-day will bring you all particulars of this attractive agency proposition by return mail.

"Save the surface and you save all"

THE SHERWIN-WILLIAMS CO.
of Canada, Limited

PAINT, VARNISH & COLOR MAKERS
LINSEED OIL CRUSHERS

FACTORIES: MONTREAL, TORONTO, WINNIPEG, LONDON, ENG.
OFFICES & WAREHOUSES: MONTREAL, TORONTO, WINNIPEG, CALGARY, VANCOUVER, HALIFAX, N.S. LONDON, ENG.

The Brush Department

Useful Brush Selling Suggestions

Now is Good Time to Apply Some of the Effective Plans Adopted by Other Hardware Merchants to Increase Brush Sales

SPECIAL attention is now being given to pushing sales of paints, varnishes and other specialties, for spring housecleaning and painting. Hardware and Metal has visited a large number of hardware stores in the past few weeks and in most cases found paint departments well to the front and in most cases window displays of paints were arranged. A notable feature of these displays was the fact that in almost every case brushes were shown in conjunction with the paint cans.

No doubt the encouragement of painting will increase the use of brushes, but it should be kept in mind that brushes for various purposes represent a large variety which may well be shown in a prominent place in the store and given their due of publicity through the display windows. At this season of the year there are many lines in the hardware stock which should be given special attention and brushes should not be overlooked. An effective arrangement of brushes for housecleaning purposes and for applying various paints, both exterior and interior, can be used to good advantage. Many merchants have also found it a good plan to arrange a table divided into sections, each containing a certain type of brush, and have this display set right near the paint display so that the customer's attention will be drawn to each.

The article in the paint department of this issue, showing how a dealer developed large paint sales by giving attention to the customer's requirements and assisting in every way, shows also how large paint brush sales were developed by making suggestions as to their use and preservation. His brush display table was inclined at an angle so as to encourage the attention of the customer. Smaller sizes in brushes are attached to cards and kept handy for reference. These and many other suggestions have been made by other hardware merchants from time to time and now is a good time to apply them.

DEVELOPMENT OF PAINT TRADE

Continued from page 58

There are many who desire to use a lettering brush who may have only superficial knowledge. He claims that his connection with the trade for so long has enabled him to know immediately what a customer needs for a given work and it is important therefore to advise the buyer, and the buyer appreciates this.

Advertising

Using one of the larger dailies for advertising, this merchant does not hesitate to name his price. Regarding this, he said, "If you put something definite before prospects they are more likely to come prepared to buy. This makes a definite proposal which, if a man is interested in it, will likely lead to a sale."

In connection with this advertising he claims that he has been able to trace direct results to the publicity he has used in the daily paper. He believes the response made through his advertising has been attributable very largely to the fact that he has named his price and that if he had not done so he would not have had near so much response.

The fact that he possesses a wide knowledge of the business has not prevented his learning from the methods of others. And beside this he realizes that there is much to learn in many different ways if one is to keep abreast of the times.

Active Building In London

London, Ont.—Spring building is getting under way with a rush here and hardware merchants report a steady volume of business in all lines of builders' hardware. An encouraging feature of the general building program is the large number of residences being erected of the better class houses, ranging in prices from $5,000 to $10,000. At the present time there is not a house or an apartment to be rented in the city. There is a big demand for homes to rent, but no one is building this class of property at present. In conversation with Hardware and Metal a prominent city architect gave it as his opinion that there will be little speculative building until the labor market meets reductions that have been made in prices of merchandise. Labor, he declared, is more than sixty per cent. of the cost of a house. If bricklayers, carpenters, and others would agree to a reduction of ten cents an hour great numbers of people would go ahead and build and the workers themselves would benefit by having ten contracts for every one they get now. Business generally, he said, would be stimulated, and it would be better all round and the workers would still be getting a fair wage.

Canadian Flax— Fibre Twine

The Canadian Government has for some time been studying the possibilities of recovering and utilizing straw from flax grown for seed. In its more recent work it has sought to ascertain the value of the conclusions reached in previous investigations to discover some means of separating the flax straw without materially injuring the fibre and to obtain figures on the cost of converting the fibre into cordage, felt, and other products. The investigation included a comparison between matured straw and straw frozen before maturity. The conclusions drawn in regard to these qualities were that grain straw could not be decorticated, and that fully matured straw was slightly better than almost mature frozen straw for fibre production.

The fibre ultimately obtained was chemically treated in specially prepared vats by a fermentation process which requires only a few hours. After being thus treated the fibre was shipped to a cordage factory where it was made into binder twine and baled. The twine has not been tested sufficiently under field conditions to justify a definite pronouncement of its value. Commercial twine and rope were also made, but definite conclusions regarding their value have likewise not been established. Waste material was found useful for felting purposes, and when mixed with 20 per cent. of animal hair it could be used for insulating.

In these experiments 77 tons of flax straw, taken from 173 acres, gave 17½ tons of raw fibre, which, when further refined, produced 347 bales of 90 pounds each of treated fibre. From 123 of these bales there was manufactured 5,987 pounds of cordage. With regard to the cost of production, it has been worked out that one ton of straw of seed-producing flax will give 249 pounds of binder twine and 142 pounds of felting material, and that the binder twine was manufactured by the process followed at a cost of 13.54 cents per pound and the commercial twine for 20.54 cents per pound.



BOECKH
TRADE MARK
ESTED 1856
TORONTO

The Bristles Can't Come Out—
They Are Rubber Set



Spring Paint Up and Clean Up

Display Boeckh's Brushes

THIS is the time of year when people think of Paints, Varnishes and Brushes. Painting can't be done without brushes, and Boeckh's Brushes give better service and do a better job.

Display Boeckh's Brushes where they will help your paint and varnish sales and be helped by them.

Good, striking displays of Boeckh's Brushes will remind many a man or woman passing your store of half-formed plans for painting. The display will bring these prospects into your store.

A little salesmanship on the convincing selling-points of Boeckh's Brushes will generally develop the whole painting plan and get you some nice orders for brushes, paints and varnishes.

The Handsome Boeckh Display Card Will Help — Write For It

The Boeckh Company, Ltd.
Toronto, Canada
Established 1856

If interested tear out this page and place with letters to be answered.

"Save the Surface" Spring Campaign Launched

Active Work Until June, Recommencing in August—Window Trim Material Available—Hardware Merchants' Co-operation is Valuable

THE "Save the Surface" campaign is again being launched along lines somewhat similar to those of last year.

The spring campaign has already begun and will continue in active operation until early in June. Then, commencing again about the end of August it will continue for about six weeks. It is estimated that practically the whole adult population of Canada, both rural and urban, will be reached through the extent and variety of this campaign, as some 45 publications scattered throughout the length and breadth of the country are carrying the advertisements.

The third year of the campaign brings with it also, in addition to the country-wide series of advertisements in these publications, the issuing of a very attractive window trim and a transparency, the latter being a reproduction of the well-known slogan "Save the Surface and you save all, Paint and Varnish."

Where Hardware Merchant Comes In

A large sum of money is being expended by the subscribers to this campaign of national education, and one of the chief points of contact with the purchasing public is the hardware merchant's store. Hardware merchants can co-operate in this form of advertising as it will enable them to link up their own stores with the series of advertisements appearing in the papers in their particular territory, and thus turn to definite personal advantage the benefits accruing from the national character of the committee's advertising. When the buyer sees constantly the "Save the Surface" advertisements and then in the window or on the door of the local merchant's store or in the merchant's local advertising he is confronted with the slogan and window trim, if he has not already come to recognize the common sense advantages of the use of the materials these advertisements urge, he will certainly commence to wonder what this sign he sees posted everywhere means, and should soon become convinced that it is not idle talk, and, as a natural result, become a regular prospective customer for such materials as he is convinced will be the means of saving him money.

These window trims and transparencies are now being issued to the various paint and varnish manufacturers, who will distribute them to their agents, but failure to receive same by any dealer will not in any way prevent him from writing and asking the secretary of the committee, 509 Royal Trust Chambers, Montreal, for a supply, when they will be gladly forwarded.

Encouragement in Naval Stores Outlook

Prices at Levels Capable of Much Building Up—Potential Requirements For Turpentine, Rosin, Etc., Are Large

"IT is naturally expected that there will be a decrease in the production, but probably not to any great extent," says the Naval Stores Review, Savannah, Ga., dealing with conditions in the naval stores market. Active pushing of the industry is, of course, chilled by the unprofitable prices, in marked contrast with the extreme inducement existing last year. Then the big business in lumber doubtless took some land out of the field of naval stores production. On the other hand, the larger cuttings of last year will continue to produce, although there may be hardly any new cutting this season. It is said that the greater abundance and cheaper cost of labor will stimulate producers to work the existing crops for all they are worth, thus in a measure offsetting the lack of new cutting. The producer is liable to strive to get more barrels, as he gets so much less per barrel, and he is unable to see how his making a little move will have any bearing on the general market price.

As to prices, the trade is now in extreme depression, just the reverse of conditions a year ago. It is recognized that while turpentine is very low as compared with the prices of the last year or two, and also with the cost of the last crop, still the price is higher than the figures which were familiar several years earlier. And some think that deflation will eventually carry prices back to the old time levels, an idea which takes no account of the changed conditions in the production of the leading southern commodities.

The situation is not without the elements of encouragement and hope. In the first place, stocks are by no means large, particularly of turpentine, and no great surplus remains to be absorbed. In the meantime, there is still an enormous potential demand to be satisfied, especially from abroad. Requirements for rebuilding and restoring devastated Europe remain to be filled sooner or later. Political and financial unsettlement have hitherto prevented the normal operation of this foreign demand, but these conditions must be expected to improve in the natural order of developments. Any substantial accession to the demand, either foreign or domestic, will not find any corresponding increase in the available supply.

The realization that there is no excessive surplus on hand, and that there is an immense world shortage in the commodities manufactured out of naval stores, may before long result in a more optimistic view being taken as to market probabilities. A year ago the price level was at heights from which very severe declines were to be apprehended. This year starts off with prices at levels from which prices are entirely capable of building up; and the final results of the year may prove gratifying to a degree which might now seem extremely improbable.

British Firms Interested in Canada

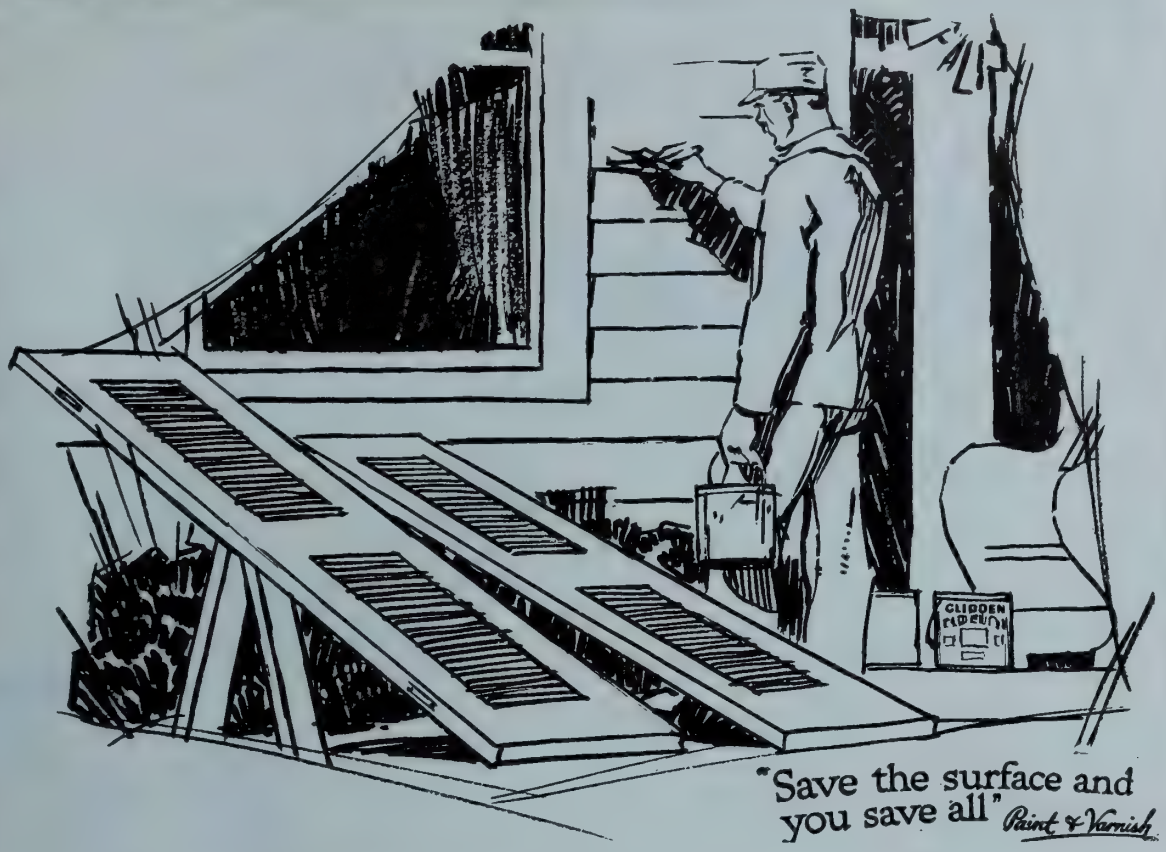
F. W. Field, the British Trade Commissioner for Ontario, will be shortly returning to Toronto from the United Kingdom. Mr. Field left Toronto in the middle of October last year, and during his stay in the United Kingdom he has interviewed over 540 British manufacturers interested in trade with Canada. He has addressed numerous Chambers of Commerce, Rotary Clubs, etc., and visited over forty factories and plants. The principal commercial and industrial centres in England, Scotland and Wales were visited, and Mr. Field found a widespread interest existing amongst British manufacturers regarding trade conditions, and prospects of doing business in the Dominion. It is anticipated that many United Kingdom manufacturers will be visiting Canada this year with a view to establishing business connections.

During the period of the British Industries Fair, Mr. Field was in attendance at the White City, and met many buyers from Canada. The attendance at the fair was highly satisfactory, nearly 65,000 visiting the White City. Overseas buyers came from fifty different countries.

Paints and Varnish Exports to Canada From U. S.

Exports of paints, varnishes, etc., from the United States to Canada during January, 1921, were as follows:

White lead, 5,378 lbs., valued at $534; ready mixed paints, 3,431 gals., valued at $6,517; varnish, 6,367 gals., valued at $11,731; oxide of zinc, 90,290 lbs., valued at $9,061.



"Save the surface and you save all" *Paint & Varnish*

Confidence in Glidden Paint

Because the name Glidden is known throughout the Dominion for good quality in paint and varnish materials is one reason why you can have every confidence in Glidden Endurance Paint. Glidden Varnishes stand in high esteem by painters everywhere. So with Glidden Enamels. Glidden Jap-a-lac is a household word. This name also stands for Paint—Glidden Endurance Paint—a pure lead and pure zinc paint having just the right proportions of those paint pigments and paint liquids that produce enduring ability.

Not the cheapest paint you can sell per gallon, but by far the most profitable paint you can handle when "turnover" and general consumer satisfaction are considered.

Let us mail you our special paint proposition.

THE GLIDDEN COMPANY, LIMITED
Toronto, Ontario
BRANCHES: Montreal and Winnipeg



Weekly Paint Markets

Montreal

MONTREAL, April 14.—Again offering the feature of the paint markets this week is the further reduction made in quotations on linseed oil, the new lower level of 77 cents for raw oil being reached. Turpentine is unchanged and a better feeling is manifest. White lead in oil and putty are held and show a steady increase in demand, more especially in white lead. Shellac remains at former quotations, prices still varying from different quarters. Window glass still wavers, the only improvement being a slightly firmer tendency on the Belgian market.

Paints and paint specialties are now moving well, and as one manufacturer states, "It reminds us of old times."

Linseed Oil 77 Cents

Montreal.

A new lower record has been reached in linseed oil this week, quotations being 77 and 79½ cents in one-barrel lots, with the usual lower quotations for quantities. One may well ask, "When will the bottom be reached?" The only forecast on the future of the seed market is that when the violent fluctuations are over a much healthier condition will be shown. While it is almost out of the question to predict the future trend of the oil market, still the general impression is that an advance is due rather than a further receding. The demand continues to improve, but the condition of the market is certainly no encouragement to the dealer. Following are quotations:

1 to 2 barrels	0 77	0 79½
5 to 10 barrels	0 75	0 77½

90 Cent Turpentine Holds

Montreal.

Quotations on turpentine are holding at 90 cents a gallon in one barrel lots. Tendencies now lead to a somewhat firmer condition than has been shown since the peak was passed last year. The Savannah market showed an advance during the week and fair sales were recorded which would indicate a revival of trade. The local demand is reported with a gradual increase, and it has been felt all through the declining period of turpentine that increased volume of business would be the one ruling factor to stabilize prices. Following are quotations for both quantities and small lots:

TURPENTINE—	Per Imp. Gal.
1 barrel lots	0 90
2 to 4 barrel lots	0 87
Broken lots	1 00

Putty Quotations Steady

Montreal.

There is no change in quotations on putty, with sales of small quantities being shipped in fairly good numbers. A heavy demand is not looked for at this season other than what building activities actually require. Following are present quotations:

Standard Putty—	5 ton	1 ton	ton
Bulk barrels, 800 lbs.	$5 00	$5 25	$5 60
Bulk drums, 100 lbs.	6 00	6 25	6 60
Do., or tins, loose, 25 lbs.	6 25	6 50	6 85
Drums or tins, cased, 25 lbs.	7 00	7 25	7 60
1 lb. tins	9 75	10 00	10 35

Pure Linseed Oil Putty, $1.50 per 100 lbs. advance over above prices.

White Lead Now Active

Montreal.

White lead in oil is now selling in good volume and the past week has shown a further decided increase in sales. There have been indications of a rather unsettled market on this product in the last few weeks, there being talk of price shading here and there, and certain concessions were being made by some corroders and jobbers to obtain business. However, there were no actual reductions heard of and a more settled feeling now exists. Quotations are holding at $14 for five ton lots, $14.50 in one ton lots, and $14.85 in less quantities.

Fair Demand for Shellac

Montreal.

Shellac is now selling in much better quantities, and each week brings a better feeling. Orders are of a smaller nature than is usual at this season, but the unsettled condition that has prevailed in shellac for some time now has no doubt caused the dealer to buy only for actual requirements more so than in other paint commodities. Local quotations are unchanged for this week although a variation in prices still exists. Following are quotations that are asked by most houses, with some upholding slightly higher levels:

Orange shellac, in barrels, $3.80; in one gal. jugs, $4.10; white, in barrels, or 5 gal. jugs, $4.25; in one gal. jugs, $4.55.

Glass Situation Unchanged

Montreal.

Other than a slight stiffening in the Belgian market, there is very little change to note in the window glass situation. Reports from that source have been more encouraging in the last week. Local jobbers are still trying to dispose of their stocks and many are continuing to offer better quotations to obtain business. Montreal glass list with a discount of 50 per cent. is still the selling basis.

Paints, Varnishes and Specialties

Montreal.

The improvement in paints, paint specialties and varnishes continues, and as one manufacturer expresses himself, "reminds us of old times." Orders, however, continue small, denoting that the dealer will still only buy his present-day requirements. Present prices are held on all products with little likelihood of any changes being made for some time at least.

Toronto

TORONTO, April 14.—Prices generally show little change in paint or allied products. Linseed oil markets are weaker and rosin is showing lower levels. Shellac is holding at recent declines and there is no change in putty, white lead or paints and varnishes. Window glass is now being sold from the list adopted by several Montreal jobbers recently with $11 as the first break, and 50 per cent. off is being quoted. Paints, varnishes and other lines are moving out very satisfactorily and though orders have not been on the scale of last season there is a feeling that business will go on more steadily through the summer instead of having the rush come early in the spring as formerly and then drop off as the mid-season approaches.

Turpentine is Steadier

Toronto.

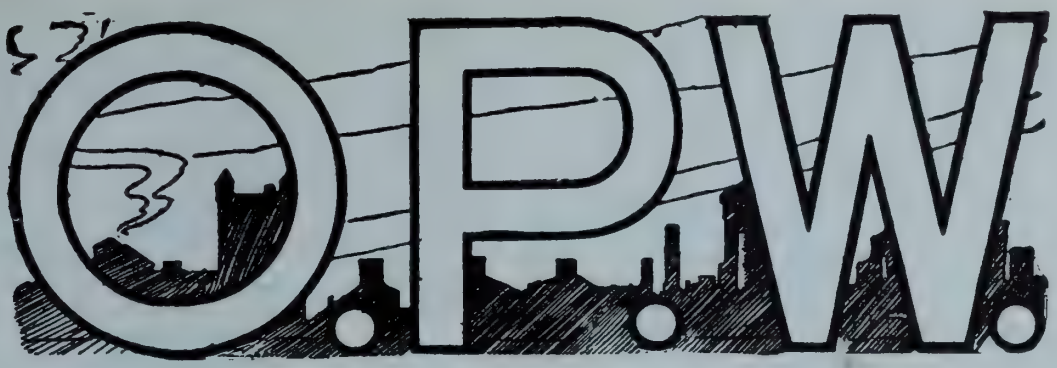
The situation appears to be a little steadier in turpentine. A more optimistic view is being taken of conditions in Southern markets and with a better demand advances have been made in United States prices. Some dealers look for an advance here as soon as the demand increases. There has been an improvement shown but it has not been maintained and buying is still light. Quotations are unchanged and are as follows:

TURPENTINE—	Per Imp. Gal.
1 barrel lots	0 90
2 to 4 barrel lots	0 89
5 gallon lots	1 05

Linseed Oil is Uncertain

Toronto.

The situation in regard to linseed oil appears to be somewhat uncertain. Crushers report a decline in the price of flaxseed, probably in sympathy with





Says Ottawa Pete:

"Save the surface and you save all" *Paint & Varnish*

Spring's Just 'round the Corner

and young men's fancies may be lightly turned to thought o' love. All of which don't alter the fact that the married ones are thinkin' paint, and the women are all for brightenin' up the homes and chasin' out the dirt and gloom.

And say, were there ever as many buildin's in your neighborhood that needed paintin' quite as much? It's the same everywhere. Even the magazine writers are talkin' about it, blamin' the war and fancy prices—"The Aftermath," I guess they call it. All of which don't alter the fact that they've got to be painted—right now. Fine! And, say, if that promised resumption of buildin' takes place, how about Spring, 1921, being your biggest season yet?

All of which leads to Ottawa and the folk there who make pure paints at fair prices and specialize on co-operatin' with their dealers.

Check up your stock and order early, especially on the following lines:

O.P.W. House and Floor Paints, Jas-per-lacs, Floor Enamels, Auto and Carriage Enamels, Lac Shades, Art Enamels, Roof and Barn Paints, Shingle Stains, etc.

We're eager to get the word from you. Send us a postcard and we'll be along in no time at all.

Ottawa Paint Works

Limited

OTTAWA, CANADA

Branches: MONTREAL and TORONTO

If interested tear out this page and place with letters to be answered.

other grain, but other by-products beside oil have declined in value and tend to absorb the difference in costs. At the present time the English market is in a very uncertain state and is having an influence on oil markets here. Prices of linseed oil may decline further, but at the same time the market is said to be very sensitive and it would take little to cause an advance in prices it is believed. Quotations are 3 cents lower and are as follows:

	Raw.	Boiled.
1 to 2 barrels, per gal.	0 77	0 80
3 to 5 barrels, per gal.	0 76	0 79
6 to 9 barrels, per gal.	0 74	0 77

Less barrels, add 15 cents per gal.

New Glass List Adopted

Toronto.

For some little time there has been a variation in the window glass lists, and some jobbers have been quoting from the old list while others have been using a net list of their own. A list was adopted recently by Montreal wholesalers and has at last come into use here. The prevailing discount is 50 per cent. off, and the first break is $11. It was not satisfactory to buyers as they were sometimes uncertain what list was being quoted from, and it is believed that with the list firmly established prices will become more stabilized. The following is the new list:

GLASS LIST

United In.	Star or 16 oz.	Double or 24 oz.
Up to 25	$11 00	$16 40
26 to 40	14,00	20 90
41 to 50	15 00	23 00
51 to 60	16 00	24 00
61 to 70	17 00	25 00
71 to 80	.....	27 00
81 to 84	.....	34 00
85 to 90	.....	36 50
91 to 94	.....	37 25
95 to 100	.....	43 75

Discount box glass, 50 per cent.
Cut size sheet glass, 60% off list of Nov., 1919.

Rosin Prices Are Easier

Toronto.

Some lower quotations are made on rosin and the price is now $5 per 100 pounds in barrels and 8 cents per pound in smaller quantities.

White Lead Sales Small

Toronto.

Sales on white lead in oil are stated to be more numerous, but still small in size. Apparently retailers are not certain of the future tendency and are endeavoring to keep stocks down to the smallest minimum so as to take advantage of any change in the market. Quotations are unchanged and are as per market pages.

Putty Shows No Change

Toronto.

No changes are reported in putty and sales are still small. With building operations showing any increase there should be a better demand and it is believed that retailers' stocks are small. Prices are held and are the following:

PUTTY—	Per 100 lbs.
Standard in 100-lb. drums	7 05
Do., 25-lb. irons	7 30
Do., bladders in bbls.	8 30
Do., less quantities	8 55
Pure, in 100-lb. drums	8 55
Do., 25-lb. irons	8 80
Do., bladders in bbls.	9 80

Prepared Paints in Demand

Toronto.

A much better demand for paints and varnishes is reported by manufacturers, and there is a belief that the demand will show a steady increase. Stocks in retailers' hands are said to be small and though the policy is to keep them down as far as possible they are bound to need replacement and manufacturers are looking forward to a steady sorting up trade during the summer months. Prices on dry colors and colors in oil are showing very few changes and varnishes and enamels are holding firm, and no changes are expected at present.

PITTSBURGH MARKETS

Continued from page 57

the current inquiry, but because it is a Western concern and while quoting on the basis of Pittsburgh plus freight to destination it would not sell in the East since then it would have to absorb freight.

Steel prices in general show no change, the market dragging along in this respect much as in the past few weeks. On most products the independents have made a sort of market, though by no means a clearly defined one, at prices ranging from $7 a ton on bars to $18 on galvanized sheets below the Industrial Board or Steel Corporation prices. The Steel Corporation has taken no action. The trade is still speculating as to when the Corporation will make a move as to prices and wages. There is no buying pressure, however, and no evidence that if the Corporation should reduce its prices a buying movement would start. There is no question, however, but that eventually the Corporation must reduce, for otherwise buyers will have no confidence in the market and would not buy if they were otherwise disposed to do so. When the Corporation does reduce prices the reduction will probably be quite extensive.

In some quarters it is being remarked that the Corporation ought to reduce prices, so as to start a buying movement, and it is remarked that in the past a buying movement generally followed sharp reductions in steel prices. Buying could not thus be forced, however. These observers confuse cause and effect. In the past, when the steel producers reduced prices they did not do so arbitrarily, but waited until they could see that there was latent demand, so that the demand, though latent, was really the cause of the reduction. Just now there is no such demand. The mills would be keen enough to see the demand if it existed. The average consumer is more interested in seeing prices maintained so that he can dispose of his stocks than in seeing prices reduced against purchases still to be made.

Steel Corporation Tonnage

The United States Steel Corporation's unfilled obligations amounted to 6,284,765 tons at the end of March, showing a decrease during March of 649,102 tons, an amount equal to 46 per cent. of capacity for the month. Shipments were at about 51 per cent. and the difference between these, only 5 per cent., represents the net bookings, or the total bookings minus any cancellations that may have occurred. It is improbable there were any cancellations of importance, so that evidently the Corporation booked scarcely any new business in March. References are frequently made to the rate at which the Steel Corporation is receiving business, but that is another matter, the reference being to shipping orders, in many cases merely "releases" against orders previously suspended, and thus not new business in the sense of being reportable as additional unfilled obligations. The Corporation's operations now are on old business and on specifications now being received against old contracts, chiefly the former.

Steel Production

Production of steel ingots by the Steel Corporation in March is understood to have been at about 51 per cent. of capacity. From this, and the report compiled by the American Iron and Steel Institute showing the monthly production of 30 of the steel producing companies, it can be computed that the independents during March produced at 31 per cent. of their capacity, and this, with the Corporation operation, makes an average for the industry as a whole of about 40 per cent. Evidences have been coming out of late that the trade reports have tended to underestimate the rate at which the independent steel companies are operating. It is very difficult to make accurate estimates because plants and departments are starting and stopping all the time. Perhaps the personal element enters, by each independent objecting to its full production being known, for fear its competitors would think it is cutting prices more than is the case. It should be noted that the monthly ingot report is not a precise guide to the total production because some steel interests do not report, and they may be operating at much higher or lower rates than are those that do report.

The West Leechburg Steel Co. has formally announced a price of 2.75c on hot rolled strip steel. The market has been difficult to quote of late, there being so few sales to define prices. Cold rolled strip can be done at about 5.70c, the nominal price being 6c.

APPOINTED CANADIAN AGENTS

Ottawa, Ont.—British Canadian Distributors, Ltd., have been appointed agents for Canada for Apollo spark plugs.





Giving the Consumer What He Wants

Can you do that? When a customer walks in your store and requests a high quality line of enamel or house colors, can you give him satisfaction and bring him back for more? You can if you stock, sell, and push Moore's Paints and Varnishes. Moore's House Colors can be used to the last drop, and will give splendid, lasting results. Morelustre Enamel is a high-grade enamel which can be used with equally good results on either exterior or interior work, and is made in twelve beautiful shades and put in small-size packages for the benefit of the consumer. Sell Moore's Paints and give the consumer what he wants. "Impervo" Porch and Deck; "Tile-Like," Mooramel, Auto Finish, "Muresco," "Impervo" Varnishes, Morelustre Enamel, Barn Paint, Moore's Floor Paint, Sani-Flat, High Gloss Enamel, Carriage Enamel, Wagon and Implement Paint, Shingle Stain.

A Postcard Will Bring Full Particulars

Benjamin Moore & Co.
LIMITED

Paints, Varnishes and Muresco

Toronto **Winnipeg**

"Save the surface and you save all" *Paint & Varnish*

If interested tear out this page and place with letters to be ***answered.***

CURRENT MARKET QUOTATIONS

These prices are for such quantities as are usually ordered by retail dealers. Large buyers can frequently make purchases at better prices.

AMMUNITION, DOMINION

	Blk. List.	Lesmok List.	Smkless. List.
22 Short		$10 00	10 70
BB Caps			$ 7 00
22 S. Mush			11 50
22 Long		12 00	15 00
22 L. Mush.			16 00
22 L. R., do.			18 70
22 L. Rifle		14 00	17 50
25 Short	$23 50		
25 Long	33 00		
32 Short	23 50		
25/20	56 00		70 00
25 Colt Auto.			58 00
30 Mauser			91 00
32 S. & W.	38 50		42 00
32 S. Colt	38 50		
32 Colt Auto.			63 00
32/20	56 00		70 00
38 S. & W.			54 50
44 G. Getter			66 50
44/40	66 50		84 00
455 Target			85 00
250 Sav. H.P.			160 00
280 Ross			209 00
25/35			125 50
30/30			144 50
303 Savage			144 50
303 British			190 00
32/40	102 50		121 50
32 Special			144 50
32 Rem. Rim.			144 50
33 Win.			190 00
351 Self Ldg.			121 50
35 Rem. Rim			159 50
38/55	125 50		152 00
45/70-405	133 00		

Dominion Ammunition—Discount 30/20%.

AMERICAN AMMUNITION

Winchester and Savage advance 22½% on American list.

Remington Union Metallic list plus 22½%.

Shot, standard, 100 lbs., Toronto, $16.00; Montreal, $18.00; net extras, as follows, subject to cash discounts only: Chilled, $1.50; buck and seal, 80c; No. 28 ball, $1.20 per 100 lbs.; bags less than 25 lbs, ½c per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax freight equalized.

AXES

Boys' Axes	14 25	15 50
Hunters' Axes	13 00	14 50
Single Bits, doz.	18 00	20 50
Double Bit	24 50	25 00

On weights heavier than base add to list as follows:

Group 2	$ .25	Group 3	$ 50
Group 4	.75	Group 5	1.00
Group 6	1.25	Group 7	1.75
Group 8	2.25	Group 9	2.75
Group 10	3.25		

Axes, Bench, 45 per cent. off list.

BABBITT

Prices on babbit fluctuate with the metal markets and prices are quoted on application. Prices range from 10c to 75c a lb.

BELTING Leather)

Discounts apply to Revised List of Nov. 4th, 1920.

Extra Quality, 15/10 per cent.

Standard Quality, 15/10/10 per cent.

Side Lace Leather, lb., $1.75.

Cut Lace Leather, lb. $2.00 $2.50

F.O.B. Montreal, Toronto.

BITS, AUGER

Standard List Prices per dozen.

3-16	$ 6.00	18-16	$12.00
4-16	5.00	19-16	14.00
5-16	5.00	20-16	14.00
6-16	5.00	21-16	16.00
7-16	5.00	22-16	16.00
8-16	5.00	23-16	18.00
9-16	6.00	24-16	18.00
10-16	6.00	25-16	21.00
11-16	7.00	26-16	21.00
12-16	7.00	27-16	24.00
13-16	8.25	28-16	24.00
14-16	8.25	29-16	27.00
15-16	9.50	30-16	27.00
16-16	9.50	31-16	30.00
17-16	12.00	32-16	30.00

Discounts from Standard List prices:

Beaver, 22½ per cent.
Gilmour Auger Bits, 7½ per cent.
Gilmour Eye Augers.
Irwin Auger Bits, list plus 22½%.
Irwin Car Bits, add 15%.

F.O.B. Toronto, Montreal, London and Hamilton.

BOARDS, BAKE

	⅜ Rim.	¾ Rim
0—16 x 22	$ 8 90	$12 50
1—18 x 24	10 78	12 80
2—18 x 29	12 10	14 75
3—20 x 30	13 86	17 75

BOARDS, IRONING

	Dozen
No. 1, Daisy	$38 00
No. 10, Daisy	43 00
No. 33	21 00
No. 35	38 00
No. 36	43 00
Perfection	48 00

BOARDS, SKIRT—

No. 11, doz. $14 00

BOARDS, SLEEVE

No. 3, dozen ..... $ 7 00

BOARDS (Wash) Zinc.

	Dozen
Baby Globe	$ 3 00
Beaver (brass)	9 00
Canada Glass	9 00
Competition Globe (metal)	5 99
Diamond King (glass)	8 75
Enamel Queen	9 50
Glass Globe	8 75
Improved Globe	6 50
Jubilee	7 15
Neptune	6 50
Newmarket King	7 15
Pony	3 00
Royal Globe	6 00
Solid Back Globe	7 25
Standard Globe	6 00
Surprise	
Supreme Zinc	6 50
Western King (enamel)	9 50

F. O. B. Newmarket.
Subject to acceptance.

BOILERS (Range)

30-gal., standard $12.50
30-gal., extra heavy 15 00

BOLTS AND NUTS

Discounts apply to standard list.

Carriage Bolts ($1 list), ⅜ in. dia. and smaller, 6 in. and shorter, 25%.

Carriage Bolts ($1 list), ⅜ in. dia. and longer lengths, 10%.

Carriage Bolts ($1 list), 7-16 in. dia. and larger, 15%.

Machine Bolts, ⅜ in. dia. and smaller, 4 in. and shorter, 40%.

Machine Bolts, ⅜ in. dia. and smaller, longer lengths, 15%.

Machine Bolts, 7-16 in. dia. and larger, 20%.

Sleigh Shoe Bolts, all sizes, 10%.

Coach and Lag Screws, 35%.

Bolt Ends, 20%.

Square Head Blank Bolts, 20%.

Plow Bolts, 1, 2, 3 head, 25%.

Plow Bolts, others, 25% net extra.

Elevator Bolts, large head, 10%.

Elevator Bolts, corrugated heads, 40%

Fancy Head Bolts, 10%

Shaft Bolts ($3 list), 10%.

Step Bolts, large head ($3 list), 10%

Whiffletree Bolts, 10%.

Tire Bolts, 50%.

Stove Bolts, 62½%.

Nuts, 2 in. and smaller, square Blank, add to list, $1.25.

Nuts, 2 in., and smaller, square—Tapped, add to list, $1.75.

Nuts, 2 in., and smaller, hexagon—Blank, add to list, $1.75.

Nuts, 2 in., and smaller, hexagon—Tapped, add to list, $2.25.

Terms—Cash in 30 days from date of shipment, less 2%.

BORAX

Lump Crystal Borax, lb. 13c-15c

F. O. B., Montreal, London, Toronto.

BRASS

	Base
Sheets, base, Montreal	0 30
Do., Toronto	0 29
Rods, base ½ to 1 in., round, Montreal	0 25
Do., Toronto	0 26
Tubing, seamless, base, Montreal	0 35
Do., Toronto	0 36

F.O.B. Montreal and Toronto.

BROOMS

	Doz.
No. 5, 4 strings	$ 7 00
No. 5, standard	9 00
Little Beauty	10 00
Royal Blue	14 95

BUTTS

	Wrought Steel—
No. 840	Net
No. 800	Net
No. 838	Net
No. 808	add 10%
No. 804	less 10%
No. 802	Net
No. 810	add 25%
No. 814	add 25%

F.O.B. Toronto, Montreal, London, Hamilton.

CANS

For discount on milk and cream cans, etc., see list under head of wares, etc.

CEMENT

Quotations withdrawn. Prices on application.

CHAIRS

	Dozen
Step ladder	$36 00
Step ladder stools	20 00

CHOPPERS, FOOD

Universal—Dozen, No. 0, $30; No. 1, $36; No. 2, $42; No. 3, $58.

Russwin—Dozen No. 0, $24.50; No. 1, $30.60; No. 2, $36.75; No. 3, $49.00.

Full case of half dozen.

F.O.B. Montreal, Toronto.

CHURNS

List price hand churns—No. 0, $12; No. 1, $12; No. 2, $13; No. 3, $14; No. 4, $16; No. 5, $19.

List prices power churns—No. 0, $11; No. 1, $11; No. 2, $12; No. 3, $13; No. 4, $17; No. 5, $20.

Discount of 10% f.o.b. Toronto, Hamilton, Fergus, London, St. Mary's.

Net list f.o.b. Montreal, Ottawa, Kingston.

CLIPPERS, HORSE

New Market, $3.50 per pair.

No. 1 B.B. Stewart Horse Clipper, $14 list, less 25 per cent.

CLOCKS—ALARM—

Big Ben	$ 4 00
Good Morning, each	1 90
Lookout	2 35
Sleepmeter	2 50

CLOTHES BARS AND DRIERS

	Per doz.
Clothes Bars, No. 1	14 40
No. 2	19 00
No. 3	14 40
No. 4	11 00
No. 5	16 00
No. 6	13 00

CLOTHES HORSE, Etc.

	Folding	Exten.
4 ft.	$13 50	$27 00
5 ft.	17 00	34 00
6 ft.	20 00	40 00

CLOTHES LINES (Galvanized)

No.	1,000 ft.
18—100 ft. lengths	$6.40
18— 50 ft. lengths	7 05
19—100 ft. lengths	5 65
19— 50 ft. lengths	6 25

F.o.b. Montreal, Toronto, London.

COBBLER SETS

Common, per set $1 35

CLOTHES LINES REELS

	Doz. net
No. 3	$20 00
No. 3½	21 63
No. 4	28 30

COIL CHAIN

	Fireweld Proof	B.B.B.
5-16 inch		19 40
⅜ inch	15 30	16 55
7-16 inch	13 15	16 15
½ inch	12 75	15 75
⅝ inch	12 60	13 65
¾ inch	11 25	13 40
⅞ inch	10 80	13 00
1 inch	10 40	12 60

F.O.B. Montreal and Toronto.

	Electric Weld Proof	B.B.B.
3-16 in.	18 50	24 25
¼ in.	17 25	22 55
5-16 in.	14 90	18 80
⅜ inch	12 90	
7-16 in.	12 50	
½ in.	12 20	
⅝ in.	11 45	
¾ in.	11 25	

F.o.b. Montreal, Toronto.

Cow ties, plus 37½%; trace chains, list, plus 25%; dog chains, add 20%; halter chains, net; tie-out chains, 32½%; stall fixtures, No. 1, or heavy, $2 doz.; stamped, No. 3 or Dominion, $2.80 doz. net. breast chains, No. 220, ... doz. pairs.

F.o.b. Montreal, Toronto, Hamilton, London.

COMBS—CURRY—

	Doz.
No. 111	$2 00
No. 121	2 20
No. 127	2 90

CATTLE—

98	$2 60
100	3 70

F.O.B. Montreal, Toronto, Hamilton, London.

COPPER—

	Mont. Base	Toronto Base
Casting ingot, see weekly report.		
Rods, ½ to 2 in.	0 32	0 34
Soft sheets, plain, 16 oz. and heavier, lb.	0 34	0 34
Plain Tinned, 16 oz. and heavier, lb.	0 38	0 39
Polished and Tinned, 16 oz. and heavier, lb.	0 42	0 41
Tubing, lb.	0 39	0 39

Above prices are full sheets and bars. Cut sheets and bars are 5c per lb. higher.

COPPERS, SOLDERING—

Base, 3 to 8 lbs., 44c f.o.b. Toronto and Hamilton.

3 lbs., 47c; 4 to 8 lbs., 45c. F.o.b. Montreal.

CORD (SASH)

No. 6, lb.	$0 52
No. 7, lb.	0 51
Nos. 8, 9, 10, 12	0 50

F.O.B. Montreal, Toronto, Hamilton, London.

CROWBARS — $10.50, $11.00 per 100 lbs.

DOORS, SCREEN

Kasement, No. 2, oak stain, varnished, including hardware sets:—

2 ft. 6 in., doz.	$45 00
2 ft. 8 in., doz.	45 60
2 ft. 10 in., doz.	46 70
2 ft. 7 in., doz.	46 80

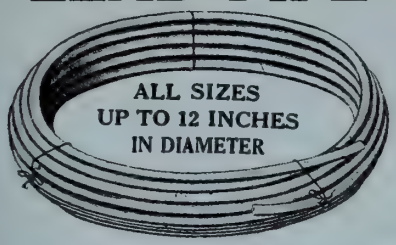
DRILLS—

Standard Lists.
Blacksmiths', ½ in. v 2½ in. shank List each.

⅛	$0.45	19/32	$1.20
5/32	.45	⅝	1.30
3/16	.50	21/32	1.40
7/32	.55	11/16	1.50
¼	.60	23/32	1.60
9/32	.65	¾	1.70
5/16	.70	25/32	1.80
11/32	.75	13/16	1.90
⅜	.80	27/32	2.00
13/32	.85	⅞	2.10

"Pussyfoot" Closet Tanks "Aristocrat" Laundry Tubs

LEAD PIPE



SHEET LEAD

ANY WEIGHT. EIGHT FEET WIDE. ANY LENGTH.



THE CANADA METAL CO., LIMITED, TORONTO

CARTER'S

Always Recommend

CARTER'S GENUINE DRY RED LEAD

It is worth recommending. A highly oxidized and very finely ground Red Lead that is always pure, always uniform and very economical. The best protection paint for metal work, railway and marine work, steam pipes, etc.

Carter's Genuine Orange Lead, Genuine Dry White Lead and Litharge are of a similar high quality. Write for prices and particulars.

The Carter White Lead Company of Canada, Limited, 91 Delorimier Ave., Montreal

Bicycle Time Is Here!

Don't Delay---Now Is The Time To Get Into The Business

THERE are lots of bicycle "prospects" in your locality that you can turn into sales and make a nice clean profit.

So, put in a good assortment of C. C. M. models right NOW—April, May and June are BIG months in the bicycle business.

We will ship promptly.

Every C. C. M. Bicycle is fully guaranteed by the manufacturer.

The dealer assumes no risk whatever in selling C. C. M. Bicycles. The C. C. M. guarantee puts everything squarely up to the manufacturer. And the popularity of C. C. M. Bicycles shows that the bicycles and the manufacturer make good.

C. C. M. Bicycles will make good with you and will make money for you. Write, telephone or telegraph your order.



C·C·M· Bicycles

Red Bird - Massey - Cleveland - Columbia
Perfect - Gendron - Ivanhoe

The Canada Cycle & Motor Company, Limited

Montreal, Toronto WESTON, ONT. Winnipeg, Vancouver

If interested tear out this page and place with letters to be answered.

DRILLS—Continued.

7/16	.90	29/32	2.20
15/32	.95	15/16	2.30
½	1.00	61/32	2.40
17/32	1.05	1	2.50
9/16	1.10		

Intermediate sizes take list of next larger.

Bit Stock, list per doz, less 45%

3/32	$2.70	⅝	$ 8.50
⅛	3.00	7/16	10 50
5/32	3 50	½	13 00
3/16	4.00	9/16	15 50
7/32	4 50	⅝	18 00
¼	5 00	11/16	21 00
9/32	6 00	¾	24 00
5/16	7 00	⅞	30 00

Blacksmiths', ½-in. shank, Straight Shank, Straight Shank, wire, Taper Shank, 35 to 37½%.

EMERY CLOTH

See under Sandpaper.

ENAMELWARE

See prices under heading Wares.

FILES AND RASPS

Discounts below apply to list of Nov. 1, 1899.

Grest Western, Amer.	50%
Kearney, Foot, Arcade	55%
J. Barton Smith, Eagle	55%
P. H. and Imperial	55%
Globe	55%
Nicholson	32½%
Black Diamond	32½%
Delta Files	20%
Firth Files	50%

F.o.b. Toronto, Montreal, London and Hamilton.

FITTINGS—

	Montreal.	Toronto.
Cast iron fittings		20%
Malleable bushings	25%	30%
Cast bushings	25%	30%
Unions	40%	40%
Flanged unions	20%	20%
Plugs, cast iron	22½%	27½%
Plugs, solid		10%
Plugs, countersunk	net	net
Couplings, 4 in. and under	20%	20%
Do., 2½" and larger	net	net

POUND GOODS—

CLASS—	Blk.	Gal.
	Montreal.	
A		
B	0 22	0 31
C	0 14½	0 22
	Toronto.	
A	0 60	0 75
B	0 23	0 32½
C	0 15	0 23

NIPPLES, WROUGHT

Close and short, 4 in. and under, 40%, 4½ and larger, 30%; long, 4 in. and under, 50%, 4½ in. and larger, 40%; running thread, 4 in. and under, 20%.

Terms, 2% 30 days. Approved credit. Ontario, Quebec and Maritime Provinces.

GRINDSTONES Per 100 lbs.

Under 50 lbs., 1½ to 1¾" face	5 00
Under 50 lbs., 2¼ to 3" face	4 25
Over 50 lbs., 2¼ to 3" face	4 00
Bi-Treadle, each	9 75
Cycle BB	8 75

GRIND STONE FIXTURES

	Doz
No. 22	$ 9 60
No. 33	9 95
No. 2½	11 90
No. 3	12 50

F.o.b. Toronto.

HALTERS, LEATHER Doz.

Russet, rope tie, 1 in.
Black, rope tie, 1 in.
Black, rope tie, 1¼ in.
No tie, 1 in.
No tie, 1¼ in.

HALTERS, ROPE

Sisal, 7-16 in.
Do., 9-16 in.
Jute, 7-16 in.
Do., 9-16 in.

HAMMERS, NAIL

	Doz.
No. 21	$14 00
No. 1	19 00
Nos. 1½, 61½	18 75

HAMMERS, SLEDGE

Can. 2-2½ lbs., cwt.	$25 00
Do., 3-4½ lbs.	23 00
Do., 5 lbs. and over	16 00
Masons, 2-2½ lbs.	31 50
3-4½ lbs.	28 25
5 lbs. and over	23 00

F.o.b. Montreal, Toronto, Hamilton, London.

HAMMERS, STRIKING

No. 38, No. 46, 5 lbs. and over	$16 00

HAMMERS, MACHINIST

No. 30, 1-lb.	$12 60
No. 30, 1¼-lb.	13 50

Net.

HANDLE (WOOD)

All hickory handles, list plus 35%; all oak, ash and maple handles, list plus 20%; hay fork, hoe, rake, shovel and manure fork, list plus 20%; whiffletrees, doubletrees and neckyokes, list plus 35%; wood rakes, list plus 10%; horse pokes, list plus 10%; pike poles, list plus 30%.

Terms, all goods f.o.b. factories, 2% 10 days, net 30 days.

O-Cedar Mop Handles, less 30%.

HANGERS, BARN AND PARLOR

	List
Atlas, No. 0	$13 35
Atlas, No. 1	13 80
Atlas, No. 2	15 85
Stearns, 4 in.	12 80
Stearns, 5 in.	16 00
Perfect, No. 1	10 50
Canada	13 25
Hatch	13 25
National	15 00
America	19 00
Great West	30 00

HATCHETS, LATHING

No. 3	$10 25
No. 4	11 25

HATCHETS, SHINGLING

No. 1	$10 25
No. 2	11 25

HATCHETS, BARRELLING

Nos. 50, 60	$15 75

HATCHETS, CLAW

No. 7	12 25
No. 8	13 00

F.o.b. Montreal, Toronto, Hamilton, London

HEATERS, ELECTRIC

Glower Heater	12 00
Heatray Heater	14 00

Discount 22%-33%, according to quantity.

Majestic, 1 Burner	$11 50
Majestic, 2 Burner	17 50

Discount 27½%.

Universal	13 80

Discount 20 and 5%.

F.o.b. Toronto.

HINGES, SPRING

No. 200, per doz.	$2 50

HINGES, TEE AND STRAP

Heavy in Bulk.	Strap Doz.	Tee pairs.
4-inch	$3 00	$2 55
5-inch	3 70	3 20
6-inch	4 00	3 60
8-inch	5 40	4 10
10-inch	9 60	7 30
12-inch	11 90	11 60
14-inch	13 60	11 80

DISCOUNT 35%.

Light. Net Prices		
3-inch	$0 90	$0 90
4-inch	$1 08	1 00
5-inch	1 26	1 17
6-inch	1 53	1 35

Screw Hook and Strap Hinges—List prices, per dozen pairs—6 in., $4.30; 8-in., $4.80; 10-in., $6.40; 12-in., $7; 15-in., $7.50; 18-in., $11; 21-in., $12.40; 24-in., $16; 27-in., $17.20; 30-in., $18.50; 33-in., $21.50; 36-in., $24.50.

Discount 15%.

F.o.b. Toronto, London, Hamilton and Montreal.

HOES. Grub $10 50 $11 00

HOOKS, GRASS

	Canadian	English Fox
No. 2, per doz.	$4 90	$7 50
No. 3, per doz.	5 00	8 00
No. 4, per doz.	5 10	8 50
Little Giant	8 00	....
Barden Patent	8 00	....

F.o.b. Montreal, Toronto.

HORSESHOES Price per keg

Patterns	Sizes made	No. 2 and larger	No. 1 and smaller Less 20c.
Light iron	0-7	$8 25	$8 50
Long heel light iron	3-7	8 25	....
Medium iron	1-8	8 25	8 50
Heavy iron	6-8	8 25	....
Snow	1-6	8 50	8 75
New-light "XL" steel	1-6	8 70	8 95
Featherweight "XL" steel	0-4	10 10	....
Special-countersunk	0-4	10 60	....
Toe-weight (front only)	1-4	11 10	....

Packing—Up to 3 sizes in one keg, 10c per 100 lbs. extra. More than 3 sizes, 25c per 100 lbs. extra.

F.o.b. Montreal and Belleville.

Terms—Cash in thirty days, less 2% discount

TOE CALKS

Nos. 0, 1, 2 and larger, sharp and blunt, $2.70 to $3.00 box.

HOSE, LAWN Toronto

Corrugated, ½ in., 100 ft.	$19 00
Do., ⅝ in., 100 ft.	21 50
Do., ¾ in.	25 00

Less 5% for full reels, 500 ft.

F.o.b. Toronto and London.

IRON AND STEEL

See weekly report.

IRON, TINNED

Lion and Crown Brand, Toronto, in 22 gauge, 24 gauge and 26 gauge.

36 x 96	25c per lb.
30 x 96	25c per lb.

Less than case, 50c per 100 lbs. extra. F.o.b. Toronto.

These prices nominal.

IRONS (SAD)

Potts, polished, per set	$2 18
Potts, nickel plated, per set	2 30
Potts handles, japd., doz.	2 15
Common, No. 1, 4 and 5 lbs.	18 00
Do., 6 lbs. and up	17 00

F.o.b. Montreal.

IRONS, Electric

Model B, $7.50 list.

Classic, $8.00 list.

Discount 22% to 33%, according to quantity.

KNIVES, HAY

Spear Point	$19 00
Lightning	17 50
Heath's	17 50

LADDERS, Etc.

Step Ladders	Per ft.
Standard	0 40
Household	0 30
Shelf Lock, 4 to 8 ft. only	0 32
Faultless, 4 to 8 ft. only	0 45
Do., 10, 12 and 14 ft.	0 53
Single and Fruit Picking	
10 ft. to 16 ft.	0 28
18 ft. to 20 ft.	0 29

F.o.b. Toronto, Hamilton, London.

Roped and Straight Extension Ladders	Per ft.
20 to 32 ft.	0 32
36 to 44 ft.	0 35
Over 44 ft.	0 43
Special quality, 20 to 40 ft.	0 40
Three section extension	0 40

F.o.b. Toronto, London, Montreal, Stratford.

Fire ladders up to 32 feet are twice the price of ordinary extensions. Over 32 ft. are supplied with supporting legs at three times the price.

LANTERNS Per doz.

Short or Long Globe, plain or japd.	15 00
Dash, plain	18 75
Do., Japd.	19 25
Do., Search (r'nd reflec.)	17 00
Little Bobs	2 10-4 20

F.o.b. Toronto, Hamilton, London. Montreal.

LANTERN GLOBES—

Cold Blast, Short or Long	
1 doz. cases	$1 65 doz.
3 doz. cases	1 55 doz.
6 doz. cases	1 35 doz.
Cold blast, genuine ruby	5 75

F.o.b. Toronto, London, Hamilton and Montreal.

LATCHES Per doz.

Steel Thum, No. 2	$2 25
Do., No. 3	3 15
Do., No. 4	4 70
Barn Door, No. 5	3 30
Do., No. 9	3 50

F.o.b. Montreal, Toronto, London.

LEAD

For pig lead and lead and zinc products see weekly report.

MACHINES (WASHING)

	List each
Dowswell	12 75
Noiseless	17 50
Hamilton	14 00
Peerless	14 50
Snowball	19 50
New Century, style A	19 75
New Century, style B	21 75
New Century Electric	160 00
Playtime, engine drive	27 00
Ideal Power	28 00
Seafoam, electric, style A	105 00
Seafoam, engine drive	50 00
Sunshine	10 25
Popular	14 50
Economic	16 00
Puritan	19 50
New Champion	22 75
Home	20 00
Vacuum	27 00
Home Water, motor	28 00
Whirlpool, water power	32 00
Hydro, 1 Tub, engine drive	57 00
Do., do., electric	116 50
Rotary water motor washer	29 00
Connor ball-bearing, with rack	22 75
Perfection, engine drive	65 00
Perfection ,electric	124 00
Beaver	27 50
Beaver, power	28 50
Connor, vacuum	27 50
Patriot	20 00
Jubilee	12 50
Canada First	20 00

Less 25%.

Freight equalized with Montreal, Ottawa, Toronto, Hamilton, Kingston, London and St. Mary's on shipments of quarter dozen and upwards.

MATTOCKS

Cutter, doz.	$14 00
Pick, doz.	14 00

F.o.b. Montreal, Toronto, London. Hamilton.

MIXERS, BREAD

Canuck—	
No. 4, dozen	$36 24
No. 8, dozen	40 92
Universal—	
No. 4, dozen	$40 75
No. 8, dozen	52 00

MOPS Doz. Net

Liquid Veneer	$20 00
O-Cedar, less handle	14 00
Do., with handle	16 00
S. W. Mops, complete	5 50
Mop Sticks, No. 8	2 00
Cast Head Mop	2 00
Crescent, No. 10	2 85 3 25
Crank wringing	8 25- 9 00

F.o.b. Montreal, Toronto, Hamilton, London.

MOWERS, LAWN

Adanac	25%
Woodyatt	10%
Empress	15%
Mayflower	25%
Ontario Daisy	15%
Star	10%
Brockville K	Net
Brockville C	Net
Brockville BB	Net

F.o.b. Toronto, Guelph, London. Hamilton, Brockville.

NAILS

List adopted Sept. 10, 1920.

Advance over base on common wire nails in kegs.

1 inch	$1 50	2¾ inch	$0 30
1⅛ inch	1 40	3 inch	0 20
1¼ inch	1 15	3½ inch	0 15
1½ inch	0 80	3½ inch	0 10
1¾ inch	0 75	4 inch	0 05
2 inch	0 60	4½ inch	0 05
2¼ inch	0 55	5 inch	base
2½ inch	0 30	5½ inch	base
		6 inch	base

6½ to 12-inch 2 ga. and heavier, 25c over base.

Standard Steel Wire Nails, f.o.b. London; Hamilton, Milton, $4.65 base; Toronto, $5.10.

Owen Sound or Collingwood, $4.75 base.

F.O.B. Montreal, $4.55 base.

Freight equalized on above points.

Windsor, Walkerville, Sandwich, f.o.b. factory prices, carload freight allowed, ...

Sault Ste. Marie, Port Arthur, Fort William, $5.55 base, f.o.b. factory; no freight allowance.

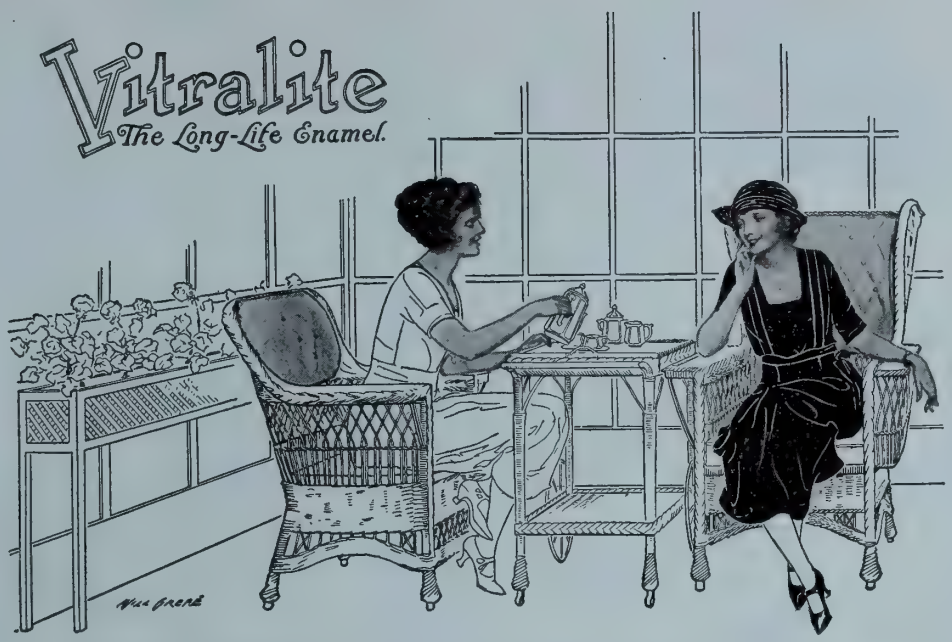
Moulding, Flooring, Slating, Box, Fence, Barrel Nails, 25c per 100 lbs. over common nail prices. Finishing Nails, 50c per 100 lbs. advance over common nail price.

Miscellaneous wire nails, 65% off miscellaneous list, f.o.b. Toronto, Montreal, Hamilton and London.

NAILS, CUT

Montreal, $5.10; London, $.... base; Toronto, $....

Roofing Nails — American, large head, keg, $11; 25-lb. boxes, per F.o.b. Montreal, Toronto, Hamilton. 100 lbs., $12.



Salesfolk Who Draw No Salary

Tommy, Betsy, and their friends are selling Vitralite Tints for you every day. Just because their work costs you nothing, don't make the mistake of overlooking their persistent efforts.

Reaching the better-class homes of your community through such quality magazines as the Atlantic Monthly, Century, Country Life in America, Harper's, House Beautiful, Review of Reviews, Scribner's and World's Work, the Tommy and Betsy advertisements are developing a call for Vitralite Tints as great or greater than the demand for the incomparable white Vitralite. This is no season to miss quality sales — if Vitralite Tints are not in your stock, write for the introductory proposition.

"Save the surface and you save all" Paint's itself

PRATT & LAMBERT-Inc.
VARNISH MAKERS 72 YEARS
24 Courtwright St., Bridgeburg, Ontario
FACTORIES
BRIDGEBURG, ONTARIO NEW YORK BUFFALO CHICAGO

PRATT & LAMBERT VARNISH PRODUCTS

NAILS (HORSE)

Size	C Brand
Capewell—	Per 25-lb.box
No. 5	$6 75
No. 6	6 50
No. 7	6 25
No. 8	6 00
No. 9 to 12	5 75

Discount, 10%

"M.R.M." BRAND

No.	Net Price List Lengths	Per box of 25 lbs
3	5⅝"	$20 25
4	1¾"	10 25
5	1 15-16"	5 25
6	2⅛"	5 00
7	2 16-16"	4 75
8	2½"	4 75
9	2 11-16"	4 50
10	2⅞"	4 50
11	3 1-16"	4 50
12	3¼"	4 50

F.o.b. London, Hamilton, Montreal, Toronto.

NETTING, POULTRY

List prices per 50-yd. rolls.
Adopted March, 1900.

2-inch mesh and 19 ga. wire.

12 inch...	$1 80	42 inch...	$ 6 20
18 inch...	2 65	60 inch...	7 70
24 inch...	3 40	72 inch...	9 20
30 inch...	4 00	84 inch...	10 50
36 inch...	4 75	96 inch...	12 00
42 inch...	5 50		

1½ inch mesh and 19 ga. wire.

12 inch...	$3 50	42 inch...	$10 50
18 inch...	5 00	48 inch...	12 00
24 inch...	6 30	60 inch...	15 00
30 inch...	7 75	72 inch...	18 00
36 inch...	9 90		

1 inch mesh and 20 ga. wire.

12 inch...	$4 00	42 inch...	$12 00
18 inch...	5 50	48 inch...	14 00
24 inch...	7 00	60 inch...	17 00
30 inch...	8 50	72 inch...	20 00

¾ inch mesh and 20 ga. wire.

24 inch..	$10 50	36 inch...	$15 00
30 inch..	12 75		

½ inch mesh and 22 ga. wire.

24 inch..	$16 50	36 inch...	$24 00
30 inch..	20 00		

Discounts at present quoted apply only to 1 and 2 inch mesh netting. Other prices have been withdrawn and are quoted only on application.

Toronto, London, Montreal, Canadian netting, 2-in. mesh, plus 10%.

1-in. mesh, plus 10%.

American netting, 1-in. mesh, add 10%.

Invincible—	Per rod
1848	$0 95
2060	1 05

Put up in 10, 20 and 30-rod rolls.
F.o.b. Montreal.

Blue Ribbon—	
24-inch, per roll	5 50
36-inch, per roll	7 15
48-inch, per roll	8 35
60-inch, per roll	9 85
72-inch, per roll	11 25

Put up in 10 rod rolls.

NIPPLES

See Fittings.

OAKUM—

Special No. 1	18 50
Plumbers'	8 00

F.o.b. Montreal, Toronto.

OILS	Toronto
Royalite, gal	0 27
Palacine, gal	0 30
Gasoline, net, gal.	0 38

Above prices net.

	Gallon
Black oil (summer)	0 24.6
Black oil (winter)	0 25.1
Capital, cylinder	0 88.6
Mach. oil, regular grades..	0 52.6
Imperial gas engine oil....	0 59.1
Paraffine	0 31.1

List, less 15% on above.

Imperial Kerosene, tractor	1 50

List less 25%.

Polarine Oil, list	1 50
Polarine Oil, heavy, list..	1 50
Polarine A, list	1 50

List, less 25%.

Gargoyle Mobiloil E and Arctic	1 60
Gargoyle Mobiloil, B	1 95
Gargoyle Mobiloil, BB	1 90
Gargoyle, Mobiloil A	1 80

List, less 15% on above.

Fuel Oil, bbl., net	0 10.2
Do., tank cars, net	0 08.2

Prices shown are barrel basis unless otherwise specified. Barrels charged extra.

OLD MATERIALS

See weekly report.

PACKING	Per lb.
Fine jute	$0 17
Coarse jute	0 13
Hemp	0 36
Square braided hemp	0 38
No. 1 Italian	0 44
No. 2 Italian	0 36

F.o.b. Toronto, Montreal.

PAPER	Per 400-ft. roll Montreal	Toronto
Dry Fibre, No. 1, Anch.	1 45	1 45
Do., No. 2, Anch.	0 95	0 95
Do., No. 2 Elephant	0 95	0 95
Tarred Fibre, No. 1 Anchor	1 55	1 55
Do., No. 2, Anchor	1 25	1 25
Elephant Brand, tarred, No. 2	1 25	1 25
Surprise Fibre	1 05	1 05
Stag Sheathing	1 05	1 05
Cyclone, dry	1 45	1 45
Do., tarred	1 70	1 70
Joliette Sheathing	0 95	0 95
Do., tarred	1 25	1 25

	Per 100 lbs.
Monarch Sheathing, white	8 75
Do., gray	6 75
Straw Sheathing, heavy, dry	5 10

Mont. Toronto.

Imp. White Sheathing	$6 75	....
Imp. Grey Sheathing	5 50	....
Scythe Brand dry straw	4 55	....
Spruce Sheathing, 36" and 72" wide		7 25
Asbestos Sheathing		13 50
Carpet Felt		6 50
Tarred Felt, 7, 10 and 16 oz.		5 35

F.o.b. Toronto and Montreal and Hamilton.

PASTE

Stick-Fast	
In barrels, 250 lbs., lb.	0 14
Barrels of 5 lbs., cotton bags, lb.	0 15
In kegs, 125 lbs., lb.	0 16
In 50-lb. boxes, lb.	0 18
In 25-lb. boxes, lb.	0 19
Solpar	
Barrels (200 lbs.), per lb.	0 14
2-lb. pkgs, case lots, lb.	0 16
1-lb. pkgs., case lots, lb.	0 17

PICKS

Clay—	Montreal	Toronto
5 to 6 lbs., doz.	11 50	12 00
6 to 7 lbs., doz.	12 50	13 00
Rock—		
7 lbs.	13 50	12 50
8 lbs.	13 50	12 75

F.o.b. Montreal and Toronto.

PINS, CLOTHES	Per case
5 gross, 4-in. (loose)	$2 25
4 gross (cartons), 4 in.	2 25
Spring, 2 grs. box	1 90

F.o.b. Montreal and Toronto.

PIPE, WROUGHT

Price List No. 50, March 28, 1921.

Standard Buttweld Pipe S/C
Per 100 feet.

Size	Steel Blk.	Galv.	Gen. Wrot. Iron Blk.	Galv.
⅛ in..	$ 6 50	$ 8 50	$	$ ....
¼ in..	4 89	6 99	5 91	8 01
⅜ in..	4 89	6 99	5 91	8 01
½ in..	6 50	8 03	7 95	9 48
¾ in..	7 99	10 06	9 95	12 02
1 in..	11 82	14 88	14 71	17 77
1¼ in..	15 99	20 13	19 90	24 04
1½ in..	19 11	24 06	23 79	28 74
2 in..	25 72	32 38	32 01	38 67
2½ in..	40 66	51 19	....	....
3 in..	53 17	66 94	....	....
3½ in..	67 62	84 18	....	....
4 in..	80 12	99 74	....	....

Sandard Lapweld Pipe S/C
Per 100 feet.

Size	Steel Blk.	Galv.	Gen. Wrot. Iron Blk.	Galv.
2 in..	$29 42	$36 08	$35 71	$42 37
2½ in..	44 17	54 70	54 11	64 64
3 in..	57 76	71 53	70 76	84 53
3½ in..	69 46	86 02	85 10	101 66
4 in..	82 30	101 92	100 83	120 45
4½ in..	95 89	1 20	1 30	1 54
5 in..	1 12	1 40	1 52	1 80
6 in..	1 45	1 81	1 97	2 33
7 in..	1 89	2 37	2 53	3 01
8L in..	1 99	2 49	2 66	3 16
8 in..	2 29	2 87	3 07	3 64
9 in..	2 74	3 43	3 67	4 36
10L in..	2 54	3 18	3 41	4 05
10 in..	3 28	4 10	4 39	5 21

Freight equalized on Chatham, Guelph, Hamilton, London, Montreal, Toronto, Welland.

PIPE (Conductor)

	Plain	List
2 in., in 10-ft. lengths, list.	$18 40	
3 in. in 10-ft. lengths, list.	22 30	
4 in., in 10-ft. lengths, list.	29 60	
5 in., in 10-ft. lengths, list.	40 00	
6 in., in 10-ft. lengths, list.	49 00	

Less 50/10%.

F.o.b. Toronto, Ottawa, Oshawa.

PIPE, LEAD

See weekly report.

PIPE (SOIL) Med. and extra heavy.	
2 in., 3 in.	10%
4 in.	20%
5, 6 in.	15%
8 inch	Plus 5%

SOIL PIPE FITTINGS	
2, 3, 4, 5, 6, in.	40%
8 in.	plus 5%

PIPE (STOVE)

See prices under Wares, etc.

PITCH	
Pine, black, per bbl.	$13 25
Navy pitch, per bbl.	6 50
Coal tar pitch, per cwt.	1 50

F.o.b. Montreal, Toronto

PLANTERS, CORN	
King of Field, doz.	$13 20
Triumph, doz.	11 00

PLATES, CANADA	Montreal	Toronto
Prices nominal,		
Do., 60 sheets	$10 00	10 00
Ordinary, 52 sheets..	9 75	9 75

PLATES, COKE, TIN

Prices only nominal

	Tor. Per box	Mont.
IX, 20x28, 112 sheets	24 50	
Do., 56 sheets	13 10	

"DOMINION CROWN BEST"—DOUBLE COATED TISSUE

	Nominal
IC, 14x20 base	$15 00
IX, 14x20 base	17 00
IXX, 14x20 base	19 00

F.O.B. Montreal.

PLATES, TERNE (Prices nominal)	
IC, 20x28, 112 sheets	23 00

F.O.B. Toronto or Montreal.

POLISH (O-Cedar)	Doz. Net
4-oz. bottles	2 40
12-oz bottles	4 80
1-qt. can	12 00
½-gal. cans	20 00
1-gal. cans	28 00
Net.	
Liquid Veneer—	Doz. Net
4-oz.	$2 40
12-oz.	4 80
32-oz.	10 00
64-oz., each	1 84
128-oz., each	2 84

PUMPS

	Pitcher Spout	Closed Spout
No. 2	$3 10	$3 30
No. 3	3 40	3 65
No. 4	4 05	5 00
		Each
No. 70		7 00
No. 80		9 50

PUMPS, REDWING			
No. 0	$6 85	No. 4	$12 75
No. 1	7 50	No. 5	15 25
No. 2	8 75	No. 6	18 00
No. 3	10 75	No. 6	18 00

F.o.b. Montreal, Toronto, Hamilton, London.

RIVETS AND BURRS

Iron rivets, 7-16 inch and smaller, blacked and tinned, 37½%; Iron burrs, 37½% off list on 200-lb kegs.

Extras, add 1c to list on 100-lb kegs; 3c on 50-lb. boxes; 4c on 25-lb. boxes, 8c on 1-lb. pkgs.

Copper rivets, usual proportion of burrs, 27½% off; burrs, add 10%

Extras on Copper Rivets, ½-lb pkgs., 1c per lb.; ¾-lb. pkgs., 2c lb. Coppered Rivets, net extras. 3c per lb.

F.o.b. Montreal, Toronto, London.

ROOFING	Per square Toronto
Samson, 1-ply, roll	$3 00
Samson, 2-ply, roll	3 50
Samson, 3-ply, roll	4 10
2 ply ready roofing	2 13
3 ply ready roofing	2 55

	Mont.	Toronto
Everlastic, 1 ply	2 10	2 10
Everlastic, 2 ply	2 50	2 50
Everlastic, 3 ply	2 95	2 95
Panamoid, 1 ply	1 90	1 90
Panamoid, 2 ply	2 30	2 30
Panamoid, 3 ply	2 75	2 75
Red Star, 2 ply	2 13	2 13
Red Star, 3 ply	2 55	2 55
Amazon, ex. heavy, 80 lbs. to roll	4 75	....
Everlastic Multi-Shingles (4 Shinges in One), sq.		$6 50
Everlastic Slate Surface Single Shingles, Tylike (red or green), sq.	7 65	7 80

F.o.b. Montreal.

Everlastic Liquid Roofing cement—		
Per gal., in bbls.	0 70	0 70
5 and 10 gal. lots, gal.	0 85	0 85
1 gal. cans, gal., doz.	10 50	10 50
Coal Tar (refined), bbl.	10 25	10 50
Coal tar (crude)	9 00	9 25
Roofix Roofing Cement—		
In bbls., per gal.		0 60
In ½ bbls., per gal.		0 65
In 5s and 10s		0 70
1 gal. cans, per doz.		9 00

F.o.b. Toronto, Montreal and Hamilton.

ROPE

Pure Manila basis	0 24½
Beaver Manila basis	0 20
New Zealand hemp basis	0 20
Sisal basis	0 18

Above quotations are basis prices. ¾ in. and larger diameter. The following advances over basis are made for smaller sizes:—⅝ in., ½c; 9-16 to 7-16 in. inclusive, 1c; ⅜ in., 1½c; ¼ and 5-16 in., 2c; 3-16 in., 2½c extra.

Single lathe yarn basis	0 18
Double lathe yarn	0 18½
Yacht marline, tarred	57
Halyards	50
Beaver Halyards, wht. pol, ¾ in. basis	0 35
Hemp, deep sea line basis	50
Hemp, tarred ratline basis	43
Hemp, tarred bolt rope basis	45
Marline and Houseline	45

NOTE.—Extra charge for shorter lengths than half coils, 2c per lb. additional instead of 1c per lb as formerly.

Italian rope basis on application.	
Cotton, ⅛ in.	0 42
Do., 5-32 in.	0 41
Do., 3-16 in.	0 38
Do., ¼ in. and up	0 37

F.o.b. Toronto, Montreal, London, Welland, Hamilton.

TAPES, MEASURING (LUFKIN)—	Each
263—50 ft. Challenge, Steel	$5 30
103—50 ft. Reliable Jr., Steel	5 35
243—50 ft. Rival, Steel	4 67
1243—50 ft., Rival Jr., Steel	4 35
603—50 ft., Metallic	3 38
604—66 ft.	3 92
403—50 ft., Linen	2 57
	Doz.
713—50 ft., Ass Skin	6 95
714—66 ft., Ass Skin	8 35
143—3 ft., Steel Pocket	8 30
145—5 ft., Steel Pocket	11 20
175—5 ft., Linen Pocket	7 30
165—5 ft., Cotton Pocket	1 65

F.o.b Montreal, Toronto, London

SANDPAPER

B. & A. sandpaper, net list

Star sandpaper, net list.

B. & A. emery cloth, 52½% on list.

F.o.b. Montreal and Toronto.

SCALES	Scale List	Stamping extra
Champion—		
4 lb.	$ 6 50	$0 40
10 lb.	8 75	0 45
240 lb.	13 75	0 75

Discount 5%.

600 lb.	40 00	1 00
1200 lb.	48 50	1 50
2000 lb.	65 00	1 50
2000 lb. Drop lever.	74 00	1 50

Discount 10/5%.

Champion, even balance 5% discount; standard scales, discount, 10 and 5% off list. No discount allowed on stamping charge. F.o.b. Toronto, Montreal, Hamilton.

SCREWS

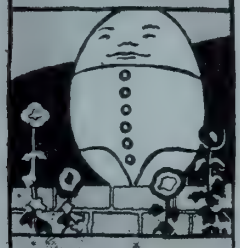
Discounts off Standard List adopted Aug. 1, 1908.

Wood, F.H., bright	72½%
Wood, R.H., bright	70%
Wood, O.H., bright	70%
Wood, F.H., brass	60%
Wood, R.H., brass	57½%
Wood, O.H., brass	57½%
Wood, F.H., bronze	55%
Wood, R.H., bronze	52½%
Wood, O.H., bronze	52½%
Square cap	20%
Hexagon cap	20%





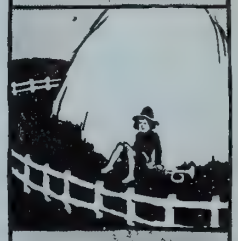
Simple Simon Met a Pieman



Humpty Dumpty Sat on a Wall



Rock-a-by Baby On the Tree top



Little Boy Blue come Blow your Horn

New "Mother Goose" Box for Viko Toy Sets

A box so attractive and unusual, we've had it copyrighted! Each square in the checkered design bears a gay, familiar figure from the rhymes of Mother Goose. (Details of design shown in panels at left and right.)

The box is printed in five bright colors, and, to children, appeals like a vivid and beloved storybook. It is both entertaining and instructive.

VIKO Toy Sets include many combinations of handsome aluminum dishes, or shining miniature cooking utensils. Packed in "Mother Goose" boxes, these Sets will meet with a ready sale the whole year 'round. Place your orders for Christmas trade now.

Write Your Jobber

Aluminum Goods Manufacturing Company
General Offices: Manitowoc, Wisconsin, U. S. A.
Makers of Everything in Aluminum

VIKO

The Popular Aluminum

SCREWS, IRON BENCH, No. 14

1 in.	$13 75
1⅛ in.	17 00
1¼ in.	20 00

SCYTHES

	Doz.
Cast Steel	$20 00
Golden Clipper	20 95
Little Giant	22 00
Bush	20 50

SNATHS

	Doz.
00 Patent	$17 50
1 loop	16 80
2 loops	15 80
3 loops	14 70
Bush	18 20

SHEETS, BLACK

See Montreal and Toronto report.

SHEETS, CORRUGATED

See weekly report.

SHEETS, GALVANIZED

See Weekly Reports.

	Queen's Hd.	Fleur-de-lis
28 gauge	$10 75	$10 00
26 gauge	10 50	9 75
24 gauge	9 90	9 35
22 gauge	9 55	8 90
18 and 20 ga.	8 85	8 75

Prices only nominal.
F.O.B. Montreal.

SOLDERING COPPERS

See Coppers.

SOLDER, BAR

See weekly report.

SPIDERS

Cast, No. 7, $1; No. 8, $1.05; No. 9, $1.15.

SPOUTS, SAP

Eureka, per M. $16 50

STANDS, WASHTUB

Dowswell, doz. $47 25

STAPLES (Fence)—

Per 100 lb. kegs

Bright	$5 25
Galvanized	6 25

STOVES

Oil Burning Cooking	List each
Perfection No. 32, 2-burner	$25 50
Perfection, No. 33, 3 burner	31 00
Perfection No. 34, 4-burner	40 00
No. 22G oven for above stoves	9 00

Discount, 30 per cent. off list.

McClary Glass Front Oven No. 70, each, net 6 00

Detroit Glass Front Oven, No. 85, each, net ....

Hot Blast ..... Plus %

F.O.B. Sarnia, London, Toronto, Ottawa.

Oil Burning Heaters	List
No. 525, each	$9 50
No. 530, each	10 50
No. 630, each	13 50

Discount 30% off list.

Hot Blast ..... Plus 10%

30% discount of No. 525, No. 530, No. 630 only.

STRETCHERS, CURTAIN—

Star, No. 1, doz.	$27 60
Star, No. 2, doz.	30 00
Sun No. 1	20 00
Sun, No. 2	22 00

STRETCHERS, WIRE

Hercules, doz. $3 60

SWEEPERS—

Carpet (Bissell's)

Amer. Queen, nick. fittings, cyco b.b.	$ 60 00
Club, jap., cyco bearing	120 00
Champion, jap. fittings	45 00
Grand, jap., cyco b.b.	68 00
Grand Rapids, nick., cyco b.b.	55 00
Do., jap., cyco b.b.	50 00
Parlor Queen, nick., cyco b.b.	62 00
Princess, nick., cyco b.b.	57 00
Standard, jap. fittings	46 00
Universal, jap., cyco bear.	48 00
Do., nick., cyco bear.	53 00
Little Daisy	2 00
Little Queen	3 00

SWEEPERS, VACUUM (Bissell's)

	Doz.
Grand Rapids, nickelled	$106 00
Household, japanned	94 00
Superba, nickeled	120 00

F.O.B. factory, Niagara Falls, Ont.

SWINGS—

Ontario, 4-passenger $8 50

TACKS

Wire Tacks	67½/15%
Revised Hardware Tack List adopted Jan. 20, 1920	67½/15%
Double-pointed tacks	67½/15%

Shoe findings—List adopted March 24th, 1921.

F.O.B. Toronto, Hamilton, Montreal and London.

TINNERS' TRIMMINGS

See prices under head of Wares.

TOASTERS, ELECTRIC

Universal	7 50
C. G.	5 00

Discount 20 and 10%.

Canadian Beauty	$5 34
Upright, with rack	6 40

TOOLS, HARVEST

Waverley, Wellandvale, Rixford, Maple Leaf, Bedford, 50 and 10% off new list.

F.O.B. Montreal, Toronto, Hamilton, London.

SPADES, SHOVELS AND SCOOPS

	1st Grade	2nd Grade	4th Grade
	%	%	%
Plain Back Shovels and Spades	35	35	35
Draining Tools	35	35	35
Hollow Back Scoops	35	35	35
Sand Shovels	35	35	35
Hollow Back Shovels	35	35	35
Hollow Back Coal Shovels	35	35	35
Riveted Back Scoops	35	35	35
Miners' Spring Point Shovels	35	35	35

Above discounts apply whether goods are sold in carload or less than carloads.

The above discounts apply only to Black List; Black List prices being as follows:

	BLACK LIST		
Plain Back Shovels and Spades	$29.00	$28.00	$25.00
Draining Tools, No. 2, black	29.00	27.50	.....
Hollow Back Scoops, No. 2, black	34.50	.....	32.00
Coal Shovels, Hollow Back, No. 2, black	32.00	.....	30.00
Sand Shovels, No. 2, black	27.50	.....	24.00
Hollow Back Shovels, No. 2, black	27.50	.....	24.00
Riveted Back Scoops, No. 2, black	37.50	35.50	34.00
Miners' Spring Point Shovels, No. 2, black	36.50	.....	.....

NET EXTRAS—

For each size larger than No. 2, add 35c dozen net.
Full polished, add $1.00 per dozen net.
Half polished, add 50c per dozen net.

F.O.B. London, Hamilton, Toronto, Gananoque, Ottawa, Collingwood, Sherbrooke, Montreal, Quebec, Halifax, St. John, Moncton, and freight may be equalized thereon. On shipments less than 5 dozen F.O.B. factory only.

TRACK BARN DOOR

Hatch Trolley, per ft.	....
Brackets for above, per doz.	....
National Flat Track, 1¼ in. per ft.	....

TROUGH (EAVE)

O. G. Square bead and half round:

Size in girth.	Per 100 ft.		
8 in.	$15 90	15 in.	$28 80
10 in.	17 70	18 in.	36 50
12 in.	21 20	Less 50/10%.	

F.O.B. Toronto, Oshawa, Ottawa.

TRAPS (GAME)

	Doz. with chain
Victor, No. 1 Giant, doz.	$3 35
Jump, No. 1	3 50
Hawley & Norton, No. 1	5 00
Newhouse, No. 1	7 50

F.O.B. Toronto, London, Hamilton, Montreal.

TUBS, WOOD

No. 0, per dozen	$26 40
No. 1, per dozen	23 10
No. 2, per dozen	20 90
No. 3, per dozen	17 60

F.O.B. Newmarket.

TWINE, BINDER

	per ft.
550 feet	0 17¼
550 feet	0 18¾
600 feet	0 20¼
650 feet	0 21¼

Freight prepaid to nearest station in lots of 300 lbs. and over. Rebate of ⅛ cent lb. on 10,000 lbs. and ¼ cent lb. on 20,000 lb.

TWINE (COTTON)

5-lb. sack, 3-ply, lb.	0 42
Cones, 3-ply, lb.	0 38
Do., 4-ply, lb.	0 41

VALVES AND COCKS

Compression work—Standard.	34%
Fuller work—Standard	30%
Basin cocks Fuller, No. 0	30%
Nos. 1 and 2	30%
Bath Cocks—Compression	25%
Flatway stop and waste cocks, Standard	34%
Roundway stop and waste cocks—Standard	34%
Brass steam cocks, stand.	10%
Radiator valves—Standard	23%
[illegible]	10%
Globe, angle and check valves, standard	5%
Gate or Straightway	Net
Jenkins Gate Valve	10/7%
Jenkins Globe	10%
J.M.T.	10%
J.M.T. C.	15%
J.M.T. Gate Valves	15%

F.O.B. Toronto.

VALVES, FOOT

	Blk.	Galv.
1¼	0 58	0 83
1½	0 72	1 10
2	0 99	1 60

Penberthy Brass Valves

Gate Valves	15%
Regrinding Valves	10%
Swing Check Valves	5%
Compodisk Valves	10%

WARES, ETC.

Britannic, advance 65%
Scotch Grey Ware, 40%
Colonial, 5%
Imperial Ware, 5%
Pearl, 5%
Premier, list, plus 30%
Canada Ware, list, plus 30%
Crescent, 40%
Diamond, plus 30%
White Ware, 20/10%
Japanned Ware, list, plus 33 1-3%
Japd. Ware, White, list, plus 45%
Plain and Japanned Sprinklers, list plus 33 1-3%
Stamped Ware, plain, 35%
Stamped Ware, retinned, 20/10%
Copper Bottoms, plus 50%
Tinners' Trimmings, plain, 35%
Tinners' Trimmings, retinned, 20/10%
Tinners' Trimmings, General, list, plus 50%
Factory Milk Cans, list, plus 70%
Milk Can Trimmings, list, plus 90%
Cream Cans, list, plus 47½%
Railroad Cans, list, plus 40%
Sheet Iron Ware, list, plus 66 2-3%
Pieced Ware, ordinary, list, plus 75%
Pieced Tinware, C.B., list, plus 90%
Fry Pans, Acme, list, plus 5%
Fry Pans, Quick Meal, plus 50%
Spiders, steel, plus 50%
Fire Shovels, japanned, list, plus 60%
Steel Sinks, galv'zd, list, plus 50%
Steel Sinks, painted, list, plus 50%
Light Galv. Pails and Tubs, list plus, 60%
Heavy Galv. Pails and Tubs, list plus 50%
Hollow Ware, add 40%
Garbage Pails, list, plus 45%
Jap. Coal Hods, list, plus 80%
Galv. Coal Hods, list, plus 90%
Paper Lined Boards, 10%
Wood-lined Boards, list, plus 10%
Copper Boilers, list, net list.
Copper Tea Kettles, list plus 30%.
Copper Tea and Coffee Pots, list, plus 30%.
Stove and other Pipe, list, plus 100%
Stove Pipe Elbows, black and galv., list, plus, 66 2-3%.
Stove Pipe Thimbles, 40%.

F.o.b. Montreal, Toronto, London, Hamilton.

WASHERS, WROUGHT

Round, plain. Sizes given are size of hole. In boxes of 50 lbs. list prices per 100 lbs.—¼ in., $28.00; 5/16 in., $24.40; ⅜ in., $22.80; 7/16 in., $21.00; ½ in., $19.60; 9/16 in., $18.80; ⅝ in., $18.60; 11/16 in., $12.40; ¾ in., $18.20; 13/16 in., $18.00; 1 1/16 in., 1⅛ in., 1¼ in. 1 5/16 in., $18.00; 1⅜ in., 1½ in. 1⅝ in., $18.40; 1¾ in., 1⅞ in., 1 in., 2⅛ in., $19.00. Discount 50% f.o.b. Montreal, Hamilton, Toronto, London and Halifax.

Car lots allowance to following points: Windsor, Walkerville, St. John, Moncton, Amherst, New Glasgow. Freight allowance: Fort William and West, 10c per 100 lbs., cash in 30 days less 2%.

Net extras, 26 to 40 lbs. of a size, $1.00; 25 lbs. of a size or less, $2.00 per 100 lbs. Package allowances—if taken in kegs about 175 lbs. each, allowance 10c per 100 lbs.; if taken in bags about 100 lbs., allowance 15c per 100 lbs.

WEIGHTS, SASH

	Ter.	Lon.	Mon.
Section, 1 lb., per 100 lbs.	$5 10	$5 25	$5 50
Section, ½ lb., per 100 lbs.	5 50	5 75	5 50
Solid, 3 to 30 lbs., per cwt.	5 00	4 75	4 50

WHEELBARROWS

Navvy, steel wheel, doz.	$105 00
Garden Steel, doz.	78 75
Light Garden, doz.	85 00

F.O.B. Montreal, Toronto, London

WIRE PRODUCTS

Annealed or Bright.

Advances over base price on sizes lighter than No. 9.

No. 9 and heavier	Base
No. 10	$0 06
No. 11	0 12
No. 12	0 20
No. 13	0 30
No. 14	0 40
No. 15	0 55
No. 16	0 70

Annealing, no extra.
Oiled and Annealed, extra, $0.15.
Coppering and liquor finish, extra, $1.00-$1.50.
Tinning, extra, $2.00-$3.00.
Bright base, $5.00.
Annealed base, $5.00.
Galvanized base, $5.70.
Barbed Wire, $6.20.
Coiled Spring Wire, 9 gauge, Toronto, $5.65; Montreal, $5.75.
Prices subject to change without notice.
Extra net, per 100 lbs.—Oiled wire, 15c.; bright, soft drawn, 25c-70c.

Stovepipe Wire.

No. 18	$9 50
No. 19	10 00

F.O.B. Toronto, London, Hamilton, Montreal, St. John, freight equalized.

WRENCHES, STILLSON

	each
6 inch	$2 00
8 inch	2 25
10 inch	2 50
14 inch	3 50
18 inch	5 00
24 inch	7 25
36 inch	13 50

Discount, 50% Canadian pattern; 40% on genuine.

WRENCHES, CRESCENT, list plus 10%.

WRINGERS, CLOTHES

Domestic, No. 531E	$115 00
Dom. Bench, No. 541EB	174 00
Favorite, No. 511E	106 00
Favorite, No. 512	112 00
Royal Canadian	94 00
Favorite, No. 514	133 00
Ottawa, No. 231E	105 00
Ottawa Bench, No. 341EB	162 00
Challenge, No. 311E	95 00
Warranty	115 00
Bicycle,	95 00
Eze	102 00
Rapid	92 00
Eureka	64 00
Blue Belle	115 00
Do., Folding B	164 00
Rival	105 00
Model	91 00
Imperial	102 00

Discounts from above list, 25%.

Terms—30 days, less 2 per cent. Freight equalized on half dozen machines and upwards with the nearest of the following places to point of destination, viz.: Montreal, Kingston, Ottawa, Toronto, London, Hamilton or St. Marys.

Here You Are—TINSMITHS!

The Bottom Price at Last

We have purchased the complete mill stock as shown below

FLAT GALVANIZED SHEETS, SECONDS

These are whole sheets, well coated and entirely satisfactory for many requirements. The defects consist of occasional spots, metal streaks, stains, bent corners, etc.

First Come First Served

Order without delay, as the price named below will clean the stock out in a hurry.

SIZE		SIZE		SIZE	
10¾ oz.	24 x 72— 100	24 ga.	24 x 72—1400	28 ga.	24 x 72— 100
	24 x 96— 100		28 x 96— 100		24 x 96— 400
	28 x 96— 200		28 x 120— 500		28 x 96— 100
	30 x 72—4600		30 x 72—1200		30 x 72— 3800
	30 x 84—1200		30 x 84— 300		30 x 84— 400
	30 x 108— 200		30 x 96—1300		30 x 96— 1100
	36 x 60— 100		30 x 108— 100		30 x 120— 100
	36 x 72—4700		36 x 72— 300		30 x 132— 1400
	36 x 96—6400		36 x 96— 500		36 x 72— 8300
	36 x 108— 400		36 x 120— 200		36 x 84— 800
	36 x 120—7000				36 x 96—12100
					36 x 108— 1100
					36 x 120— 6300
22 ga.	29½ x 110½—6300				
	30 x 72 — 800	26 ga.	24 x 72— 300	20 ga.	30 x 72—1000
	30 x 84 — 100		24 x 96— 600		30 x 84— 200
	30 x 96 —6000		28 x 120— 100		30 x 96—1100
	30 x 108 — 100		30 x 72— 300		30 x 120— 100
	30 x 120 —1200		30 x 96—1300		36 x 72— 700
	32 x 101½—1100		30 x 120— 400		36 x 96— 300
	35 x 114½— 600		36 x 72—4600		36 x 108—2800
	36 x 72 — 400		36 x 84— 200		36 x 120— 300
	36 x 96 — 400		36 x 96—4400		
	36 x 108 —4000		36 x 120—1000		
	36 x 120 —3400				

PRICES

10¾ oz.	—$6.40 per 100 lbs.
No. 28 ga.	— 6.00 per 100 lbs.
26 ga.	— 5.70 per 100 lbs.
22/24 ga.	— 5.55 per 100 lbs.
20 ga.	— 5.40 per 100 lbs.

All F.O.B. Cars Hamilton **Terms Net 30 Days**

In stock for **immediate** shipment.

If possible, give some latitude in sizes, stating preference and possible substitutes.

NEVER-FAIL PRODUCTS, LIMITED

HAMILTON, ONT.

If interested tear out this page and place with letters to be answered.

Paints, Oils, Etc.

ALABASTINE
Colors and white—2½-lb. packages, $10.10 for 100 lbs., 5-lb. packages, $9.60 for 100 lbs. F.o.b. Paris or nearest jobbing house.

BLUE STONE	Montreal	Toronto
Per lb., bbls. ..	10	10

COLORS (DRY)	Per lb.
Raw and Burnt Umber, 100 lb. kegs, No. 1	06-09½
Do., pure	11-15
Raw and Burnt Sienna, 100 lb. kegs, lb.	06-09½
Do., pure	16-18
Imp. green, 100-lb. kegs..	22-23
Chrome green, pure	50-56
Chrome yellow	30-45
Brunswick green, 100-lb. keg	11-14½
Indian red, 100-lb. keg	15-20
Do., No. 1, 100-lb. keg	..-07
Lamp black	32-35
Venetian red, best bright	06½-09
Do., No. 1	03¾-05½
Drop black, pure dry	..-20
Golden ochre, 100-lb. kegs	..-09
White ochre, 100-lb. keg..	..-06
Do., barrels	..-05
Yellow ochre, barrels	04-05½
French ochre, barrels	..-10½
Spruce ochre, 100-lb. kegs.	05-08
Can. red oxide, bbls.	02¾-04½
Super magnetic red	0 05
Vermillion	1 00
English vermillion	2 25

F.o.b. Montreal, Toronto.

COLORS IN OIL, PURE	1 lb. tins
Venetian red	0 27
Indian red	0 36
Chrome yellow, pure	0 70
Golden ochre, pure	0 35
French spruce ochre, pure..	0 30
Greens, pure	0 35
Siennas	0 36
Umbers	0 36
Ultramarine blue	0 70
Prussian blue	1 20
Chinese blue	1 20
Drop black	0 42
Ivory black	0 44
Signwriters' black, pure	0 48
Lampblack	0 48
Imperial black, 25-lb. irons.	0 39

F.o.b. Montreal, Toronto

ENAMELS (white)	Gal.
Dougall white enamel	$8 78
Vitralite	8 78
Duralite	7 00
B-H "White" Enamel	8 00
Martins, White	7 00
Satinette	6 23
C.P. Co. Albagloss	6 30
C.D. Master Painters'	8 20
Mooramel	7 00
Sunshine, white	7 00
Kyanize	8 00
Solpar	4 50
Paripan	11 00
Jasperlac	5 00
Invincible	7 50
Hillcrest	7 00
Amelite A. & E.	8 40
Adelite, A. & E.	6 15
Floglaze	5 00

GLUE	Per lb.
English, sheet	30-32
White pigsfoot	..-50
Cake bone, 112-lb. bags..	30-32
Hides, 112-lb. bags	35-40
Ground glues, 112-lb. bags—	
English, per lb.	30-32
Canadian, per lb.	27-30

Brantford—	Per case
No. 7, 50 pcks, 1 lb.	$25 00
No. 8, 100 pcks., ½ lb.	28 00
No. 9, 200 pcks., ¼ lb.	35 00

GLASS LIST

United In.	Star or 16 oz.	Double or 24 oz.
Up to 25	$11 00	$16 40
26 to 40	14 00	20 90
41 to 50	15 00	23 00
51 to 60	16 00	24 00
61 to 70	17 00	25 00
71 to 80	....	27 00
81 to 84	....	34 00
85 to 90	....	36 50
91 to 94	....	37.25
95 to 100	....	43.75

Discount box glass, Montreal 50%; Toronto, 50%; London, 50%.
Cut size sheet glass, 60% off list of November, 1919

GLAZIERS' POINTS
Zinc coated, 13c, ½-lb. pkg.
F.o.b. Montreal, Toronto.

LEAD, WHITE (Ground in oil).
Prices are per 100 lbs. in ton lots. Less than ton lots are 35c per 100 lbs. higher than quoted below. F.O.B. Brantford, 50c; London, 55c; Windsor, 60c per 100 lbs. F.o.b. Toronto and Hamilton, 45c per 100 lbs. F.o.b. Fort William and Port Arthur. 75c per 100 lbs.
Maritime differential 50c per 100 lbs. over Montreal.

	Montreal	Toronto
Anchor, Pure	$14 50	$14 95
Champion, Pure	14 50	14 95
Crown Diamond, pure	14 50	14 95
Green Seal	14 50	14 95
I.V. Perfection	14 50	14 95
Ramsay's Pure	14 50	14 95
Moore's Pure	14 50	14 95
Tiger, Pure	14 50	14 95
O.P.W. Dec. Pure..	14 50	14 95
Red Seal	14 50	14 95
O.P.W., English	14 75	15 20
Maple Leaf, pure ..	14 50	14 95
Elephant Genuine ..	15 00	15 45

B. B. Genuine Lead, less than tons, Montreal, $16.40, Toronto, $16.85.

LEAD (RED DRY)	Per 100 lbs.
Genuine, 560-lb. casks	$14 00
Genuine, 100-lb. casks	15 00
Less quantity	16 00
Genuine Eng., casks	14 00
F.o.b. Montreal, Toronto.	
Lead (red in oil)	....
25s	0 24
10s	0 25
5s	0 26
1s	0 29

F.o.b. Toronto, Montreal, Hamilton

LINSEED OIL
For prices see weekly report.

LITHARGE	
Casks, per cwt.	$17 00
Smaller quantities, per lb.	0 20

LIQUID, BRONZING	
Bronzing liquid, No. 1	$1.55-$2.15
Banana oil, gal	4 25

F.o.b. Montreal, Toronto

MURESCO	Per 100 lbs. White	Tints
350-lb. bbls.	$7 15	$8 25
200-lbs., half bbls. ..	8 00	9 10
100-lbs., kegs	8 25	9 35
Cases 20 5-lb. pkgs. ..	8 80	9 90

F.O.B. Toronto.

OILS—

Fly, Creonoid—	
Barrels, per gal.	0 65
Half-barrels, per gal.	0 70
5s and 10s, per gal.	0 80
1s (1 doz.)	13 00
½ gal. cans, 1 doz. to case..	9 00

PAINTS, PREPARED
See weekly report.
Price per gallon, 1 gallon can basis

Elephant white	$4 35
Sanitone, white	3 85
Sanitone, colors	3 75
C.P. Co., pure, white	4 45
C.P. Co., pure, colors	4 10
C.P. floor paint	3 95
Elephant floor paint	3 70
Victoria floor paint	3 40
B.-H. English, colors	4 10
B.-H. English, white	4 45
B.-H. Fresconette, white	3 85
B.-H. Fresconette, colors	3 75
B.-H. Floor	3 95
B.-H. Porch Floor	4 10
Crown Diamond, white	4 20
Crown Diamond, colors	3 85
Crown Diamond Floor	3 70
Crown Diamond, porch	3 80
Do., Flat Wall Tone, white.	3 85
Do., colors	3 75
Moore's House Colors, white .	4 35
Do., House Colors, colors ..	4 10
Do., Preservo Paint, white.	2 95
Do., colors	2 85
Do., floor paint	3 80
Do., Sani-Flat	3 80
Moore's Porch and Deck Paint	4 10
I.V. Elastica, white	3 95
I.V. Elastica, colors	3 70
I.V. Flatine, int. wall, white..	3 85
I.V. Flatine, int. wall, colors.	3 75
Jamieson's Crown Anchor	3 85
O.P.W. Canada Brand, white	4 45
O.P.W. Canada Brand, colors	4 10
O.P.W. Canada Brand, floor.	3 95
O.P.W. Flat Wall, white	3 85
O.P.W. Flat Wall, colors	3 75
Ramsay's Pure, white	4 30
Ramsay's Pure, colors	3 95
Ramsay's floor	3 80
Ramsay's porch	3 95
Glidden's white	4 45
Glidden's colors	4 10
Martin-Senour, 100%, white..	4 45
Martin-Senour, 100%, colors..	4 10
Martin-Senour, Porch Paint..	4 10
Martin-Senour, Neutone, white	3 85
Martin-Senour, Neutone, colors	3 75
Martin-Senour, Floor Paint..	3 95
Sherwin-Williams, white	4 45
Sherwin-Williams, colors	4 10
Sherwin-Williams, floor	3 95
Sherwin-Williams, porch paint	4 10
Flat Tone, white	3 85
Flat Tone, colors	3 75
Lowe Bros., H.S., white	4 45
Lowe Bros., H.S., color	4 10
Lowe Bros., hard drying floor	3 95
Mellotone, white	3 80
Mellotone, colors	3 75
Maple Leaf, white	4 45
Maple Leaf, colors	4 10
Maple Leaf, floor	3 95
Pearcy's Prepared, colors	3 60
Pearcy's Prepared, white	4 00
Pearcy's Prepared, floor	3 30
A. & E. Adelite, white	4 45
Do., colors	4 10
Do., Industrial white	3 50

Barrett Products

Everjet Elastic Carbon Paint—	Mont.	Tor.
Barrels, per gal.	0 80	0 80
Half-barrels, per gal.	0 85	0 85
5s and 10s, per gal.	0 95	0 95
1s, per case, doz.	12 00	12 00
Everjet Black Enamel—		
Crates 2 doz., 8 oz.	$1 95	$1 95
Crates 12 doz., 8 oz.	1 70	1 70
1-gal. cans, gal	1 50	1 50
5-10 gal. cans, gal.	1 35	1 35
Barrels-half bbls., gal	1 25	1 25
Carbosota Liquid Creosote Oil—		
Barrels	0 60	0 60
Half barrels	0 65	0 65
5s and 10s, gal	0 75	0 95
1s (case 12 gals.)	8 50	9 50
H., T. & A. Co.'s Creosote Oil—		
Barrels	0 45	
Half-barrels	0 50	
5s and 10s	0 60	

F.o.b Montreal, Toronto.

PARIS GREEN	100-lb. lots
½-lb. paper cartons, per lb.	0 52
1-lb. paper cartons, per lb.	0 50
½-lb. tins, per lb.	0 54
1-lb. tins, per lb.	0 52
25-lb. tins, per lb.	0 48
50 and 100-lb. drums, per lb.	0 46
250-lb. kegs, per lb.	0 44½
600-lb. barrels, per lb.	0 44

Terms, 1% 15, or 30 days net.
F.o.b. Montreal, Toronto, Hamilton, London, Ottawa, Quebec, Moncton, St. John's and Halifax.
Yarmouth and P.E.I. points ¼c per lb. extra.

PUTTY
See Weekly Report.

ROSIN

Barrels, 100 lbs.	$5 00
Less, per lb.	0 08

SHELLAC

	Pure white	Pure orange
Per bbl.	$4 00	$3 50
Gal. jugs	4 50	4 00

F.O.B. Toronto, London, Montreal.

SHINGLE STAINS

	Ord. Colors	Greens
M.L. Creosot	1 40	1 60
Solignum	1 25	1 60
Martin Senours	1 40	1 60
Elastica	1 40	1 60
Hillcrest	1 40	1 60
"C.D." Shingle Stain	1 35	1 50

TAR	Mont.	Toronto
Coal Tar, refined	10 25	10 50
Do., crude	9 00	9 25

PAINT AND VARNISH REMOVER

Taxite, 1 gal. cans	3 60
B.H. Vanisher	3 60
Chalco	3 60
Klensa	3 60
Cumoff	3 60
Dougall Lingerwett	3 60
Takeoff	3 60
O.P.W. Presto	3 60
Solvo	3 60
Varn-off	3 25
Adelite	3 60

VARNISHES	Per gal cans
B.-H. Floor	4 80
B.-H. Maritime Spar	6 00
B.-H. Hard Oil	8 24
B.-H. Gold Medal	4 02
Elastilite	4 50
Granitine Floor Finish	4 50
Hydrox Spar	4 65
C.P.C. Sun Varnish	4 30
C.P.C. Sun Aero Spar	4 50
C.P.C. Sun Waterproof Floor	4 40
I.V. Elastica, No. 1	5 74
Do., No. 2	5 25
Do., Floor	4 88
Jasperite Interior and Exterior	3 75
Jasperite Indestructo, floor	3 75
Jasperite Pale Hard Oil	2 75
P. & L. No. 61	5 00
Jamieson's Copaline	4 25
M-S Marble-Ite Floor	4 87
M-S Wood-Var	4 87
M-S Durable Spar	5 78
M-S Finest Interior	5 23
Moorlastic Floor	4 25
T. 45 Floor	3 50
Moorvar Interior	3 25
Moore's Spar	5 00
Elastic Interior	4 15
Mar-not	4 40
Quick Action House	2 50
Rexspar	5 64
Scar-Not	5 10
Solpar, Spar Marine	6 00
Solpar House Spar	4 50
Solpar Floor	4 50
Solpar Interior	3 50
Kyanize Spar	5 15
Kyanize Cabinet Rubbing	4 85
Kyanize Interior and Floor	4 85
Luxeberry light	4 75
Luxeberry granite	4 90
Luxeberry spar	5 62
Ramsay's Universal	3 75
Ramsay's Agate Floor	3 95
Ramsay's 400 Hard Oil	3 25
Ramsay's, No. 720	3 00
Crown Diamond Floor	4 25
"C.D. Big 4" Exterior	5 00
"C.D. Big 4" Interior	4 50
"C.D. Big 4" Floor	4 40
C. D. General Purpose	4 15
C. D. Furniture	2 05
Dougall Univarnish, clear	5 40
Dougall Transparent, spar	6 00
Dougall Transparent, floor	5 20
Copalite	4 00
Adelite, No. 103, Floor	4 56
Adelite, No. 105, Flat	4 56
Adelite, No. 100, Spar	6 00

F.o.b. Montreal, Toronto.

WATER PAINTS	
Rockface, bbls., 250 lb.	0 05
Opalite, 300 lb. bbls.	0 13½
Opalite, 100 lb. kegs	0 14½
1 gal. packages, per pkg.	0 75
½ gal. package, per pkg.	0 40

WATER PAINTS (per 100-lbs.) 5-lb. pkgs.	White	Colors
Decotint	9 50	9 50
Coralite	9 50	9 50
Perfecto	8 50	9 50
Solpar	8 80	9 90
C. D. Wall Coating, white	8 75	
Do., colors	9 25	
A. & E Hygiene Kal.	0 42	0 48
Do. in 100 lb. kegs	0 09	....
Do., in 300 lb. bbls	0 08	....

WASTE	
Cream, Polishing	0 22

WHITE			
XXX	0 21	XXX	0 18½
XX	0 19½	XX, grad	$ 17½
X	0 17½	XLCR	0 16½
XC	0 16½	X Empire	0 15
		X Press.	0 13½

COLORED			
		Fancy	0 15
No. 1	0 14½	Lion	0 13½
No. 7	0 13½	Standard	0 12
No. 1A	0 12½	Popular	0 10½
No. 1B	0 11½	Keen	0 09

Above lines subject to trade discount for quantity.

WAX	
B.H. Wax	0 50
Berry Bros.	0 70
Imperial Floor Wax	0 40
Anchor	0 33
O.P.W. Lion Brand	0 50
Old English	0 67
Johnson's	0 67
Jamieson's liquid wax, gal.	3 50
Ramsay's	0 45
Martin-Senours	0 58
I.V. Wax	0 59
Sherwin-Williams	0 60
Solpar	0 40
Sturgeon French Polish	0 60
Crown Diamond	0 45
Hillcrest	0 45
Plymouth Rock	0 60
Champion White	0 45

F.o.b. Montreal and Toronto.

WHITING	
Gilders, bolted, in bbls.	3 25

WOOD ALCOHOL	Per gal
In five gallons	$2 75
Methylated Spirits	1 90-2 55

F.o.b. Montreal, Toronto, London

GLASS

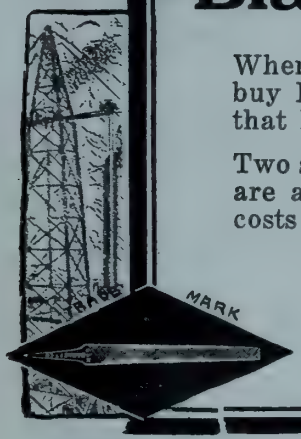
We are receiving quantities of Belgium Window Glass and can quote you very attractive prices for immediate deliveries or for spring import shipments. We stock or manufacture Plate, Bevelled Plate, Mirrors, Figured, Leaded, Wired and Prism Glass.

Write, Phone or Wire for Prices

HOBBS Manufacturing Company, Limited

MONTREAL TORONTO LONDON WINNIPEG

Black Diamond for Cutting



When you buy a file, you buy cutting service. For extra cutting value, buy Black Diamonds. Made since 1863 to a standard of file quality that has won highest honors at expositions and at the bench.

Two simple steps will lead to better filing except where Black Diamonds are already used. Our catalog is free for the asking. A shop trial costs nothing and will show convincing results.



Established 1863

Black Diamond File Works

G.& H. Barnett Company 1078 Frankford Ave. Philadelphia, Pa.

Owned and Operated by Nicholson File Co.

Window S RED Glass

Also Plate, Figured, Bent, and Ornamental Glass

Stained, Wired, Mirror

Order Early

The Toronto Plate Glass Importing Co., Limited

Don Roadway Toronto

Winnipeg Hardware Quotations

AMMUNITION

Powder, per keg, $11.00.

Soft shot, per cwt., $15,50; chilled, $17.00; buckshot, $16.30; ball, $16.70.

AMMUNITION, DOMINION

	Blk. List	Lesmok List	Smkless List
8B 'aps	.....	.....	$ 7 00
22 Short ..	.....	$10 00	10 70
22 S. Mush.	.....	.....	11 50
22 Long ...	.....	12 00	15 00
22 L. Mush.	.....	.....	16 00
22 L.D. do.	.....	.....	18 70
22 L. Rifle.	.....	14 00	17 50
25 Short ..	$23 50	.....	.....
32 Short ...	23 50	.....	70 00
25/20	.....	.....	70 00
25 Colt Auto	.....	.....	53 00
30 Mausey .	.....	.....	91 00
32 S. & W.	.....	.....	42 00
32 S. Colt .	33 50	.....	.....
32 Colt Auto	.....	.....	63 00
32/30	.....	.....	70 00
38 S. & W.	.....	.....	54 50
44 G. Getter	.....	.....	66 50
44/40	.....	.....	84 00
455 Target .	.....	.....	85 00
250 Sav. H.P.	.....	.....	160 00
280 Ross ...	.....	.....	209 00
25/35	.....	.....	125 50
30/30	.....	.....	144 50
303 Savage.	.....	.....	144 50
303 British.	.....	.....	190 00
32/40	.....	.....	121 50
32 Special..	.....	.....	144 50
32 Rem. Rim.	.....	.....	144 50
33 Win. ...	.....	.....	190 00
35 Rem. Rim.	.....	.....	159 50
351 Self Ldg.	.....	.....	121 50
38/55	.....	.....	152 00
45/70-405 ..	138 00	.....	.....

Jobbers' Discount on Winchester and Savage Ammunition, 40%; U. M. C., 40% off Dominion List.

Dominion Amunition — Discount 30/20% off Dominion List.

ANVILS

Peter Wright, 60 to 69 lbs., 29½c a lb.; 70 to 79 lbs., 28½c; 80 lbs. and over, 27½c.

Farriers' Clip Horn, 28½c a lab. Norris, 80 lbs. and over, 16c.

AUGER BITS

Standard List Prices per Dozen.

3/16	$6 00	18/16	$12 00
4	5 00	19	14 00
5	5 00	20	14 00
6	5 00	21	16 00
7	5 00	22	16 00
8	5 00	23	18 00
9	6 00	24	18 00
10	6 00	25	21 00
11	7 00	26	21 00
12	7 00	27	24 00
13	8 25	28	24 00
14	8 25	29	27 00
15	9 50	30	27 00
16	9 50	31	30 00
17	12 00	32	30 00

Discounts from standard list prices.

Irwin .....30% on list

Common .....20% on list

AXES

Single Bit	$17 50 $19 00
Double Bit	24 50
Broad Axes	60 00

AXES, BENCH

No. 2	$22 00
No. 3	24 75
No. 4	26 95
No. 5	29 70
No. 6	33 00

BAR IRON

Round and square.—3-16 in., ¼ in., and 5-16 in., $5.95 base. Round and square over 2 in., up to and including 2 ¾in., and flats over 1 in. x 4 in. up to 6 in. wide, $6.40 base. Rounds over 2¾ in. to 6 in., $6.90 base. Swedish iron, $8; sleighshoe steel, $6.25; spring steel, $6.50; machinery steel, $8.

BARS, CROW, $12.00 per 100 lbs.;

BELT LACING

In sides, tanned, $2.50 per lb.; cut, $3.00 per lb.; rawhide, sides, $2.50; cut, $3.00.

Blue Stone (Vitriol), 11½c.

BELTING

Rubber, 6 in. and under 54%; over 6 in., 47%.

Agricultural or No 1 leather belting, 15 10-10% off list.

Standard, 15-10% off list. Extra 15%.

The "double' 'list is just twice the

BOARD, BEAVER Per M ft.

1,000 ft. to 5,000 ft..... $51.50

BOILERS, RANGE

30-gal., each 13 00

BOLTS—

Carriage, ⅜ in. and smaller, up to 6 in., 15%; over 6 in., net list; 7-16 in. and larger, 5%; Machine, ⅜ in. and under, up to 4 in., 32½%; over 4 in., 5%; 7-16 in. and over, 10%; machine set screws, 25%; plough bolts, 12½%; stove bolts, 60%; shaft bolts, 5% adv.; tire bolts, 40%; sleigh shoe bolts, 5% adv.

BORAX Borax, per lb., 14c.

BUTTS

Plated—No. 241 Antique Copper and Dull Brass Finish.

	Per pr.
2½ x 2½ in.	0 45
3 x 3 in.	0 46
3½ x 3½	0 47
4 x 4 in.	0 59
4½ x 4½ in.	0 88
5 x 5 in.	1 55

Wrought Steel—

No. 800	net prices
No. 804	net prices
No. 838	net prices
No. 840	net prices

CARPET FELT Per Roll

16 oz.—50 lbs.	4 70
20 oz.—54 lbs.	5 90

CHAIN

Coil, Elec. Weld, 3-16 in., $19.25; ¼ in., $17.75; 5-16 in., $15.55; ⅜ in., $13.55; 7-16 in., $13.20; ½ in., $12.85; 9-16 in., $12.85; ⅝ in., $12.15; ¾ in., $11.90.

B.B. Short Link—3-16 in., $17.75; 7-16 in., $15.40; ½ in., $15.75; 9-16 in., $15.75; ⅝ in., $14.15; ¾ in., $13.95; ⅞ in., $13.35; 1 in., $13.15.

Logging—¼ in., $21.15; 5-16 in., $17.95; ⅜ in., $15.95; 7-16 in., $15.60; ½ in., $15.25.

CHIMNEYS, LAMP

A, crimp top, per doz., $1.85; B, per doz., $2.15; Rochester plain top, per doz., $2.70.

CHOPPERS, FOOD

Universal, No. 0, $2.30; No. 1, $3.15; No. 2, $3.75; No. 3, $5.00.

CHURNS

Power — No. 0, $11.00; No. 1, $11.00; No. 2, $12.00; No. 3, $13.00; No. 4, $17.00.

Hand — No. 0, $9.00; No. 1, $9.00; No. 2, $10.00; No. 3, $11.00; No. 4, $13.00.

CLEVISES, MALL. 21c per lb.

CLIPPERS, HORSE Each

Stewart, No. 1	$10 88
Hand, Newmarket	3 60

CLOCKS—Alarm

	Each
Big Ben	$4 05
Baby Ben	4 05
America	1 90
Sleepmeter	2 75

CLOTHES LINE WIRE Doz.

50 foot, 19 g.	$4 40
100 foot, 19 g.	7 25

COPPER

Sheet and planished copper, 60c per lb. Tinned, 75c.

CORD SASH

Coils or Hanks.

8, 9, 10 ..... $0 60 lb.

DRILLS

See Eastern list.

Bit stock discount	40%
Blacksmiths' ½ inch shank	25%
Straight shank	25%
Do., wire	25%
Taper shank	25%

EAVETROUGH

Eavetrough, per 100 ft., 8 in., $7.20; 10 in., $7.88; 12 in., $9.00; 15 in., $13.05.

Conductor pipe, 2 in., per 100 ft., $9.00; 3 in., $10.80; 4 in., $13.73; 5 in., $18.90.

ENAMELWARE

See Wares

FILES

Globe	Discount 50/5%
Nicholson Gen.	Discount 30%

FITTINGS—Malleable

Class A	50%
Class B and C, off new list	60%
Bushings	10%
Unions, "Dart"—	
¼ to 2-in.	15%
⅜, 2½, 3½ and 4-in.	5%
Nipples, 4 in. and under	45%

FRY PANS Each

Cast iron, No. 8	$1 05
No. 9	1 15

GALVANIZED WARE

See Wares.

GLASS, WINDOW Single Double

Up to 25-in.	$ 8 00	.....
26 to 40 in.	9 72	14 68
41 to 50 in.	10 48	15 84
51 to 60 in	10 80	16 32
61 to 70 in.	11 20	16 92

GLASS (Plate)

20%.

GLOBES, LANTERN Doz

Cold Blast	$1 75
Short	1 75
Genuine Ruby	5 00

GRIDDLES, PANCAKE

Round, No. 1	$1 05
No. 2	1 15
Oblong, No. 8L	1 10
No. 9L	1 25
No. 3	1 90

GRINDSTONES

price of "single."

Per 100 lbs., $8.75.

Mounted on steed frames, $7.75 to $10.25.

HARVEST TOOLS. 50% and 10%.

HAMMERS—Adze-Eye, Plain

	Doz.
No. 0, 1½ lb.	$20 20
No. 1, 1¼ lbs.	19 05
No. 1½, 1 lb.	18 95
No. 2, 13 oz.	18 50
No. 22, 1¼ lbs.	15 00
No. 21, 1 lb.	13 65
Bell Face	Doz.
No. 61, 1¼ lbs.	$19 05
No. 61½, 1 lb.	18 95
No. 62, 13 ozs.	18 50
No. 65, 1¼ lbs.	15 00
No. 64, 1 lb.	13 65

HAMMERS, MACHINISTS'

	Doz.
No. 30 up to and including	
No. 1	$18 85
No. 1½	16 15
No. 2	18 50
No. 2¼	20 20

HAMMERS, MASONS'

No. 43, 5 lb. and over, $23 per cwt.

HAMMERS' STRIKING

Double face, No. 38, 5 lbs., $17.00. per cwt.

HINGES—Net prices.

Light Strap.—3 in., 93c per doz. prs.; 4 in., $1.13; 5 in., $1.27; 6 in., $1.60; 8 in., $2.33; 10 in., $3.27.

Light Tee—3 in., 93c per doz. prs.; 4 in., $1.00; 5 in., $1.20; 6 in., $1.40; 8 in., $1.67; 10 in. $2.27.

Heavy Strap.—4 in., $2.25 per doz. prs.; 5 in., $2.80; 6 in., $3; 8 in., $4.05; 10 in., $6.90; 12 in., $8.40; 14 in., $9.90.

Heavy Tee—4 in., $2 per doz. prs.; 5 in., $2.40; 6 in., $2.75; 8 in., $3.15; 10 in., $5.40; 12 in., $8.80; 14 in., $9.20.

Corrugated Strap—4 in., $1.80 per doz. prs.; 5 in., $2.35; 6 in., $3.20; 8 in., $4.90; 10 in., $7.50; 12 in., $11.30.

Corrugated Tee—4 in., $2.15 per doz. prs.; 5 in., $3; 6-in., $3.50; 8 in., $5.90; 10 in., $8.85.

Screw Hook and Strap.—6 in., $4.45 per doz. prs.; 8 in., $4.95; 10 in., $6.60; 12 in., $7.20; 15 in., $7.75; 18 in., $11.35; 21 in., $12.75; 24 in., $16.50.

HORSESHOES

Iron, No. 0 to 1, $9.95; No. 2 and larger, $9.70; snowshoes, No. 0 to No. 1, $10.20; No. 2 and larger, $10.05; hand drilled, No. 0 to 1, $17.50; No. 2 and larger, $17; toe weight, $11.95.

HOSE, GARDEN

	3-ply	Per 100 ft. Multiped
½ in.	$13 50	$21 00
⅝ in.	16 50	.....
¾ in.	17 50	28 00

IRON, GALVANIZED

	Apollo and "Fleur Premier de Lis"
10¾ oz. or 28 Eng.	$10 95
28 Am. or 26 Eng.	10 55
26 Am. or 26 Eng.	9 95
24	9 80
22	9 80
18 and 20	9 65
16	9 50

IRONS, SAD

Common Sad Iron, 6 and over, 18c per lb.; 4 and 5 lbs. 20c per lb.

Mrs. Potts' No. 55, set $2 60

Mrs. Potts, No. 50, set 2 70

Mrs. Potts' common sad iron handles, $2.40 dozen. Mrs. Potts' improved, $3.00 a dozen.

JACKSCREWS

15% on list.

KNIVES—HAY

Heath's	$17 50
Lightning	17 50

LADDERS, STEP

Common, 4 ft., $1.85; 5 ft., $2.15; 6 ft., $2.55; 7 ft., $3; 8 ft., $3.50; 10 ft., $4.75.

LADDERS, EXTENSION

20 to 32 ft., per ft., 37½c; 36 to 40, 41c.

LANTERNS

Cold Blast

No. 2, Japd.	16 50
No. 2, Coppd.	19 25
No. 2, plain	15 75
Short Globe, doz.	15 75

LATCHES—THUMB, STEEL

	Doz.
102	$2 40
103	2 45
104	2 85
Barn Door	
5	3 85
8	4 25
9	6 50

LEAD PIPE, $12.06.

LEAD WASTE, $12.96.

WHITE LEAD

Decorators' pure, 25 lb. drums, $16.10 per 100 lbs.

LINSEED OIL

See weekly report.

MACHINES—WASHING

	Each
Dowswell	$ 9 00
New Century	16 30
Canadian	9 00

MATTOCKS

Pick, $14.25; cutter, $14.25.

MOPS

O-Cedar, No. 1	$16 00
O-Cedar, No. 3	16 00
Self-wringing	6 70
Mop Handles	2 10

MOWERS—LAWN

	12 in.	14 in.	16 in.
Woodyatt		$ 12 60	$12 75
Empress		14 25	15 00
Daisy		8 75	9 50
Star		7 40	7 85
K—3-blade	9 60	10 25	10 60
C—4-blade	10 70	11 25	11 75
BB—4-bld.	12 45	13 00	13 65

NAILS

Wire, f.o.b. Fort William, $5.55 base; Winnipeg, $6.20. Cut f.o.b. Winnipeg, $7.75.

NAILS, HORSE, 25-lb. Box

	MRM	Capewell	New Peerless
No. 4	....	....	$7 75
No. 5	$5 25	$7 00	5 75
No. 6	5 00	6 75	5 50
No. 7	4 75	6 50	5 25
No. 8	4 75	6 25	5 00
No. 9	4 00	6 00	4 75

"Save the surface and you save all" Paint & Varnish



"Save the surface and you save all" Paint & Varnish

Wa-Ko-Ver Stain
Beautifies All Woodwork

Not only does it beautify, but it wears like iron. You will find it pays in future sales always to recommend Wa-Ko-Ver Stain whenever your customers have worn floors or scratched woodwork to renovate. It restores the freshness of the floors or woodwork, pleases your customers, and makes permanent business for you. The established reputation of this effective, serviceable stain makes it a pleasure to sell. Good displays in your windows, on your counters, or other conspicuous places, remind visitors to your store, and people that would otherwise be "passers-by" of their need for Wa-Ko-Ver Stain. This sales-maker will handsomely reward a little sales-effort on your part.

Write Us For Reasons Why You Should Handle This

G. F. Stephens & Co., Limited

Paint and Varnish Makers

Winnipeg **Calgary** **Edmonton**

If interested tear out this page and place with letters to be answered.

Winnipeg Hardware Quotations—Continued

NETTING—POULTRY

1 in. mesh x 24 in.	$6 61
30 in.	8 92
36 in.	10 50

NUTS

Square, small lots, blank, $4.50; tapped, $5.00 advance on list; Hexagon, small lots, blank, $4.75; tapped, $5.25 advance on list; case lots all styles, 1c less than above.

OAKUM

Clipper, spun, bale 50 lbs.	$11 50
Clipper, unspun, bale, 50 lbs.	....
Plumbers, bale 50 lbs.	5 00

OILS—	Gallon
Kerosene	0 27
Gasoline	0 40
White Rose Gasoline	0 43
En-ar-co Motor Oil, med. and heavy	1 15
Do., ext. heavy	1 25
Black (summer)	0 32½
Black (winter)	0 33
Imperial kerosene tractor	1 35
Capital cylinder	0 96½
Castor machine	0 60½
Imperial gas engine	0 65
Discount 10%.	
Polarine	1 35
Polarine A	1 35
Polarine heavy	1 35
Gargoyle Mobile A	1 68½
Gargoyle Mobile B	1 93½
Gargoyle Mobile BB	1 88½
Gargoyle Mobile E and Arctic	1 53½
Fuel oil	On application
Discount 25%.	
Wm. Penn Motor, medium	1 53
Do., heavy	1 68
French C, medoum	0 85
French A, heavy	1 20
Transmission, No. 1	0 75
Steam cylinder, No. 650C	1 10
Volunteer, reg. gas engine	0 60
Century caster machine	0 55
Melrose Harvester machine	0 70
25% and 10%.	

PAINTS, PREPARED

See weekly report.

(1 gallon can basis)

Stephens' white	$4 60
Stephens' colors	4 25
Stephens' floor	4 10
Silkstone white	4 00
Silkstone colors	3 90
Stephens' barn	2 35
Stephens' barn, extra color	2 55
Lion white	4 60
Lion colors	4 25
H.D. floor	4 10
Velvetone white	4 00
Velvetone tints	3 90
Ramsay's white	4 45
Do., colors	4 10
Dultone, White	4 00
Do., colors	3 90
Martin-Senour, white	4 60
Senour's floor	4 10
M.S. Neutone, white	4 00
M.S. Neutone, colors	3 90
M.S. Red Schoolhouse	2 50
M.S. Standard Barn	1 37

PAPER, BUILDING

Dry Fibre, No. 1	$1 25
Sunrise	1 10
Anchor, tarred	1 45
O.K. tarred	1 45
Tarred Felt	6 75

PICKS, CLAY

5-6 lb., $12.25 doz.; 6-7 lb., $13.25 doz.; 7-8 lb., $14.25 doz.

PIPE, WROUGHT

Per 100 ft.	Blk.	Galv.
⅛ in.	$ 6 21	$ 8 69
¼ in.	5 49	7 79
⅜ in.	5 63	8 01
½ in.	7 56	9 27
¾ in.	9 32	11 66
1 in.	13 82	17 19
1¼ in.	18 68	23 27
1½ in.	22 28	27 81
2 in.	30 02	37 40
2½ in.	48 70	60 71
3 in.	63 72	79 43
3½ in.	80 73	99 63
4 in.	95 63	118 04
4½ in.	114 30	142 20
5 in.	133 20	165 60
6 in.	172 80	214 20

PLASTER PARIS, per bbl. $6 00

PLATES, CANADA

18 x 21, per box, ordinary, $11.50; 18 x 24, ordinary, $11.50; 20 x 28, ordinary, $11.75.

POLISH

	Liquid Veneer Doz.	O-Cedar Doz.
4-oz.	$ 2 40	$ 2 40
12-oz.	4 80	4 80
1-quart	10 00	12 00
½-gal.	....	20 00
1-gal.	28 08	28 00

PULLEYS, CLOTHES LINE

	Doz.
No. 58, jap. 6" wheel	$4 90
No. 158, gal. 5" wheel	5 10

PUMP OILERS, GENUINE CANNON

No. 1, $18.50 doz.; No. 3, $21 doz.; No. 2½, $23.50.

PUMPS

Pitcher spout, No. 1, $3 each; No. 2, $3.55 each; No. 3, $3.80 each; No. 4, $4.60 each.

PUTTY

100-lb. irons	$7 20
25-lb. irons, per cwt.	7 80
1½-lb. tins	0 14½

RIVETS AND BURRS

Iron rivets, 30%; copper, No. 8, 42½c; No. 10, 46c; No. 12, 49¼c.

ROPE

British Manila—¼ in., 5-16 in., 24½c; ⅜ in., 24c; 7-16 in., ½ in., 9-16 in., 23½c.; ⅝ in., 23c; ¾ in. and larger, 22½c.

Pure Manila.—¼ in., 5-16 in., 29¾c.; ⅜ in., 29¼c; 7-16 in., ½ in., 9-16 in., 28¾c; ⅝ in., 28¼c; ¾ in. and larger, 27¾c.

Sisal—¼ in., 5-16 in., 22¼c; ⅜ in., 21¾c; 7-16 in., ½ in., 9-16 in., 21¼c; ⅝ in., 20¾; ¾ in. and larger, 20¼c.

Lath yarn, 20¼c.

Cotton Rope—3-16 in., 55c; ¼ in. and up, 54c.

SANDPAPER—

	B. & A. Quire	B. & A. Ream	Star Quire	Star Ream
00, 0	$0 41	$ 7 10	$0 43	$ 7 [illegible]
½	0 43	7 55	0 43	7 8[illegible]
1	0 48	8 55	0 45	8 [illegible]
1½	0 52	9 95	0 50	9 [illegible]
2	0 58	11 50	0 60	11 00
2½	0 76	13 25	0 80	14 65
3	0 85	15 10	0 90	16 70

SASH BALANCES (Caldwell)

50% on list.

SAWS, BUCK

Happy Medium, $17.25; Watch Spring, $17.50; Lance Tooth or Lightning Blades, $20.00.

SCREWS

Bright iron round head, 65%; flat head, 67½%; oval head, 65%; round head, brass, 52½%; flat head brass, 55%; coach, 25%.

Set Screws, 5%. Cap Screws, 15%.

SCYTHES—	Doz.
Bramble	$.....
Bush	20 50
Excelsior	.....
Cast	20 00

SHOVELS AND SPADES

Shovels—Fox and Olds, D.H., Sqr. Pt., $16.25 per doz.; D.H., Rd. Pt., $16.25; L.H. Sq. Pt., $16.25; L.H. Rd. Pt., $16.25; Bulldog & Jones, D. H., Rd. Pt., $20.20; D.H., Sq. Pt., $19.85; L.H., Rd. Pt., $19.85; L.H., Sq. Pt., $19.85. Black Cat and Moose & Jones Scoops—No. 4, $23.60; No. 6, $24.35; No. 8, $25.05.

SLEDGES, BLACKSMITHS'

No. 87, 5 lbs. and over, $20.25 per cwt.

SNATHS

No. 2 loop	$17 25
Bush	19 50

STEEL SHEETS, BLACK

10 gauge	$7 30
12 gauge	7 30
14 gauge	7 35
16 gauge	7 45
18-20 gauge	7 95
22-24 gauge	8 00
2½ gauge	8 05
28 gauge	8 40

STANDS	Each
Washtub, Reverse Drip	$4 15
Range boiler, 12 in.	1 50

SWEEPERS — CARPET

See list in regular "Current Market Quotations" Column, f.o.b. factory, Niagara Falls, Ont.

SWEEPERS — VACUUM

	Doz.
Grand Rapids, nickeled	$109 00
Household, japanned	97 00
Superba, nickeled	123 00

F.O.B. jobbers' warehouses, Winnipeg.

SOLDER, per lb., 31c to 32.

SPIKES — BOAT

Pressed, ¼ in., $10.80; 5-16, $10.05; ⅜ in., $9.25; ½ in., $9.

STAPLES

Bright iron, $5.80, Fort William, $6.45, Winnipeg; galvanized staples, ... Fort William .... Winnipeg.

STEEL

Sleighshoe, $6.55 base per cwt.; plow, common, $12; crucible plow, $16.00; angle, $7.00; harrow, $6.55 base; cast, octagon tool steel, 20c base; square tool, 20c base; spring, $6.00; tire, $7.50. Mild, 3-16, ¼, 5-16, $5.95 base. Round, square flat, up to and including ¼, ⅜ to 2 in., $5.95 base. Round and square, over 2 in., and including 2¾ in., flat over ¼ and up to 6 in. wide, $6.40 base; round over 2¾ in. to 6 in., $6.90 base. Band steel, $5.95 base.

STEEL HOOPS

½ in., $8.35; ⅝ in., $8.00; ¾ in. $7.40; ⅞ in., $7.10; 1 in., $7.00; 1¼ in., $6.90; 1½ in., $6.80.

STEEL SQUARES

10% on list.

TACKS. Carpet, 65% off list.

TIES. Cow. ....

TIN AND TERNE PLATE—

20 x 28 I.C. box	$26 25
20 x 28 I.X. box	29 50
20 x 33 I.C. box	32 50
20 x 33 I.X. box	36 50
Terne plates	24 00

TRAPS, GAME—

	Victor Doz.	H. & N. Doz.	Jump Doz.
No. 0	$2 40	$....	$....
No. 1	2 85	6 20	3 85
No. 1½	4 35	7 85	5 70
No. 2	6 00	11 00	9 00
No. 3	10 15	14 70	12 30

TUBS—	Wood	Fibre
No. 0	$25 55	$29 55
No. 1	22 20	24 35
No. 2	19 00	21 10
No. 3	16 80	18 00

TURPENTINE

See weekly report.

TWINE (WRAPPING)	Lb.
Cotton, 3-ply, cones	$0 48
Cotton, 3-ply, balls	0 50
Cotton, 4-ply, cones	0 52
Cotton, 4-ply, balls	0 55

VARNISHES—

Stephens' Luminette, gal.	$4 00
Stephens' Exaltte, gal.	4 75
Lion Brand Color Varnish, per gal.	4 50

WARES, ETC.—

Scotch Grey Graniteware.

Colonial Imperial, Pearl, list plus 2½% advance.

Premier, Canada, Diamond, plus 40%

Whitewear, 22½% off.

Japanned Ware, list, plus 45%

Japanned Ware, white, list plus 57½%

Japanned Sprinklers, list plus 45%.

Stamped Ware, plain, 20-10-2½% discount.

Stamped Ware, retinned, 15-5-5%

Pieced Tinware, ordinary, list plus 90%

Pieced Tinware, copper bottoms, list plus 105%

Sheetiron Ware, list plus 72½%.

Light Galvanized Pails, plus 72½%

Tubs—

Light, plus 72½%

Heavy, 62½%

Pails and Tubs, plus 72½%

Jap. Coal Hods, list plus 92½%

Galvanized Coal Hods, list plus 102½%

WASHERS—

Size	Case lots	Less
3-16 in.	$16 90	$17 40
¼ in.	13 92	15 42
5-16 in.	14 04	14 54
⅜ in.	13 05	13 55
7-16 in.	12 28	12 78
½ in.	11 84	12 34
9-16 in.	11 73	12 23
⅝ in.	11 62	12 12
¾ in.	11 51	12 01
⅞ in.	11 40	11 90
1 in.	11 40	11 90
1⅛ in.	11 40	11 90
1¼ in.	11 62	12 12
1⅜ in.	11 62	12 12
1 7-16 in.	11 62	12 12
1½ in.	11 62	12 12

WASTE

Cream, polishing	0 24½

WHITE

XXX Extra	$0 21
XX Grand	0 20
XLCR	0 19
X Empire	0 17½
X Press	0 16

COLORED

Fancy	$0 17½
Lion	0 16
Standard	0 14½
Popular J	0 13
Keen	0 11½

Above lines subject to trade discount for quantity.

WEIGHTS, SASH	Per 100 lbs.
Sectional	$7 50
Solid	7 00

WELL WHEELS	Doz.
Cast, covered, 8 in.	$11 60
Cast, plain, 10 in.	15 60
12 in.	18 85
14 in	24 00

WHEELBARROWS	Each
U. S.	$ 6 60
General purpose	7 90
Stone	13 75
Navvy, doz.	105 00

WIRE — BARB

Lyman, 4-point, $5.65 Winnipeg; Glidden Cattle, 2-pt., $5.45 Winnipeg; Baker, 2-pt., $5.35 Winnipeg; plain twist, cwt., Winnipeg, $7.00 100 lbs.; galvanized, Winnipeg, No. 9, $7.80; No. 12, $8.05; coil spring, plain, Winnipeg, No. 9, $7.05; No. 12, $7.25.

Patented screen in 100-ft. rolls. $3.50 per 100 sq. feet.

WIRE — PLAIN

Bale ties, 14-gauge, single loop, $7.90 Winnipeg, $7.25 Fort William.

Brass snare wire, per lb., 90c.

WIRE — ANNEALED

No. 9, $6.75; No. 10, $6.81; No. 12, $6.95; No. 14, $7.15; No. 15, $7.30; No. 16, $7.45, per 100 lbs.

WRENCHES — NUT

Agricultural—	
6-inch	$ 9 00
8-inch	10 80
10-inch	12 60
12-inch	16 20
15-inch	21 60
Perfect Handle—	
6 inch	15 00
8 inch	17 50
10 inch	.....
12 inch	.....
15 inch	.....
18 inch	.....

WRENCHES—PIPE

Trimo—30% off list.

Stillson—30% off list.

	— Dozen—	
Always Ready	**Black**	**N. P.**
No. 1	$4 60	$ 5 00
No. 2	6 30	6 75

WRINGERS, CLOTHES	Doz.
Universal	$49 50
New Eze	76 50
Regent	69 00

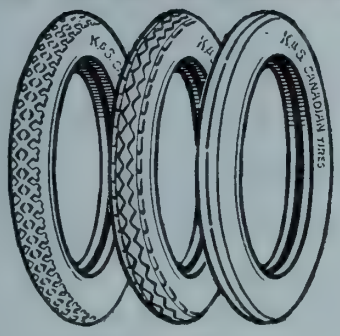
The Trade Mark behind the "Hardware House of Quality"

DIAMOND A BRAND
A
ASHDOWN'S GUARANTEE

The Largest Wholesale Hardware Dealers in Canada

K&S. TIRES

Give You More Than You Pay For



K. & S. Tires for trucks and passenger cars always outlive their guarantee, a feature that makes them popular with the motorist and truck driver.

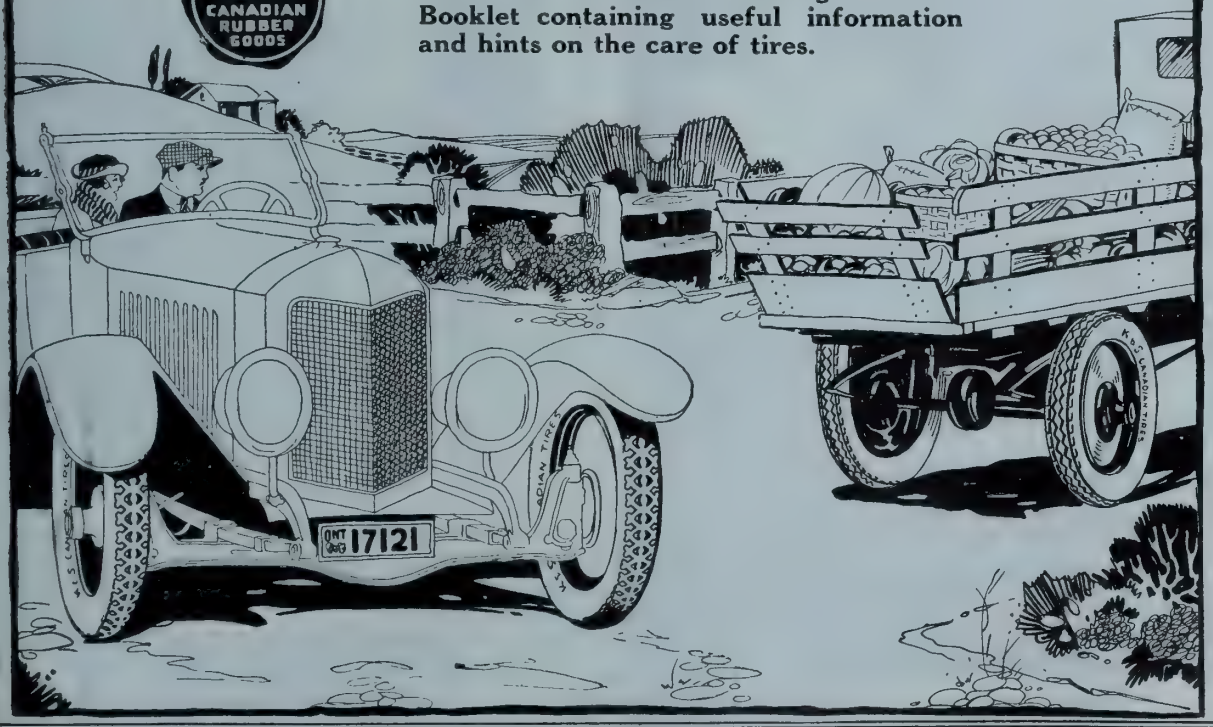
The Commercial tread, for trucks and business purposes, is a sturdy non-skid of remarkable wearing qualities.

The "K. & S." tread, for passenger cars, as illustrated, carries the highest guarantee in Canada—7,000 miles on small car, 6,000 miles on large cars.

K. & S. Canadian Tires are guaranteed for reliability and performance.

K&S. CANADIAN RUBBER GOODS

Write us for FREE Mileage Record Booklet containing useful information and hints on the care of tires.



The J. H. Ashdown Hardware Co., Limited

Winnipeg, Canada

Calgary **Saskatoon**

THE
Saskatchewan Glass & Supply Co., Ltd.
MOOSE JAW, SASK.
GLASS

MR. HARDWARE DEALER:—

BUY in MOOSE JAW

SERVICE and PRICE UNBEATABLE

WE CAN SUPPLY ANY SIZE IN

PLATE AND WINDOW GLASS
WINDSHIELD GLASS
MIRRORS AND FANCY GLASS

and all kinds of Glass for a building

TRY US AND BE CONVINCED

North Star Oil
& Refining Company LIMITED

WILLIAM PENN MOTOR OIL

"High as the Stars in Quality"

Red Star Gasoline

★

Family Safety Coal Oil

Head Office
WINNIPEG
Branches throughout the West



O-Rib-O
Volcano Chimney Top

The Deflector — the lower slanting part shown — receives wind through the sloped opening, directing it over the chimney on the "blow-pipe" principle, creating and maintaining a continuous draft.

Cures the worst chimneys, and closes sales with a bang. Homes, stores, churches, factories are all your prospects.

Order to-day.

O-Rib-O
Manufacturing Co.
Winnipeg, Manitoba

"Dazee Brand" Woodenware

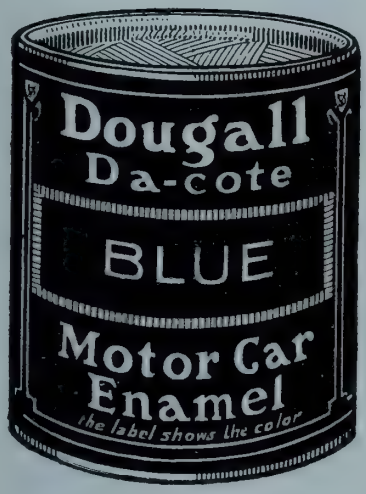
Buy Western-made Washboards, Step Ladders, Bake Boards, Ironing Boards, Clothes Horses, Tub Stands, etc. For sale by all jobbers. We guarantee the quality will please you. If jobber does not supply you write us direct.

The Brett Mfg. Co., Limited
WINNIPEG, MAN.

KINREAD'S KANT-BREAK HALTER

"The Line of Progress"
R. R. Kinread
72-74 Princess St. Winnipeg

Now is the time to feature them



The two Dougall lines here shown are well worthy of a prominent place in your Spring displays.

DOUGALL DA-COTE

The motor car enamel that is good enough for the professional and easy enough for the amateur.

At a time when many car owners in your locality are **thinking** of painting, Dougall Da-cote, which is specifically made for the home painting of automobiles, will prove an exceptionally good feature line. The Da-cote color range includes all the most popular shades.



DOUGALL UNIVERNISH

The Varnish That Lasts Longest

For interior or exterior woodwork—wherever a beautiful, durable, washable varnished surface is required. Washing with hot water and soap will not injure a Univernished surface. Wash it, scour it, scrub it as much as you like—it will not turn white. Now is the time to arrange for your display of these popular selling lines.

"Save the surface and you save all" *Paint & Varnish*

The Dougall Varnish Co., Limited

MONTREAL

Associated With The Murphy Varnish, U.S.A.

If interested tear out this page and place with letters to be answered.

THE BUYERS' GUIDE

If what you want is not here, write us, and we will tell you where to get it. Let us suggest that you consult also the advertisers' index, facing the inside back cover, after having secured advertisers' names from the directory. The information you may desire may be found in the advertising pages. This department is maintained for the benefit and convenience of our readers. The insertion of advertisers' headings is gladly undertaken, but does not become part of any advertising contract.

ABRASIVES
The Carborundum Co., Niagara Falls, N.Y.
Canadian Hart Products Ltd., Hamilton, Ont.
The Cleveland Stone Co., Cleveland, Ohio.

AGRICULTURAL PRODUCTS
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

AIR COCKS
James Morrison Brass Mfg. Co., Ltd., Toronto.

ALABASTINE
The Alabastine Co., Ltd., Paris, Ont.

ALUMINUM
British Aluminium Co., Toronto.
Canada Metal Co., Toronto.
A. C. Leslie & Co., Montreal.

ALUMINUM CASTINGS
The Toronto Lock Mfg. Co., Toronto.

ALUMINUM WARE
The Aluminum Goods Mfg. Co., Manitowoc, Wis.
The Aluminum Specialties Co., Ltd., Toronto.
The Aluminium Ware Mfg. Co., Oakville, Ont.
Buncher & Haseler, Ltd., Birmingham, Eng.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Landers, Frary & Clark, New Britain, Conn.
McLain, The Louis, Co., Toronto.
Napper & Davenport, Birmingham, Eng.
W. D. Shambrook & Co., Hamilton.
E. T. Wright & Co., Limited, Hamilton, Ont.

AMMUNITION
Caverhill, Learmont & Co., Montreal.
Dupont Powder Co., Wilmington, Del.

ANVILS
Thos. Davidson Mfg. Co., Ltd., Montreal.

ARMS
Colts Patent Fire Arms, Hartford, Conn.
The Fraser Co., Agents B.S.A., Montreal, Que.
Savage Arms Corpn., Utica, N.Y.

ART GLASS
Hobbs Mfg. Co., Montreal, Que.
Ontario Plate Glass, Ltd., The, Hamilton, Ont.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
The Toronto Plate Glass & Importing Co., Toronto.

ASBESTOS
Wm. J. Brown, Montreal, Que.

AUTO ACCESSORIES, EQUIPMENT AND SUPPLIES (JOBBERS)
Hyslop Bros., Toronto.
Samuel Trees & Co., Ltd., Toronto.

AUTO ACCESSORIES, EQUIPMENT AND SUPPLIES (MANUFACTURERS)
Adams & Elting Co., Toronto.
Ames, Holden, McCready, Limited, Montreal.
The Armeroid Co., Toronto.
The Air-Tite Mfg. Co., St. Thomas, Ont.
Boston Varnish Co., Everett Station, Boston, Mass.
Burgess-Norton Mfg. Co., Geneva, Ill.
Canada Cycle & Motor Co., Ltd., Weston, Ont.
Canadian National Carbon Co., Toronto.
Canadian Winkley Co., Ltd., Windsor, Ont.
Cannon Oiler Co., Keithsburg, Ill.
The Carborundum Co., Niagara Falls, N.Y.
Canada Dry Cells, Ltd., Winnipeg.
The Chicago Flexible Shaft Co., Chicago, Ill.
The Dominion Chain Co., Ltd., Niagara Falls, Ont.
The Dustbane Mfg. Co., Ottawa, Ont.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
The Eclipse Mfg. Co., Indianapolis, Ind.
Goodell-Pratt Co., Greenfield, Mass.
Gutta Percha & Rubber, Ltd., Toronto.
The Hamilton Cotton Co., Limited, Hamilton, Ont.
Will. B. Lane, Chicago, Ill.
The F. E. Partridge Rubber Co., Guelph, Ont.
Ren Automotive Supply Mfg. Co., Preston, Ont.
Rock Island Mfg. Co., Chicago, Ill.
A. Schrader Sons, Inc., Toronto.
Smith & Hemenway Co., Inc., Irvington, N.J.
Trimont Mfg. Co., Roxbury, Mass.
Wilkinson & Kompass, Hamilton.
J. H. Williams & Co., Ltd., St. Catharines, Ont.

AUTOMATIC SCREW MACHINE PRODUCTS
Burgess-Norton Mfg. Co., Geneva, Ill.

AUTOMOBILE PARTS
Burgess-Norton Mfg. Co., Geneva, Ill.
Canada Foundries & Forgings, Ltd., Welland, Ont.

AXES
Burgess-Norton Mfg. Co., Geneva, Ill.
Can. Foundries and Forgings, Ltd., Brockville, Ont.
Caverhill, Learmont & Co., Montreal.
Shurly-Dietrich Co., Ltd., Galt, Ont.

BABBITT METAL
Canada Metal Co., Toronto.
Caverhill, Learmont & Co., Montreal.
Great Western Smelting & Refining Co., Limited. Vancouver, B.C.
Hoyt Metal Co., Toronto.

BAIT, FISHING
Allcock, Laight & Westwood Co., Toronto, Ont.

BARB WIRE
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.

BARREL COVERS
E. B. Eddy Co., Hull, Que.

BATTERIES, DRY
Burgess Batteries Ltd., Winnipeg, Man.
Canadian National Carbon Co., Ltd., Toronto.
Canada Dry Cells Ltd., Winnipeg.

BATTERIES, FLASHLIGHT
Burgess Batteries Ltd., Winnipeg, Man.
Canadian National Carbon Co., Ltd., Toronto.

BATHS, ENAMELLED AND COPPER
Canada Metal Co., Toronto.

BATHROOM FIXTURES
The Gendron Mfg. Co., Ltd., Toronto.
Landers, Frary & Clark, New Britain, Conn.

BALE TIES
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
Laidlaw Bale-Tie Co., Limited, Hamilton, Ont.

BELTING, TRANSMISSION, ELEVATOR AND CONVEYOR
The Dominion Belting Co., Ltd., Hamilton, Ont.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Ltd., Toronto.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

BELTING, STITCHED COTTON DUCK
Dominion Belting Co., Hamilton, Ont.

BELTING, RUBBER
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Ltd., Toronto.

BENDS, BRASS, IRON AND LEAD
Jas. Morrison Brass Mfg. Co., Toronto.

BEVELS
Brown & Sharpe Mfg. Co., Providence, R.I.
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
L. S. Starrett Co., Athol, Mass.

BIBBS, BASIN AND BATH COCKS, COMPRESSION
Jas. Morrison Brass Mfg. Co., Toronto.

BIBBS, BASIN AND BATH COCKS, FULLER
Jas. Morrison Brass Mfg. Co., Toronto.

BOLTS AND NUTS
Caverhill, Learmont & Co., Montreal.
London Bolt & Hinge Works, London, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Stanley Works, The, New Britain, Conn.
Wilkinson & Kompass, Hamilton.

BOLTS, EYE
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man
J. H. Williams & Co., Ltd., St. Catharines, Ont.

BOLTS, FLUSH
The Toronto Lock Mfg. Co., Toronto.

BORING BARS
J. H. Williams & Co., Ltd., St. Catharines, Ont.

BOOTS, RUBBER
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

BOOT CALKS AND TOOLS
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

BOX OPENING TOOLS
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

BOXES, TIN
A. R. Whittall Can Co., Ltd., Montreal.

BRADS, WIRE
The Western Wire & Nail Co., London, Ont.

BRASS CASTINGS AND GOODS
Canada Metal Co., Toronto.
Jas. Cartland & Sons, Ltd., Birmingham, Eng.
Jas. Morrison Brass Mfg. Co., Toronto.
Stratford Brass Co., Ltd., Stratford, Ont.
Frederick Giles & Sons, Birmingham, England.
The Toronto Lock Mfg. Co., Toronto.

BRASS SHEETS AND RODS
A. C. Leslie & Co., Montreal.
Canada Metal Co., Toronto.
Graham Nail Works, The, Toronto.
Laidlaw Bale Tie Co., Hamilton.
Stanley Works, The, New Britain, Conn.

BARN DOOR HANGERS
Beatty Bros., Limited, Fergus, Ont.
Canada Steel Goods Co., Hamilton, Ont.
N. Slater Co., Limited, Hamilton, Ont.
The Stanley Works, New Britain, Conn.
Taylor-Forbes Co., Guelph, Ont.

BASKETS
Walter Woods & Co., Hamilton, Ont.

BEARINGS
Burgess-Norton Mfg. Co., Geneva, Ill.

BIT, BRACES
Caverhill, Learmont & Co., Montreal.

BLACK LEAD
John Oakey & Co., Ltd., London, Eng.

BLASTING SUPPLIES
Dupont Powder Co., Wilmington, Del.

BOX STRAPPING
The Stanley Works, New Britain, Conn.

BITS, AUGER
E. C. Atkins & Co., Hamilton, Ont.
Caverhill, Learmont & Co., Montreal.
Millers Falls Company, Millers Falls, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Rule & Level Co., New Britain, Conn.
Wilkinson & Kompass, Hamilton.
Whites Limited, Collingwood, Ont.

BITS, FORSTNER
Progressive Mfg. Co., Torrington, Conn.

BITS, EXTENSION
Millers Falls Company, Millers Falls, Mass.

BICYCLES
Canada Cycle & Motor Co., Toronto.
Hyslop Bros., Ltd., Toronto.

BICYCLE PARTS
Burgess-Norton Mfg. Co., Geneva, Ill.

BIRCH SEATS
Canadian Veneering Co., Montreal, Que.

BRACKETS, SHELF
Canada Steel Goods Co., Hamilton.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Stanley Works, New Britain, Conn.

BRACES
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
The Peck, Stow & Wilcox Co., Southington, Conn.
Vaughan & Bushnell, Chicago, Ill.

BRAKES
Canada Cycle & Motor Co., Ltd., Toronto, Ont.

BRAKE LINING
The Hamilton Cotton Co., Limited, Hamilton, Ont.

BRASS FITTINGS AND RODS
James Morrison Brass Mfg. Co., Ltd., Toronto.

BREAD AND CAKE MAKERS
Thos. Davidson Mfg. Co., Ltd., Montreal.
Landers, Frary & Clark, New Britain, Conn.

BREAD BOARDS
Schultz Bros. & Co., Ltd., Brantford, Ont

BREAST DRILLS
Stanley Rule & Level Co., New Britain, Conn.
Goodell-Pratt Co., Greenfield, Mass.

BRONZE CASTINGS
The Toronto Lock Mfg. Co., Toronto.

BRUSH AND BROOM MANUFACTURERS
The Boeckh Company, Ltd., Toronto.
Meakins & Sons, Ltd., Hamilton.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Ltd., Port Elgin, Ont.
Walter Woods & Co., Hamilton.

BRUSHES, SHAVING, MANUFACTURERS
The Boeckh Company, Limited, Toronto, Ont.
Meakins & Sons, Limited, Hamilton, Ont.
Rubberset Co., Ltd., Toronto, Ont.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.

BRUSHES, FLOOR, MANUFACTURERS
The Boeckh Company, Limited, Toronto, Ont.
Meakins & Sons, Ltd., Hamilton, Ont.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.

BRUSHES, GENERAL, MANUFACTURERS
The Boeckh Company, Limited, Toronto, Ont.
Meakins & Sons, Ltd., Hamilton, Ont.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.

BRUSHES, SCRUB, SHOE AND STOVE MANUFACTURERS
The Boeckh Company, Limited, Toronto, Ont.
Meakins and Sons, Limited, Hamilton, Ont.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.

BUILDING PAPERS
The Barrett Co., Ltd.
D. J. Ladd & Co., Winnipeg, Man.
Alex. McArthur & Co., Montreal, Que.

BURLAP, DECORATIVE WALL
The Dominion Oilcloth & Linoleum Co., Ltd., Montreal.

BUSINESS MACHINES
The International Business Machines Ltd., Toronto.
The National Cash Register Co., Toronto.

BUTTONS, ELECTRIC PUSH
The Toronto Lock Mfg. Co., Toronto.

BUTTER MOLDS
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
Walter Woods & Co., Hamilton, Can.

BERRY BROTHERS' CELEBRATED TRADE MARK BRILLIANT DURABLE UNEXCELLED VARNISHES WALKERVILLE ONT.

The Dealer Who Features Berry Brothers Lines Is Fortunate

WHY ?

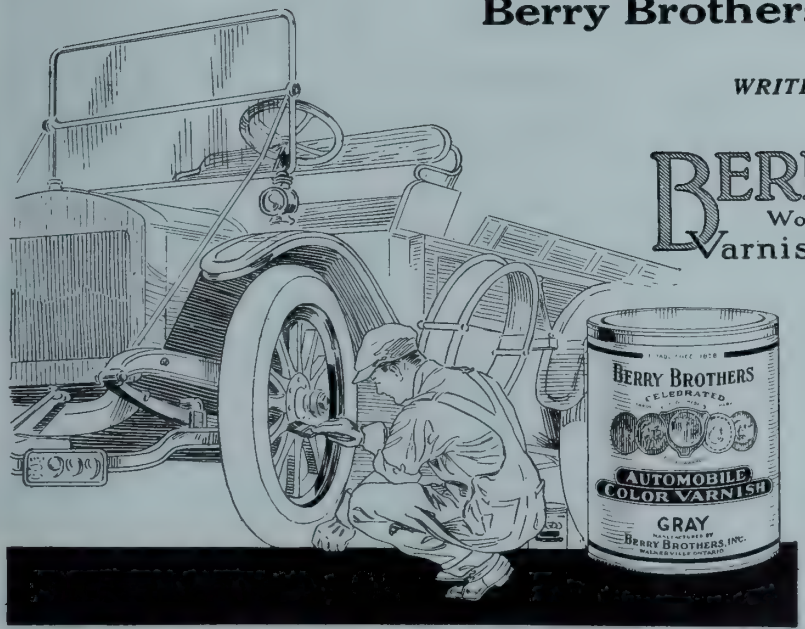
—Because he is reaping the full benefit of an extensive consumer advertising campaign.

—Because Berry Brothers products are demonstrated business-builders. They make satisfied customers—repeat buyers—the kind that insures a steady, profitable business.

Berry Brothers varnishes and paint specialties are recognized everywhere for their absolute dependability and uniformity of quality.

The demand for the Berry lines will be exceedingly heavy this spring. Be prepared to meet it with a complete stock of

Liquid Granite
Luxeberry White Enamel
Berry Craft
Berry Brothers Auto Color Varnish



WRITE FOR LITERATURE AND PRICES

BERRY BROTHERS INC
World's Largest Makers
Varnishes and Paint Specialties
Walkerville, Ont.

For Shabby Trucks

The easiest, most economical and durable way to brighten up trucks is by applying Berry Brothers' Auto Color Varnish.

If interested tear out this page and place with letters to be answered.

THE BUYERS' GUIDE

BUTTER TUBS (COVERED)
E. B. Eddy Co., Ltd., Hull, Que.

BUTTER WORKERS
Beatty Bros., Ltd., Fergus, Ont.

BUTTS AND HINGES
Canada Foundries & Forgings, Brockville, Ont.
Canada Steel Goods Co., Hamilton.
Caverhill, Learmont & Co., Montreal.
Chicago Spring Butt Co., Chicago, Ill.
The Stanley Works, New Britain, Conn.
The Toronto Lock Mfg. Co., Toronto.
Whites Limited, Collingwood, Ont.

BURRS
The Stanley Works, New Britain, Conn.
Parmenter & Bulloch, Gananoque.

BUILDERS' BRASS FOUNDRY
Frederick Giles & Sons, Birmingham, England.

BUILDERS' CASTINGS OF ALL KINDS
The Katie Foundry Co., Galt, Ont.

BUILDERS' HARDWARE
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Canada Steel Goods Co., Hamilton, Ont.
Jas. Cartland & Son, Ltd., Birmingham, Eng.
Caverhill, Learmont & Co., Montreal.
Chicago Spring Butt Co., Chicago, Ill.
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.
N. Slater Co., Limited, Hamilton, Ont.
Stanley Davies, Weston, Ont.
The Stanley Works, New Britain, Conn.
Stratford Brass Co., Ltd., Stratford, Ont.
The Toronto, Lock Mfg. Co., Toronto.
Whites Limited, Collingwood, Ont.

BUILDERS' SUPPLIES
The Barrett Co., Ltd.

BUMPERS, RUBBER
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

CABINET HARDWARE
Stratford Brass Co., Ltd., Stratford, Ont.

CALKS, BOOT
The Lufkin Rule Co. of Canada, Ltd., Windsro, Ont.

CALIPERS AND DIVIDERS
Brown & Sharpe Mfg. Co., Providence, R.I.
Caverhill, Learmont & Co., Montreal, Que.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

CALIPER GAUGES
J. H. Williams & Co., Ltd., St. Catharines, Ont.

CAMP FURNITURE AND GOODS
The Woods Mfg. Co., Ltd., Ottawa, Ont.

CANOES
The Canadian Canoe Co., Ltd., Peterborough, Ont.
The Peterborough Canoe Co., Ltd., Peterborough, Ont.

CANS
The A. R. Whittall Can. Co., Ltd., Montreal.

CANS, OIL
Cannon Oiler Co., Keithsburg, Ill.

CAN OPENERS
The United Royalties Corp., New York, N.Y.

CARBON REMOVER
The Dustbane Mfg. Co., Ottawa, Ont.

CARBORUNDUM
Carborundum Co., Niagara Falls, N. Y.
The Canadian Hart Products Ltd., Hamilton, Ont.

CARRIAGE HARDWARE
Stratford Brass Co., Ltd., Stratford, Ont.
Wilkinson & Kompass, Hamilton, Ont.

CARPET, SWEEPERS
Bissell Carpet Sweeper Co., of Canada, Ltd., Niagara Falls, Ont.
Caverhill, Learmont & Co., Montreal.
Walter Woods & Co., Hamilton.

CARRIERS, HAY
Beatty Bros., Ltd., Fergus, Ont.

CARTRIDGES
Dominion Cartridge Co., Ltd., Montreal.

CASEMENT FASTENERS AND FITTINGS
Frederick Giles & Sons, Birmingham, Eng.

CASTERS
Canada Foundries & Forgings, Ltd., Brockville.
The Toronto Lock Mfg. Co., Toronto.

CATCHES, SCREEN DOOR
Burgess-Norton Mfg. Co., Geneva, Ill.

CEMENT
The Barrett Co., Ltd.

CEMENT, RUBBER
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

CEMENT, ROOFING
The Barrett Co., Ltd.
Geo. W. Reed & Co., Ltd., Montreal, Que.

CHAINS, CUT-LINK
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.

CHAINS (TIRE)
The Dominion Chain Co., Niagara Falls, Ont.

CHAIN PIPE WRENCHES
J. H. Williams & Co., Ltd., St. Catharines, Ont.

CHAIR SEATS
Canadian Veneering Co., Acton Vale, Que.

CHISELS, CAPE, COLD, ETC.
Brown-Boggs Co., Ltd., Hamilton, Ont.
Caverhill, Learmont & Co., Montreal.
Goodell-Pratt Co., Greenfield, Mass.
The Peck, Stow & Wilcox Co., Southington, Conn.
Stanley Rule & Level Co., New Britain, Conn.
The Toronto Lock Mfg. Co., Toronto.

CHECKING FLOOR HINGES
Chicago Spring Butt Co., Chicago, Ill.
The Toronto Lock Mfg. Co., Toronto, Ont.

CHEMICAL SPECIALTIES
J. and C. S. Bolinders, Mek Verst A. B., Stockholm, Sweden.
Vol-Peek Mfg. Co., Montreal.

CHOPPERS, FOOD
F. W. Lamplough & Co., Montreal, Que.
Landers, Frary & Clark, New Britain, Conn.

CHOPPERS, ICE
Burgess-Norton Mfg. Co., Geneva, Ill.

CHUCKS
Goodell-Pratt Co., Greenfield, Mass.

CHUCKS, TAP
Greenfield Tap & Die Corp. of Canada, Ltd., Galt, Ont.

CHURNS, HAND AND POWER
Beatty Bros. Ltd., Fergus.
J. J. Blow, London, Eng.
Caverhill, Learmont & Co., Montreal.
The Dazey Churn Co., St. Louis, Mo.
Dowswell, Lees Co., Hamilton.
Landers, Frary & Clark, New Britain, Conn.
Maxwells, Ltd., St. Marys, Ont.
Walter Woods & Co., Ltd., Hamilton, Ont.

CHURN, MIXER
The United Royalties Corp., New York, N.Y.

CLAMPS, "C"
J. H. Williams & Co., Ltd., St. Catharines, Ont.

CLAMPS, MITRE AND DRAW
Burgess-Norton Mfg. Co., Geneva, Ill.

CLAMPS
Canada Foundries & Forgings, Ltd., Brockville.

CLEAVERS
Burgess-Norton Mfg. Co., Geneva, Ill.
J. H. Williams & Co., Ltd., St. Catharines, Ont.

CLEAN-OUT DOORS
The Katie Foundry Co., Galt, Ont.

CLEVISES, MALLEABLE
The International Malleable Iron Co., Ltd., Guelph.

CLIPPERS, HORSE
The Flexible Shaft Co., Limited, Toronto.

CLIPPERS, HORSE AND COW
The Flexible Shaft Co., Ltd., Toronto.

CLOCKS
The New Haven Clock Co., New Haven, Conn.
The Western Clock Co., Peterborough, Ont.

CLOSET SEATS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Canadian Veneering Co., Acton Vale, Que.

CLOTHES DRYERS
The Aero Mfg. Co., Ltd., Sherbrooke, Que.
Dowswell Lees & Co., Ltd., Hamilton, Ont.
Schultz Bros. Mfg. Co., Ltd., Brantford, Ont.

CLOTHES LINE (WIRE)
The Western Wire & Nail Co., London, Ont.

CLOTHES LINE REELS
The United Royalties Corp., New York, N.Y.

CLOTHES PINS
Wm. Cane & Sons, Ltd., Newmarket, Ont.

CLOTHES RACKS
Walter Woods & Co., Ltd., Hamilton, Ont.

CLOTHES REELS
The Katie Foundry Co., Galt, Ont.

CLOTHES WASHERS AND WRINGERS, ELECTRIC
Beatty Bros. Limited, Fergus, Ont.

COLLAR PADS
American Pad & Textile Co., Chatham.

COFFEE PERCOLATERS AND URNS
Landers, Frary & Clark, New Britain, Conn.

CORRUGATED FASTENERS
The Stanley Works, New Britain, Conn.

CONVEYORS, OVERHEAD
Beatty Bros., Ltd., Fergus, Ont.

COAL CHUTES
The Katie Foundry Co., Galt, Ont.

COAL HODS
Thos. Davidson Mfg. Co., Montreal, Que.

COBBLERS' SETS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Katie Foundry Co., Galt, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

CONCRETE REINFORCING TWISTED SQUARES
Burlington Steel Co., Ltd., Hamilton, Ont.

CONDENSATION UNITS
The Westco Pumps Ltd., Toronto.

CONDUCTOR PIPE, HOOKS, HEADS, ETC.
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Wheeler & Bain, Toronto.

CONNECTING RODS
J. H. Williams & Co., Ltd., St. Catharines, Ont.

CONTAINERS
The A. R. Whittall Can. Co., Ltd., Montreal.

COOKING WARE, GLASS
The Corning Glass Works, Corning, N.Y.

COPING SAWS
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

CORK CARPETS
The Dominion Oilcloth & Linoleum Co., Limited, Montreal, Que.

COTTON GLOVES
American Pad & Textile Co., Chatham.

COTTER PINS
James Austin & Sons, Ltd., London, Eng

CORDAGE
The Aero Mfg. Co., Ltd., Sherbrooke, Que.
Consumers Cordage Co., Montreal and Halifax.
Doon Twines Ltd., Kitchener, Ont.
Plymouth Cordage Co., Welland, Ont., and North Plymouth, Mass.

CORNERS, CHEST
The Brainerd Mfg. Co., East Rochester, N.Y.

COUNTERS
Thomas Lewis Arnett, Souris, Man.

COUNTER-SINKS
Goodell-Pratt Co., Greenfield, Mass.

COUPLINGS, PUMP ROD
Edward E. Johnson Inc., St. Paul, Minn.

CRANK SHAFTS
J. H. Williams & Co., Ltd., St. Catharines, Ont.

CROWBARS
B. J. Coghlin & Co., Montreal.

CULTIVATORS
C. S. Norcross & Sons, Bushnell, Ill.

CULVERTS, METAL
The Pedlar People Ltd., Oshawa, Ont.

CURTAIN POLE FITTINGS
G. B. Birch & Co., Birmingham, Eng.

CUTLERY
Adcock & Brewer, Ltd., Montreal, Que.
The Acme Shear Co., Bridgeport, Conn.
Bridgeport Hdwe. Co., Bridgeport, Conn.
Burgess-Norton Mfg. Co., Geneva, Ill.
Geo. Butler & Co., Ltd., Sheffield, Eng.
The Canadian Wm. A. Rogers Co., Ltd., Toronto.
Caverhill, Learmont & Co., Montreal.
G. L. Cohoon, Montreal.
Thos. Ellin & Co., Ltd., Sheffield, Eng.
Fred. Ellis & Son, Sheffield, Eng.
Geneva Cutlery Co., Geneva, N.Y.
James Hutton & Co., Montreal.
Jonathan Crookes & Son, Ltd., Sheffield, Eng.
F. W. Lamplough & Co., Montreal, Que.
Landers, Frary & Clark, New Britain, Conn.
A. Macfarlane & Co., Ltd., Montreal, Que.
Oneida Community, Ltd., Oneida, N.Y.
Wm. Rogers Mfg. Co., Niagara Falls, Ont.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
Wiebusch & Hilger, New York.
Marples & Co., Sheffield, England.

CUTTERS
A. S. and A. L. Brown & Co., Montreal, Que.
Butterfield & Co., Inc., Rock Island, Que.
Trimont Mfg. Co., Roxbury (Boston, Mass).

CUSPIDORS
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.

CUSPIDORS (FIBREWARE)
E. B. Eddy Co., Ltd., Hull, Que.

DAIRY PAILS
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.

DAMPERS, STOVE PIPE
Can. Foundries & Forgings, Brockville, Ont.

DESKS, SCHOOL
Can. Foundries & Forgings, Brockville, Ont.

DIAPHRAGMS, RUBBER
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Ltd., Toronto.

DIES, STOCKS, ETC.
Butterfield & Co., Rock Island, Que.
Can. Foundries & Forgings, Ltd., Welland, Ont.
Greenfield Tap & Die Corporation, Galt, Ont.

DISH WASHER, ELECTRIC
The Hurley Machine Co., Limited, Toronto.

DISPLAY RACKS AND STANDS
Cameron & Co., Toronto.

DOG HARDWARE
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.

DOORS
Kasement Skrene Dore Co., Toronto.
Sanderson-Harold Co., Ltd., Paris, Ont.

DOOR BELLS
The Toronto Lock Mfg. Co., Toronto.

DOOR BOLTS
Canada Steel Goods Co., Hamilton, Can.
The Stanley Works, New Britain, Conn.

DOOR KNOBS
Cartland & Son, Ltd., James, Birmingham, Eng.
Stanley Davies, Weston, Ont.
Frederick Giles & Sons, Birmingham, England.
The Toronto Lock Mfg. Co., Toronto.

DOOR CHECKS
The Toronto Lock Mfg. Co., Toronto.

DOOR HANGERS
Can. Foundries & Forgings, Ltd., Welland, Ont.
Can. Steel Goods Co., Hamilton, Can.
N. Slater Co., Limited, Hamilton, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

DOOR SPRINGS
Jas. Cartland & Son, Ltd., Birmingham, Eng.
Chicago Spring Butt Co., Chicago, Ill.
The Kasement Skrene Dore Co., Toronto.

DOOR PULLS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Kasement Screen Dore Co., Toronto.
Stratford Brass Co., Ltd., Stratford, Ont.

DOOR STRIP
Atlas Iron, Wire & General Metal Works, Toronto.
The Peck, Stow & Wilcox Co., Southington, Conn.

DRAINERS, CELLAR
James Morrison Brass Mfg. Co., Ltd., Toronto.

DRILLS, BREAST
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Cnn.
Millers Falls Company, Millers Falls, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.

DRILL CHUCKS
Goodell-Pratt Co., Greenfield, Mass.

DRILLS, BLACKSMITHS'
Can. Foundries & Forgings, td., Brockville, Ont.

DRILLS
Butterfield & Co., Rock Island, Que.
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Rule & Level Co., New Britain, Conn.
The Toronto Lock Mfg. Co., Toronto.
Wilkinson & Kompass, Hamilton, Ont.
The Sheffield Twist Drill & Steel Co., Ltd., Sheffield, England.

DRILLS, RATCHET
The Keystone Manufacturing Co., Buffalo, N.Y.

TANKS



Gasoline Tanks

For Underground Storage

Made of the finest copper steel procurable, welded and then painted on the outside with Anti-Rust, Acid-Proof black paint, these tanks are practically rust and corrosion proof. For handling gasoline only the very best is safe. The thorough test all our tanks undergo before leaving our factory is a guarantee of their reliability. The prices are most reasonable.



Oil and Gasoline Tanks

Here's a tank made of copper-steel with handy screw cap opening at top for filling and faucet in side near bottom for drawing off contents. Another reliable tank at a moderate price. These tanks have been giving satisfactory service wherever sold.

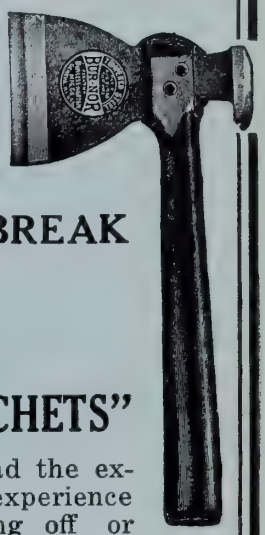
Your money back if not satisfied

Write us for prices and send us addresses of possible customers to whom we can send literature direct for you. We also manufacture baths, dairy equipment, sanitary closets, etc.

The Steel Trough & Machine Co., Ltd.
TWEED, ONTARIO, CANADA

HARDWARE & METAL is the only weekly hardware paper in Canada and is read by practically every worth-while buyer, both wholesale and retail, in Canada. HARDWARE & METAL is the logical medium to use if you have a message for the Canadian hardware trade.





Say to Your Customers---

"YOU CAN'T BREAK

REGISTERED BUR-NOR TRADE MARK

ALL-STEEL HATCHETS"

They must all have had the exasperating, dangerous experience of hatchet heads flying off or handles breaking and putting the hatchet out of service when needed.

And they can't break Bur-Nor Hatchets in any ordinary usage, for the Bur-Nor is an all-steel hatchet with hollow steel handle, reinforced and securely riveted to the head. We will send you a window display which includes a testing machine showing that a 300 lb. strain will not break the Bur-Nor Hatchet, whereas 160 lbs. will break an ordinary hickory handle.

Blade is high carbon steel, oil tempered, and holds its cutting edge.

Hatchet is rust-proof because it is finished in black enamel.

The Bur-Nor is the most economical hatchet you can sell or your customer can buy.

Effective Window Display and Wall Cards Furnished.

Let Us Give You Full Details by Return Mail.

Burgess-Norton Mfg. Co.
GENEVA, ILL.

If interested tear out this page and place with letters to be answered.

THE BUYERS' GUIDE

DROP FORGINGS
Can. Foundries & Forgings, Ltd., Welland, Ont.
J. H. Williams & Co., Ltd., St. Catharines, Ont.

DRY COLORS
Brandram-Henderson, Montreal.
Canada Paint Co., Ltd., Montreal.
R. C. Jamieson & Co., Ltd., Montreal.
Sherwin-Williams Co., Ltd., Montreal.
A. Ramsay & Son Co., Montreal.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
G. F. Stephen & Co., Ltd., Winnipeg.
Martin-Senour Co., Ltd., Montreal.
McArthur Irwin, Montreal.

DRY CELLS
Canada Dry Cells, Ltd., Winnipeg.
Canadian National Carbon Co., Toronto.

DUSTERS
Channell Limited, Toronto.

DYNAMITE
Canadian Explosives, Ltd., Montreal, P.Q.
Du Pont American Industries, Wilmington, Del.

EAVESTROUGH
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Wheeler & Bain, Toronto.

EGG BEATERS
Collette Mfg. Co., Collingwood.
The United Royalties Corp., New York., N.Y.

EGG CASES
Miller Bros. Co., Limited, Montreal.
Walter Woods & Co., Hamilton.

EGG CASE FILLERS
Miller Bros. & Co., Limited, Montreal.
Walter Woods & Co., Hamilton.

EJECTORS AND SYPHONS
Jas. Morrison Brass Mfg. Co., Toronto.

ELBOWS
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.

ELECTRIC APPLIANCES
The Canadian Westinghouse Co., Ltd., Hamilton. Ont.
The Equator Mfg. Co., Ltd., Hamilton, Ont.
The McClary Mfg. Co., London, Ont.
The National Electric Heating Co., Ltd., Toronto.
The Renfrew Electric Products Ltd., Renfrew, Ont.

ELECTRIC FANS
Canadian Westinghouse Co., Ltd., Hamilton, Ont.

ELECTRIC GRATES
Barton-Netting Co., Ltd., Windsor, Ont.

ELECTRIC LIGHTING SUPPLIES
The Barton-Netting Co., Ltd., Windsor, Ont.

ELECTRIC MOTORS AND GENERATORS
Canadian Westinghouse Co., Limited, Hamilton, Ont.

ELECTRIC SPECIALTIES
Canadian Westinghouse Co., Ltd., Hamilton, Ont.
Canadian National Carbon Co., Toronto.
Landers, Frary & Clark, New Britain, Conn.
National Electric Heating Co., Toronto.

ELECTRIC SUPPLIES
Canadian Westinghouse Co., Ltd., Hamilton, Ont.

ELECTROPLATE WARE
W. J. Anthony & Sons, Ltd., Bormingham, Eng.

EMERY GLASS AND PAPERS
John Oakey & Sons, London, Eng.

EMERY (GRAIN AND SHEETS)
James Hutton & Co., Montreal, Que.
John Oakey & Co., Ltd., London, Eng.

EMERY GRINDERS
Western Hardware Mfg. Co., Milwaukee, Wis.

EMERY WHEEL DRESSERS
Burgess-Norton Mfg. Co., Geneva, Ill.
The Canadian Hart Products Ltd., Hamilton, Ont.

ENAMELS
The Barrett Co., Ltd.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
Sturgeons, Ltd., Toronto.

ENAMEL, STOVE PIPE
The Dece-Tint Co., Montreal, Que.
Sanderson Pearcy & Co., Limited, Toronto, Ont.

ENAMELLED WARE
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Sheet Metal Products Co. of Canada, Ltd., Toronto.
Republic Stamping & Enameling Co., Toronto.

ENGINES, GAS
The London Gas Power Co., Ltd., London, Ont.

EQUIPMENT, STORE
Thomas Lewis Arnett, Winnipeg.
Cameron & Co., Toronto.

ESCUTCHEON PINS
Parmenter & Bulloch Co., Ltd., Gananoque, Ont.

EXPLOSIVES
Canadian Explosives, Ltd., Montreal, P.Q.
Du Pont American Industries, Wilmington, Del.

EXTINGUISHERS, FIRE
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

FANLIGHT OPENERS
Jas. Cartland & Sons, Ltd., Birmingham, Eng.

FASTENERS, CASEMENT, STORM, SASH & SCREEN
Burgess-Norton Mfg. Co., Geneva, Ill.
Stanley Davies, Weston, Ont.
Stratford Brass Co., Ltd., Stratford, Ont.
The Stanley Works, New Britain, Conn.
The Toronto Lock Mfg. Co., Toronto.

FAUCETS, PETROLEUM
Can. Foundries & Forgings, Ltd., Brockville, Ont.

FEED BOXES
Can. Foundries & Forgings, Ltd., Brockville, Ont.

FEED COOKERS
Wheeler & Bain, Toronto.

FELTOL
The Dominion Oilcloth & Linoleum Co. Limited, Montreal, Que.

FELTS (TARRED AND CARPET)
The Barrett Co., Ltd.
D. J. Ladd & Co., Winnipeg, Man.
Alex. McArthur & Co., Montreal, Que.

FENCING AND GATES
Banwell-Hoxie Wire Fence Co., Hamilton.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.

FENCE POSTS
The Burlington Products, Ltd., Hamilton, Ont.
The Canadian Steel & Wire Co., Ltd., Hamilton.

FENCING, STAPLES AND HOOKS
The Western Wire & Nail Co., London, Ont.

FENCES, WOVEN WIRE, FARM AND ORNAMENTAL
Banwell-Hoxie Wire Fence Co., Hamilton.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
Wheeler & Bain, Toronto.

FENDERS FOR BUGGY AND CARRIAGE
The Steel Co., of Canada, Ltd., Hamilton, Ont.

FILES
E. C. Atkins Co., Hamilton, Can.
G. & H. Barnett Co., Philadelphia, Pa.
Henry Disston & Sons, Limited, Toronto.
Nicholson File Co., Port Hope, Ont.
Simonds Canada Saw Co., Montreal.
Wilkinson & Kompass, Hamilton, Ont.

FILLERS
Boston Varnish Co., Everett St'n, Boston, Mass.
Sanderson Pearcy & Co., Limited, Toronto, Ont.

FIRE ARMS
Colts Patent Fire Arms Mfg. Co., Hartford, Conn.

FIRE DOOR FITTINGS
N. Slater Co., Limited, Hamilton, Ont.
Taylor-Forbes Co., Guelph, Ont.
The Toronto Lock Mfg. Co., Toronto.

FIRE EXTINGUISHERS
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

FIRE DEPARTMENT SUPPLIES
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Ltd., Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.

FIRE ESCAPES
The Dennis Wire & Iron Wks., Co., Ltd., London.

FIRE PAILS
E. B. Eddy Co., Ltd., Hull, Que.

FIREPLACE FIXTURES, OPEN GRATES, BASKET GRATES

DAMPERS AND DUMPS
The Barton Netting Co., Ltd., Windsor, Ont.
The Toronto Lock Mfg. Co., Toronto.

FIREPLACE SCREENS
Canada Wire & Iron Goods Co., Hamilton, Ont.

FISHING TACKLE AND ACCESSORIES
Allcock, Laight & Westwood Co., Ltd., Toronto.
Marble Arms & Mfg. Co., Gladstone, Mich.

FLAGS
The Woods Mfg. Co., Ltd., Ottawa, Ont.

FLASHLIGHTS, ELECTRIC
Canadian National Carbon Co., Toronto.

FLATWARE
Canadian Wm. A. Rogers, Toronto.
Oneida Community, Ltd., Oneida, N.Y.

FLOATS
Empire Level Mfg. Co., Milwaukee, Wis.

FLOWER POTS
E. B. Eddy Co., Ltd., Hull, Que.

FLAT SWATERS
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

FOOD CHOPPERS
F. W. Lamplough & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.

FOOTBALLS
Jabez Cliff & Co., Ltd., Walsall, Eng.

FLINT CLOTHS
John Oakey & Sons, London, Eng.

FLOOR CHECKS, SINGLE OR DOUBLE
Chicago Spring Butt Co., Chicago, Ill.

FLOOR DRESSING
The Commercial Oil Co., Ltd., Hamilton, Ont.
Imperial Oil, Ltd., Toronto, Ont.
Sanderson Pearcy & Co., Limited, Toronto, Ont.

FLOOR STANDS
Jenkins Bros., Ltd., Montreal.

FOOT WARMERS
The Chicago Flexible Shaft Co., Chicago, Ill.

FLOOR WAX
The Deco-Tint Co., Montreal, Que.
S. C. Johnson & Sons, Inc., Brantford, Ont.

FORCE CUPS
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

FORGINGS
Can. Foundries & Forgings, Ltd., Welland, Ont.

FORGINGS, DROP
Can. Foundries & Forgings, Ltd., Welland, Ont.

FRUIT JARS
Walter Woods & Co., Hamilton.

FUNNELS
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.

FURNACES
Burrow Stewart & Milne, Ltd., Hamilton.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Clare Bros. Co., Ltd., Preston, Ont.
The Empire Stove & Furnace Co., Ltd., Owen Sound, Ont.
The Enterprise Foundry Co., Ltd., Sackville, N.B.
Findlay Bros., Ltd., Carleton Place, Ont.
The Galt Stove & Furnace Co., Ltd., Galt, Ont.
The Hall-Zryd Foundry Co., Ltd., Hespeler, Ont.
McClary Mfg. Co., Limited, London, Ont.
The Monitor Stove Co., Ltd., Toronto, Ont.
Sanderson, Pearcy & Co., Ltd., Toronto, Ont.
Jas. Stewart Mfg. Co., Ltd., Woodstock, Ont.

FURNITURE POLISH
Canada Paint Co., Ltd., Montreal.
Channel Limited, Toronto.
The Deco-Tint Co., Montreal, Que.
Imperial Oil, Ltd., Toronto, Ont.
Sherwin-Williams Co., Ltd., Montreal.

FUSES, ELECTRIC
Canadian Westinghouse Co., Limited, Hamilton.

FUSE WIRE
Canada Metal Co., Ltd., Toronto

GALVANIZED IRON BARS
The Steel Co., of Canada, Ltd., Hamilton, Ont.

GALVANIZED PIPE
Canada Metal Co., Ltd., Toronto.

GALVANIZED STEEL SHEETS
Dominion Sheet Metal Co., Ltd., Hamilton, Ont.
A. C. Leslie & Co., Montreal.

GALVANIZED WARE
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
The McClary Mfg. Co., London, Ont.
Sheet Metal Products, Ltd., Toronto.

GALVANIZED STEEL SHEETS
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

GALVANIZING
Thos. Davidson Mfg. Co., Ltd., Montreal.

GARDEN CULTIVATORS AND WEEDERS
C. S. Norcross & Sons, Bushnell, Ill.
Eureka Planter Co., Woodstock.

GARAGE HARDWARE
Canada Steel Goods Co., Hamilton, Ont.
N. Slater Co., Limited, Hamilton, Ont.
The Stanley Works, New Britain, Conn.

GARBAGE CANS
Thos. Davidson Mfg. Co., Ltd., Montreal.
Sheet Metal Products, Ltd., Toronto.
The Steel Trough & Machine Co., Ltd., Tweed, Ont.

GAS WATER HEATERS
Jas. Morrison Brass Mfg. Co., Toronto.

GASKETS, RUBBER
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Ltd., Toronto.

GASOLINE
Imperial Oil Co., Ltd., Toronto, Ont.
The North Star Oil & Refining Co., Limited, Winnipeg.

GASOLINE TANKS AND PUMPS
S. F. Bowser Company, Ltd., Toronto, Can.
The Steel Trough & Machine Co., Ltd., Tweed, Ont.

GATES, GALVANIZED
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.

GATES, STEEL AND WIRE
Banwell-Hoxie Wire Fence Co., Hamilton.

GAUGE COCKS, STANDARD AND HEAVY
The James Morrison Brass Mfg. Co., Ltd., Toronto.

GAUGES
Brown & Sharpe Mfg. Co., Providence, R.I.
Goodell Pratt Co., Greenfield, Mass.
Greenfield Tap and Die Corporation, Galt, Ont.
The James Morrison Mfg. Co., Ltd., Toronto.
L. S. Starrett Co., Athol, Mass.
Stanley Works Co., New Britain, Conn.
J. H. Williams & Co., Ltd., St. Catharines, Ont.

GENERAL RUBBER SPECIALTIES
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

GLASS BENDERS
Toronto Plate Glass Importing Co., Toronto.

GLASS, CARRIAGE
Hobbs Mfg. Co., Montreal, Que.
The Ontario Plate Glass, Ltd., Hamilton, Ont.

GLASS CUTTERS
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.

GLASS CUTTING BOARDS
The Lufkin Rule Co., of Canada, Ltd., Windsor.

GLASS, DOOR
The Consolidated Glate Glass Co. of Canada, Limited, Toronto.
Hobbs Mfg. Co., Montreal, Que.
The Ontario Plate Glass, Ltd., Hamilton, Ont.

GLASS, FANCY
The Consolidated Plate Glass Co. of Canada, Limited, Toronto, Ont.
Hobbs Mfg. Co., Montreal, Que.
The Ontario Plate Glass Ltd., Hamilton, Ont.

GLASS, WINDOW PLATE, ORNAMENTAL
The Consolidated Plate Glass Co. of Canada, Limited, Toronto.
Hobbs Mfg. Co., Montreal, Que.
Ontario Plate Glass, Ltd., Hamilton, Ont.
A. Ramsay, Son & Co., Montreal.
The Regina Plate Glass Co., Ltd., Regina, Sask.
The Saskatchewan Glass & Supply Co., Ltd., Moose Jaw, Sask.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
G. F. Stephens & Co., Ltd., Winnipeg.
Toronto Plate Glass Importing Co., Toronto.

GLAZIERS' DIAMONDS
A. Ramsay, Son & Co., Montreal.

GLOVES AND MITTS
American Pad & Textile Co., Ltd., Chatham, Ont.
The Hamilton Carhartt Co., Ltd., Toronto.

GLUE, SHEET AND GROUND
A. Ramsay, Son & Co., Montreal.
Sanderson Pearcy & Co., Limited, Toronto, Ont.

GOLF BAGS
The Woods Mfg. Co., Ltd., Ottawa, Ont.

GOLF BALLS
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

GRANITE WARE
Sheet Metal Products, Ltd., Toronto.

GRATES
The Barton Netting Co., Ltd., Windsor, Ont.

GREASE AND OIL CUPS
The James Morrison Brass Mfg. Co., Ltd., Toronto.

GREASE GUNS
Stevens & Co., New York.



Meakins Brushes

Bring Your Customers Back

Meakins Brushes sell because there is a brush for every customer's requirements. No time lost inducing them to take something in place of what they want. They know that the bristles will stay in. With Meakins Brushes they have no good work spoiled by bristles adhering to the surface.

With the Meakins line you not only have what is called for, but perfect of its kind—perfect material, perfect workmanship. Altogether, they give satisfactory service to the customer, good profit to the dealer, and assure repeat orders.

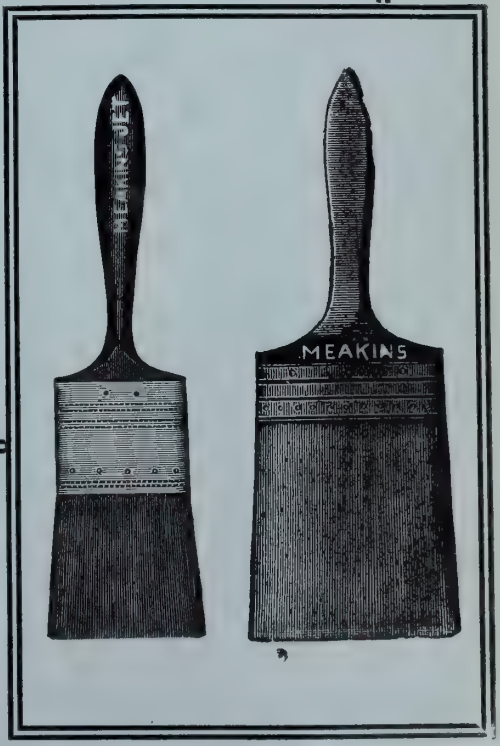
Write for Complete Catalogue

Meakins & Sons Limited Hamilton, Ont.

Warehouses:

Winnipeg London Toronto Montreal Vancouver

Pilkington Bros., Calgary, Alta.



If interested tear out this page and place with letters to be answered.

THE BUYERS' GUIDE

GRINDERS, HAND AND POWER
The Carborundum Co., Niagara Falls, N. Y.
A. G. & A. L. Brown & Co., Montreal, Que.
The Cleveland Stone Co., Cleveland, Ohio.
The Star Specialty Mfg. Co., Chicago, Ill.
Taylor-Forbes Co., Ltd., Guelph, Ont.
Western Hardware Mfg. Co., Milwaukee, Wis.

GRINDING WHEELS
The Carborundum Co., Niagara Falls, N.Y.
The Canadian Hart Products Ltd., Hamilton, Ont.
The Cleveland Stone Co., Cleveland, Ohio.

GRINDSTONES
The Carborundum Co., Niagara Falls, N.Y.
The Cleveland Stone Co., Cleveland, Ohio.

GRINDSTONE FIXTURES
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Cleveland Stone Co., Cleveland, Ohio.

GUARDS, WIRE
Canada Wire & Iron Goods Co., Hamilton, Ont.

GUNS
Caverhill, Learmont & Co., Montreal.
The Fraser Co., Agents B.S.A., Montreal, Que.
Savage Arms Corporation, Utica, N.Y.

GUN PARTS
The Fraser Co., Agents B.S.A., Montreal, Que

GUNSIGHTS
Marble Arms & Mfg. Co., Gladstone, Mich.

HACK SAWS
Brown & Sharpe Mfg. Co., Providence, R.I.
Clemson Bros., Inc., Hamilton, Ont.
Diamond Saw and Stamping Works, Buffalo, N.Y.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Co., Millers Falls, Mass.
L. S. Starrett Co., Athol, Mass

HACK SAW BLADES
E. C. Atkins & Co., Hamilton, Ont.
Clemson Bros., Inc., Hamilton, Ont.
Diamond Saw & Stamping Works, Buffalo, N.Y.
Goodell-Pratt Co., Greenfield, Mass.
Henry Disston & Sons, Ltd., Toronto.
Millers Falls Company, Millers Falls, Mass.
Smith & Hemenway Co., Inc., Irvington, N. J.

HACK SAW FRAMES
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Brown & Sharpe Mfg. Co., Providence, R. I.
Henry Disston & Sons, Limited, Toronto.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
L. S. Starrett Co., Athol, Mass.

HACK SAW MACHINES
Diamond Saw & Stamping Works, Buffalo, N. Y.
Goodell-Pratt Co., Greenfield, Mass.

HAME CHAINS
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.

HAMMERS
Canada Foundries & Forgings, Brockville, Ont.
The Peck, Stow & Wilcox Co., Southington, Conn.
Stanley Works, New Britain, Conn.
Vaughan & Bushnell, Chicago, Ill.

HAND DRILLS
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.

HANDLES
J. H. Still Mfg. Co., St. Thomas, Ont.

HANDLES, CHEST AND DRAWER
Burgess-Norton Mfg. Co., Geneva, Ill.
The Brainerd Mfg. Co., East Rochester, N. Y.
N. Slater Co., Limited, Hamilton, Ont.
Taylor-Forbes & Co., Limited, Guelph, Ont.

HANDLES, DOOR
The Toronto Lock Mfg. Co., Toronto.

HANDLES, CRANK, BALANCE, MACHINE
J. H. Williams & Co., Ltd., St. Catharines, Ont.

HAND PULLS
North Bros., Mfg. Co., Philadelphia, Pa.

HAND TAPS
Greenfield Tap and Die Corp.

HANGERS, BARN DOOR
Canada Steel Goods Co., Ltd., Hamilton, Ont.
Beatty Bros., Ltd., Fergus, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
N. Slater Ltd., Hamilton, Ont.
Taylor-Forbes & Co., Limited, Guelph, Ont.
The Toronto Lock Mfg. Co., Toronto.

HANGERS, DOOR
Beatty Bros., Ltd., Fergus, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Canada Steel Goods Co., Hamilton, Ont.
F. E. Myers & Bro., Ashland, Ohio.
N. Slater Co., Limited, Hamilton, Ont.
Taylor-Forbes & Co., Limited, Guelph, Ont.
The Stanley Works, New Britain, Conn.

HANGERS, DOOR AND TRACK
Beatty Bros., Ltd., Fergus, Ont.
Canada Steel Goods Co., Hamilton, Ont.
N. Slater Limited, Hamilton, Ont.

HANGERS, STORM, SASH AND SCREEN
The Stanley Works, New Britain, Conn.

HARDWARE, DOOR
The Hamilton Stove & Heater Co., Hamilton.
Taylor-Forbes & Co., Limited, Guelph, Ont.

HARDWARE, BARN DOOR
Beatty Bros., Limited, Fergus, Ont.

HARDWARE, FINISHING
Taylor-Forbes & Co., Limited, Guelph, Ont.

HARDWARE SPECIALTIES
The Brainerd Mfg. Co., East Rochester, N.Y.
Burgess-Norton Mfg. Co., Geneva, Ill.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Can. Forgings & Forgings, Ltd., Brockville, Ont.
Chicago Spring Butt Co., Chicago, Ill.
Landers, Frary & Clark, New Britain, Conn.
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.
N. Slater Co., Limited, Stratford, Ont.
Stratford Brass Co., Ltd., Stratford, Ont.
Taylor-Forbes Co., Guelph, Ont.

HARDWARE STORE FITTINGS
Stratford Brass Co., Ltd., Stratford, Ont.

HARNESS HARDWARE
Sanderson Pearcy & Co., Limited, Toronto, Ont.
The Niagara Metal Stamping Corporation, Niagara
Samuel Trees & Co., Ltd., Toronto.

HATCHETS
Burgess-Norton Mfg. Co., Geneva, Ill.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Marble Arms & Mfg. Co., Gladstone, Mich.
The Peck, Stow & Wilcox Co., Southington, Conn.

HASPS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Brainerd Mfg. Co., East Rochester, N.Y.
Canada Steel Goods Co., Hamilton, Ont.
The Toronto Lock Mfg. Co., Toronto, Ont.

HAWKS, ALUMINUM
Empire Level Mfg. Co., Milwaukee, Wis.

HEADLIGHT, GLASS
Hobbs Mfg. Co., Montreal, Que.
The Ontario Plate Glass, Ltd., Hamilton, Ont.

HEATERS
Anthes Foundry, Ltd., Winnipeg, Man.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
The McClary Mfg. Co., Ltd., London, Ont.
Jas. Morrison Brass Mfg. Co., Ltd., Toronto, Ont.
O-Rib-O Mfg. Co., Winnipeg, Man.
The Perfection Stove Co., Ltd., Sarnia, Ont.
Jas. Stewart Mfg. Co., Ltd., Woodstock, Ont.
Sheet Metal Products, Ltd., Toronto.

HEATERS, AUTO
Chicago Flexible Shaft Co., Chicago, Ill.

HEATERS, ELECTRIC
Canadian Westinghouse Co., Limited, Hamilton, Ont.
Landers, Frary & Clarke, New Britain, Conn.
The National Electric Heating Co., Ltd., Toronto.
The Renfrew Electric Products Ltd., Renfrew, Ont.

HEAVY HARDWARE SPECIALTIES
Burgess-Norton Mfg. Co., Geneva, Ill.

HEELS AND SOLES, RUBBER
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Ltd., Toronto.

HINGES, BOX AND REFRIGERATOR
The Brainerd Mfg. Co., East Rochester, N.Y.

HINGES, ORNAMENTAL
The Lawson Mfg. Co., Chicago, Ill.
The Stanley Works, New Britain, Conn.

HOOKS, HAT AND COAT
The Brainerd Mfg. Co., East Rochester, N.Y.
Jas. Cartland & Sons, Ltd., Birmingham, Eng.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Taylor-Forbes Co., Limited, Guelph, Ont.

HINGES, SPRING
Chicago Spring Butt Co., Chicago, Ill.
The Lawson Mfg. Co., Chicago, Ill.
Taylor-Forbes Co., Guelph, Ont.
The Toronto Lock Mfg. Co., Toronto.

HINGES, STRAP AND TEE
Canada Steel Goods Co., Hamilton, Can.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
N. Slater Co., Limited, Hamilton, Ont.

HOCKEY STICKS
Hall-Zryd Foundry Co., Limited, Hespeler, Ont.
The St. Marys Wood Specialty Co., Ltd., St. Marys
J. H. Still Mfg. Co., St. Thomas.

HOISTS
Manitoba Bridge & Iron Works, Ltd., Winnipeg

HOIST HOOKS
Williams & Co., J. H., Brooklyn, N.Y.

HOLLOW WARE
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Landers, Frary & Clark, New Britain, Conn.

HORSE BLANKETS AND HORSE COVERS
The Woods Mfg. Co., Ltd., Ottawa, Ont.

HORSE SLINGERS
Collins Mfg. Co., Toronto.

HONES, RAZOR
The Carborundum Co., Niagara Falls, N.Y.
The Canadian Hart Products Ltd., Hamilton, Ont.

HOOKS, FISH
Allcock, Laight & Westwood Co., Toronto, Ont.

HORSE SHOES
Wilkinson & Kompass, Hamilton.

HORSE SHOE PADS
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

HOSE CLAMPS
The Ontario Lantern & Lamp Co., Ltd., Hamilton.

HOSE, FITTINGS AND SUPPLIES
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Caverhill, Learmont & Co., Montreal.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.

HOSE MENDERS
The Ontario Lantern & Lamp Co., Ltd., Hamilton.

HOT AIR REGISTERS
Barton Netting Co., Limited, Windsor, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont
Jas. Stewart Mfg. Co., Woodstock, Ont.

HOUSEHOLD APPLIANCES
Canadian Westinghouse Co., Limited, Hamilton, Ont.

HOUSEHOLD PAILS
Wm. Cane & Sons, Hamilton, Ont.
E. B. Eddy Co., Hull, Que.

ICE CREAM FREEZERS
Wm. Cane & Sons, Co., Ltd., Newmarket, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
North Bros. Mfg. Co., Philadelphia, Pa.

INCUBATORS
Collins Mfg. Co., Toronto.

INDICATORS, SPEED
Brown & Sharpe Mfg. Co., Providence, R.I.
Henry Disston & Sons, Limited, Toronto.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

INDURATED WARE
E. B. Eddy Co., Ltd., Hull, Que.

INJECTORS, AUTOMATIC
Jas. Morrison Brass Mfg. Co., Toronto, Ont.

INSTRUMENTS OF PRECISION
Brown & Sharpe Mfg. Co., Provdence, R.I.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

INSURANCE
The Canadian Hardware & Implement Underwriters, Winnipeg, Man.

IRON, MERCHANTS BAR
London Rolling Mill Co., Ltd., The, London, Ont.

IRON, CORRUGATED
Canada Metal Co., Toronto.

IRON HANDLES
Can. Foundries & Forgings, Ltd., Brockville, Ont.

IRON AND STEEL BARS
Caverhill, Learmont & Co., Montreal, Que.
A. C. Leslie & Co., Ltd., Montreal.
The Steel Co., of Canada, Ltd., Hamilton, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Nova Scotia Steel Co., New Glasgow, N.S.

IRON, BAR
London Rolling Mill Co., Ltd., The, London, Ont.

IRONS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

IRONS, ELECTRIC
The Canadian Westinghouse Co., Ltd., Hamilton, Ont.
The National Electric Heating Co., Ltd., Toronto.
The Renfrew Electric Products Ltd., Renfrew, Ont.

IRONING BOARDS
Schultz Bros. Mfg. Co., Ltd., Brantford, Ont.
The Stratford Mfg. Co., Stratford, Ont.

IRONING MACHINES, ELECTRIC
Altorfer Bros., Peoria, Ill.
The Hurley Machine Co., Limited, Toronto.

IRON FOR STAYBOLTS
London Rolling Mill Co., Ltd., The, London, Ont.

IRONWORK, BUILDERS'
The Dennis Wire & Iron Works, Ltd., London.

JACK PLANES
Stanley Works, New Britain, Conn.

JACK SCREWS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Millers Falls Company, Millers Falls, Mass.

JAPANS
Boston Varnish Co., Everett Stn., Boston, Mass.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
The Sherwin-Williams Co., Ltd., Montreal, Que.

JARS, FRUIT
The Dominion Glass Co., Ltd., Montreal, Que.

KETTLES
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Thos. Davidson, Mfg. Co., Ltd., Montreal.
The Wentworth Mfg. Co., Limited, Hamilton, Ont.

KEYHOLE SAWS
E. C. Atkins & Co., Hamilton, Ont.
Bridgeport Hardware Co., Bridgeport, Conn.

KITCHEN WARE
Thos. Davidson Mfg. Co., Ltd., Montreal.
J. H. Hanson Co., Limited, Montreal, Que.
The McClary Mfg. Co., London, Ont.
Sheet Metal Products Co., Toronto.

KNIVES, BEET
E. C. Atkins & Co., Hamilton, Ont.

KNIVES, CORN
E. C. Atkins & Co., Hamilton, Ont.

KNIVES, CUTTING
Landers, Frary & Clark, New Britain, Conn.

KNIFE CLEANER
The Vono Co., Dudley Port, Staffs, Eng.

KNIVES, MACHINE
E. C. Atkins & Co., Hamilton, Ont.

KNIVES, POCKET AND TABLE
Geo. Butler & Co., Ltd., Sheffield, Eng.
G. L. Cohoon, Montreal.
Thos. Ellin & Co., Limited, Sheffield, Eng.
Jonathan Crookes & Son, Ltd., Ltd., Sheffield, Eng.
James Hutton & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
F. W. Lamplough & Co., Montreal, Que.
Whites Limited, Collingwood, Ont.
Wiebusch & Hilger, New York.
Marples & Co., Sheffield, England.
T. E. Rowbotham & Son, Sheffield, England.

KNIVES, SPORTSMEN'S
Marble Arms & Mfg. Co., Gladstone, Mich.

KNIVES, PUTTY
Brideport Mfg. Co., Bridgeport, Conn.
Sanderson Pearcy & Co., Limited, Toronto, Ont.

KNOBS, DRAWER
The Brainerd Mfg. Co., East Rochester, N.Y.

KNOCKERS, DOOR
The Toronto Lock Mfg. Co., Toronto.

LADDERS, STEP, EXTENSION, STORE, ETC.
Beatty Bros., Ltd., Fergus, Ont.
N. Slater Co., Ltd., Hamilton, Ont.
The Stratford Mfg. Co., Stratford, Ont.

LAMPS, NITROGEN AND TUNGSTEN
The Canadian Tungsten Lamp Co., Hamilton, Ont.

LAMP BLACK
L. Martin Co., New York, N.Y.
A. Ramsay & Son Co., Montreal.
Wilckes-Martin-Wilckes Co., New York.



Advertising that reaches *your* customers

This year's advertising of the famous Barrett Products will cover Canada like a blanket.

35,000,000 Advertisements. Think of it!

And they will reach consumers of every class, all over the Dominion:

6,500,000 advertisements in leading farm papers going to the farmers of Central and Western Canada. (12 issues, 545,000 circulation each issue)

5,750,000 advertisements in weekly newspapers going to farms and small towns of Quebec and Maritime Provinces. (28 issues, 206,000 circulation each issue)

23,500,000 advertisements in Montreal daily newspapers, covering Montreal City and adjacent territory. (Twice a week, 251,000 circulation each issue)

250,000 advertisements in leading technical magazines reaching railroads, manufacturers, contractors and other large consumers. (12 issues, 20,500 circulation each issue)

These advertisements will be attractive in appearance and filled with strong selling arguments. They will tell why Barrett Products are superior to all others—why they give unfailing satisfaction and save money for the user.

They will bring a big volume of new business to every dealer who is ready to supply the demand.

This is an opportunity you can't afford to miss. If you have not already received a copy of our latest Price List, write for it today.

The well known Barrett Products which will be featured in our big consumer advertising campaign, include:

Everjet Elastic Carbon Paint
Everlastic "Rubber" Roofing
Everlastic Liquid Roofing Cement
Plastic Elastigum Patching Cement
Liquid Elastigum
Creonoid (Fly Oil) Cow Spray and Lice Destroyer

WINNIPEG, VANCOUVER
HALIFAX, N. S.

The Barrett Company LIMITED

MONTREAL TORONTO
ST. JOHN, N. B.

If interested tear out this page and place with letters to be answered.

THE BUYERS' GUIDE

LAMP BURNERS
The Ontario Lantern & Lamp Co., Ltd., Hamilton.

LAMP CHIMNEYS
Walter Woods & Co., Hamilton.

LAMPS AND LANTERNS, GASOLINE
The Coleman Lamp Co., Limited, Toronto.
National Stamping & Electric Wks., Chicago, Ill.

LAMPS, LANTERNS, ELECTRIC, HAND
Canadian National Carbon Co., Toronto.
National Stamping & Electric Wks., Chicago, Ill.
The Ontario Lantern & Lamp Co., Hamilton, Ont.

LAMPS, ELECTRIC
Canadian Westinghouse Co., Limited, Hamilton.
The Ontario Lantern & Lamp Co., Hamilton, Ont.

LAMPS AND LANTERNS, GASOLINE AND KEROSENE
The Coleman Lamp Co., Limited, Toronto.
National Stamping & Electric Works, Chicago.
The Ontario Lantern & Lamp Co., Ltd., Hamilton.

LANTERNS OIL
Thos. Davidson Mfg. Co., Montreal.
The Ontario Lantern & Lamp Co., Ltd., Hamilton.
E. T. Wright & Co., Limited, Hamilton, Ont.

LATCHES
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Gendron Mfg. Co., Ltd., Toronto.
Tayler-Forbes Co., Limited, Guelph, Ont.
The Toronto Lock Mfg. Co., Toronto, Ont.

LATH METAL
Pedlar People, Ltd., Oshawa, Ont.

LATHE DOGS, DROP FORGED
J. H. Williams & Co., St. Catharines, Ont.

LATHE DOGS
J. H. Williams & Co., St. Catharines, Ont.

LAWN MOWERS
Can. Foundries & Forgings, Ltd., Brockville.
The Eureka Planter Co., Ltd., Woodstock, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.
Whites Limited, Collingwood, Ont.

LAWN SEATS
The Stratford Mfg. Co., Stratford, Ont.

LAWN SPRINKLERS
Can. Foundries & Forgings, Ltd., Brockville, Ont.

LAWN SWINGS
The Stratford Mfg. Co., Stratford, Ont.

LEAD, BLACK
John Oakey & Sons, London, Eng.

LEAD, CALKING AND PIG
The Canada Metal Co., Limited, Toronto, Ont.
The Great Western Smelting & Refining Co., Vancouver, B.C.

LEAD PENCILS
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.

LEAD SHEETS AND PIPE
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
A. C. Leslie & Co., Montreal.

LEAD TRAPS AND BENDS
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.

LEAD IRONS
The A. R. Whittal Can. Co., Ltd., Montreal.

LEAD WASHERS
Canada Metal Co., Ltd., Toronto.

LENS
The Ontario Plate Glass, Ltd., Hamilton, Ont.

LETTERS AND FIGURES, EMBOSSED
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.
The Toronto Lock Mfg. Co., Toronto.

LEVELS
Campbell Agencies, Toronto.
Henry Disston & Sons, Limited, Toronto.
Empire Level Mfg. Co., Milwaukee, Wis.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
J. Sand & Sons, Detroit, Mich.
Stanley Rule & Level Co., New Britain, Conn.
L. S. Starrett Co., Athol, Mass.
Whites Limited, Collingwood, Ont.

LEVELS, ALUMINUM
Campbell Agencies, Toronto.
Empire Level Mfg. Co., Milwaukee, Wis.
Goodell Pratt Co., Greenfield, Mass.
J. Sand & Sons, Detroit, Mich.

LEVEL GLASSES
Stanley Rule & Level Co., New Britain, Conn.

LEVELS, MASONS
Henry Disston & Sons, Limited, Toronto.
Empire Level Mfg. Co., Milwaukee, Wis.

LINES, WIRE, CLOTHES
Walter Woods & Co., Hamilton.
Western Wire & Nail Co., London.

LINOLEUM, PLAIN AND PRINTED
The Dominion Oilcloth & Linoleum Co., Ltd., Montreal, Que.

LINOLEUMS, BATTLESHIP
The Dominion Oilcloth & Linoleum Co., Limited, Montreal, Que.

LINOLEUM RUGS
The Dominion Oilcloth & Linoleum Co., Limited, Montreal, Que.

LINOLEUM FINISHES
Boston Varnish Co., Everett Stn., Boston, Mass.

LINSEED OIL
Brandram-Henderson, Montreal.
The Canada Paint Co., Limited, Winnipeg, Man.
Dominion Linseed Oil Co., Baden and Toronto.
R. C. Jamieson & Co., Ltd., Montreal.
Ontario Oil & Turpentine Co., Ltd., Toronto.
Prairie City Oil Co., Winnipeg, Man.
A. Ramsay & Son Co., Montreal.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
The Sherwin-Williams Co., Ltd., Montreal, Que.

LOCKS
The Belleville Hardware & Lock Mfg. Co., Belleville, Ont.
The Hamilton Stove & Heater Co., Hamilton, Ont.
The National Machinery & Supply Co., Limited, Hamilton, Ont.
The Toronto Lock Mfg. Co., Toronto.

LOCK WASHER EQUIPMENT
Sleeper & Hartley, Inc., Worcester, Mass.

LOCKERS
Canada Wire & Iron Goods Co., Hamilton, Ont.
Dennis Wire & Iron Works Co., Ltd., London, Ont.

LOCOMOTIVE TOOLS
J. H. Williams & Co., St. Catharines, Ont.

LUMBER TOOLS
Thos. Pink & Co., Pembroke, Ont.
T. F. Shurly Co., Ltd., St. Catharines, Ont.

MACHINES, DOUBLE CUTTING
E. C. Atkins & Co., Hamilton, Ont.

MACHINISTS' TOOLS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
J. H. Williams & Co., St. Catharines, Ont.

MALLEABLE IRON CASTINGS
The Gurney Foundry Co., Ltd., Toronto.
The International Malleable Iron Co., Ltd., Guelph, Ont.

MANTLES
The Barton Netting Co., Ltd., Windsor, Ont.
Thomas Lewis Arnett, Souris, Man.

MANGLES, CLOTHES
Taylor-Forbes Co., Limited, Guelph, Ont.

MANTLES, GAS
R. M. Moore & Co., Ltd., Vancouver, B.C.

MATCHES
E. B. Eddy Co., Hull, Que.

MATS AND MATTING, RUBBER
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Ltd., Toronto, Ont.

MAULS
Can. Foundries & Forgings, Ltd., Brockville, Ont.

MEAT CHOPPERS
Landers, Frary & Clark, New Britain, Conn.

MECHANICAL RUBBER PRODUCTS
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

METAL BOXES AND DRAWERS
Cameron & Co., Toronto, Ont.

METAL CUTTING SAWS
Clemson Bros., Inc., Hamilton, Ont.

METAL SAWS, POWER
Clemson Bros., Inc., Hamilton, Ont.

METALS, HEAVY AND SHELF
Henry Rogers, Sons & Co., Ltd., Wolverhampton, Eng.

METAL STAMPINGS
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.

METALS, EXPANDED, INGOT, SHEET, TUBE, ETC.
Canada Metal Co., Toronto, Ont.
Hoyt Metal Co., Toronto, Ont.
A. C. Leslie & Co., Montreal, Que.

METAL SPECIALTIES
Burgess-Norton Mfg. Co., Geneva, Ill.
Hamilton Stamp & Stencil Wks., Hamilton, Ont.
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.
O-Rib-O Mfg. Co., Winnipeg, Man.

METAL STORE AND FRONT CONSTRUCTION
The Consolidated Plate Glass Co. of Canada, Limited, Toronto.

MENDERS, GRANITEWARE, POT AND PAN
Collette Mfg. Co., Collingwood, Ont.
H. Nagle Co., Montreal, Que.

MICA
Mica Co. of Canada, Ltd., Hull, Que.

MICROMETERS
Brown & Sharpe Mfg. Co., Providence, R.I.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

MILK CANS
Thos. Davidson Mfg. Co., Ltd., Montreal.
The McClary Mfg. Co., London, Ont.
Sheet Metal Products, Ltd., Toronto.

MILK PAILS
E. B. Eddy Co., Ltd., Hull, Que.

MILLBOARD
E. B. Eddy Co., Ltd., Hull, Que.

MIRRORS
Hobbs Mfg. Co., Montreal, Que.
Ontario Plate Glass, Ltd., Hamilton, Ont.
The Regina Plate Glass Co., Ltd., Regina, Sask.
Saskatchewan Glass & Supply Co., Ltd., Moose Jaw, Saskatchewan.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
Toronto Plate Glass Importing Co., Toronto.

MITRE BOXES
E. C. Atkins & Co., Hamilton, Ont.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
Stanley Works, New Britain, Conn.

MITRE BOX SAWS
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto.

MOLASSES GATES
Can. Foundries & Forgings, Ltd., Brockville, Ont.

MOPS
Can. Foundries & Forgings, Ltd., Brockville, Ont.

MOTOR CARS
Ford Motor Co. of Canada, Ltd., Ford, Ont.

NAIL MACHINERY
Sleeper & Hartly, Inc., Worcester, Mass.

NAILS, WIRE AND CUT
Caverhill, Learmont & Co., Montreal.
Canada Metal Co., Ltd., Toronto.
The Graham Nail Works, Toronto.
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Western Wire & Nail Co., London, Ont.
Whites Limited, Collingwood, Ont.

NAIL PULLERS
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Millers Falls Company, Millers Falls, Mass.
Smith & Hemenway Co., Inc., Irvington, N.J.

NAME PLATE TRANSFERS
Canada Decalcomania Co., Ltd., Toronto.
Parmenter & Bulloch, Gananoque, Ont.
The Western Wire & Nail Co., London, Ont.

NITROGEN LAMPS
The Canadian Tungsten Lamp Co., Ltd., Hamilton.

NEWSPRINT PAPER
E. B. Eddy Co., Ltd., Hull, Que.

NUTS, THUMB
J. H. Williams & Co., Brooklyn, N.Y.

OILCLOTH, FLOOR AND STAIR
The Dominion Oilcloth & Linoleum Co., Ltd., Montreal.

OILCLOTH, RUGS, FLOOR
The Dominion Oilcloth & Linoleum Co., Limited, Montreal, Que.

OIL CANS
Cannon Oiler Co., Keithsburg, Ill.

OIL, COAL
Imperial Oil Co., Ltd., Toronto.

OILS, CYLINDER
J. H. Ashdown Co., Ltd., Winnipeg, Man.
Canadian Oil Co., Toronto, Ont.
Imperial Oil Co., Ltd., Toronto.
The North Star Oil & Refining Co., Limited, Winnipeg, Man.
The Prairie City Oil Co., Ltd., Winnipeg, Man.

OIL CAKE AND MEAL
Dominion Linseed Oil Co., Toronto.
Sherwin Williams Co., Winnipeg.

OIL HOLE COVERS
Canadian Winkley Co., Windsor.

OIL, MOTOR, ROAD, HARNESS, NEATSFOOT, SEPARATOR AND GAS ENGINE
The Commercial Oil Co., Ltd., Hamilton, Ont.
Imperial Oil, Ltd., Toronto.
The North Star Oil & Refining Co., Limited, Winnipeg, Man.
Canadian Oil Co., Winnipeg.
The Prairie City Oil Co., Winnipeg.

OIL STONES
The Canadian Hart Products, Ltd., Hamilton, Ont.

OIL STOVES
Thos. Davidson Mfg. Co., Detroit, Mich.
The McClary Mfg. Co., Ltd., London, Ont.
The Perfection Stove Co., Ltd., Sarnia, Ont.
Sheet Metal Products, Ltd., Toronto.

OIL STORAGE AND DISTRIBUTING SYSTEMS
S. F. Bowser Company, Ltd., Toronto, Ont.

OIL TANKS AND PUMPS
S. F. Bowser Company, Ltd., Toronto, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.

OILERS
Cannon Oiler Co., Keithsburg, Ill.
Thos. Davidson Mfg. Co., Ltd., Montreal.

ORNAMENTAL FENCE
Atlas Iron, Wire & General Metal Works, Toronto.
Banwell Hoxie Wire Fence Co., Ltd., Hamilton.

ORNAMENTAL IRON AND WIRE WORK
Canada Wire & Iron Goods Co., Hamilton, Ont.
Dennis Wire and Iron Works, London, Ont.

PACKINGS
Wm. J. Brown, Montreal, Que.
Consumers Cordage Co., Montreal and Halifax.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Ltd., Toronto.
Jenkins Bros., Ltd., Montreal.

PACKING RUBBER
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Co., Ltd., Toronto.

PADS
E. B. Eddy Co., Ltd., Hull, Que.

PADS FOR HORSES
American Pad and Textile Co., Chatham.
The Burlington Windsor Blanket Co., Ltd., Toronto.

PADLOCKS
C. O. Clark & Bro., Montreal, Que.

PAINT, COLD WATER
The Deco-Tint Co., Montreal, Que.

PAINT, READY-MIXED, HOUSE, BARN, ROOF, FLAT WALL, CONCRETE, FLOOR, CEMENT, ALUMINUM, MARINE AND DECK
The Barrett Co., Ltd.
The Brandram-Henderson, Ltd., Montreal.
Canada Paint Co., Montreal.
The Flint Varnish & Color Works of Canada, Limited, Montreal, Que.
The Garland Co., Cleveland, Ohio.
The Glidden Co., Ltd., Toronto.
Imperial Varnish & Color Co., Ltd., Montreal.
S. C. Johnson & Sons, Inc., Brantford, Ont.
Lowe Bros., Ltd., Toronto, Ont.
Martin-Senour Co., Ltd., Montreal.
McArthur-Irwin, Ltd., Montreal.
Benjamin Moore & Co., Toronto.
The Ottawa Paint Works, Ltd., Ottawa, Ont.
A. Ramsay & Son Co., Montreal.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
Sherwin-Williams Co., Montreal.
G. F. Stephens & Co., Ltd., Winnipeg.

PAINT BRUSHES
The Boeckh Company, Ltd., Toronto.
Meakins & Sons, Hamilton.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
T. S. Simms & Co., Ltd., Fairville, St. John, N

PAINT AND VARNISH REMOVER
Brandram-Henderson, Ltd., Montreal, Que.
Canada Paint Co., Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal.
Lowe Bros. Co., Ltd., Toronto, Ont.
Martin-Senour Co., Ltd., Montreal, Que.



RUBBERSET

TRADE MARK

Brushes bearing this Trade Mark are Made in Canada

Spring Business



Guarantee
Ironclad and Unchanging
Rubberset Brushes must make good—or WE WILL

There is nothing that is easier to sell in the Spring than paint—and paint means brushes—Rubberset brushes. Nature brightens up in the Spring and man, intuitively, follows Her example.

The high reputation that Rubberset Brushes have brings our dealers a lot of sales, and a lot of profits. But why not force the brush business a little this spring? The paint men tell us that this is going to be a "bumper paint spring." Why not make it a "bumper brush spring" too?

Rubberset Brushes will back up every good thing you say about them. They are properly shaped and trimmed to spread paint evenly, economically and easily—and they do not mar the job by leaving a trail of bristles behind them.

You know our guarantee—"Rubberset Brushes must make good—or WE WILL."

Every Rubberset Brush bears our original trade mark "Rubberset."

That's your guarantee—and your customers' guarantee.

Rubberset Brushes are one of the most profitable quick-selling and satisfactory lines you can handle. We will be glad to answer any communications from you on the subject of Brushes for any purpose

RUBBERSET COMPANY, LTD.

Factories: **Toronto and Gravenhurst, Canada**

If interested tear out this page and place with letters to be answered.

THE BUYERS' GUIDE

Sanderson Pearcy & Co., Limited, Toronto, Ont.
Sherwin-Williams Co., Montreal.
A. Ramsay & Son Co., Montreal.

PAINT, OIL, STORAGE AND HANDLING SYSTEMS
S. F. Bowser Company, Ltd., Toronto, Can.

PARIS GREEN
Canada Paint Co., Montreal.
McArthur-Irwin, Ltd., Montreal.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
Sherwin-Williams Co., Montreal.

PAPER BAGS
E. B. Eddy Co., Ltd., Hull, Que.
Walter Woods & Co., Hamilton.

PAPER NAPKINS
E. B. Eddy Co., Ltd., Hull, Que.

PASSAGE CLOTH
The Dominion Oilcloth & Linoleum Co., Limited, Montreal, Que.

PAILS
E. B. Eddy Co., Ltd., Hull, Que.
Thos. Davidson Mfg. Co., Ltd., Montreal.

PAILS, HOUSEHOLD
E. B. Eddy Co., Ltd., Hull, Que.
Sheet Metal Products, Ltd., Toronto, Ont.

PAILS, WOODEN
Wm. Cane & Sons Co., Ltd., Hull, Que.

PAILS, GALVANIZED AND TIN
Sheet Metal Products, Ltd., Toronto.
The Steel Trough & Machine Co., Ltd., Tweed.

PERCOLATORS, COFFEE
Canadian General Electric Co., Toronto.
Landers, Frary & Clark, New Britain, Conn.

PETROLEUM FAUCETS
Landers, Frary & Clark, New Britain, Conn.

PHOSPHOR TIN AND COPPER
The Hoyt Metal Co., Limited, Toronto.

PICK HANDLES
J. H. Still Mfg. Co., St. Thomas, Ont.

PIGEON NESTS
E. B. Eddy Co., Ltd., Hull, Que.

PIG IRON
A. C. Leslie & Co., Ltd., Montreal.
Nova Scotia Steel Co., New Glasgow, N.S.
Steel Co. of Canada, Ltd., Hamilton.

PINS, ESCUTCHEON
Parmenter & Bulloch, Gananoque.

PIPE, ACID RESISTING
The Hoyt Metal Co., Ltd., Toronto, Ont.

PIPE CUTTERS (STAND)
Trimont Mfg. Co., Roxbury (Boston, Mass).

PIPE CLEANERS

PIPE STOCKS AND DIES
Greenfield Tap & Die Corporation, Galt, Ont.

PIPE, BLACK AND GALVANIZED
American Rolling Mills, Middleton, Ohio.
Canada Metal Co., Toronto.
Caverhill, Learmont & Co., Montreal.
The Jas. Morrison Brass Mfg. Co., Ltd., Toronto.
Thos. Davidson Mfg. Co., Ltd., Montreal.

PIPE FITTINGS
The International Malleable Iron Co., Ltd., Guelph.
Fittings, Limited, Oshawa, Ont.

PIPE, GALVANIZED CONDUCTOR
Thos. Davidson Mfg. Co., Ltd., Montreal.
Wheeler & Bain, Toronto.

PIPE, LEAD
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

PIPE, RAIN WATER CONDUCTOR
Canada Metal Co., Toronto.

PIPE, STOVE AND FURNACE
Collins Mfg. Co., Toronto.

PISTON PINS
Burgess-Norton Mfg. Co., Geneva, Ill.

PISTON ROD PACKING
Dunlop Tire & Rubber Co., Ltd., Toronto.

PISTON AND VALVE PACKINGS
The Barrett Co., Ltd.

PISTOLS
Colts Patent Fire Arms, Hartford, Conn.
Savage Arms Corpn., Utica, N.Y.

PLANES
Caverhill, Learmont & Co., Montreal.
Stanley Rule & Level Co., New Britain, Conn.
Whites, Limited, Collingwood, Ont.

PLANTERS, CORN
The Eureka Planter Co., Woodstock, Ont.

PLIERS
A. G. and A. L. Brown & Co., Montreal, Que.
Matthias Klein & Sons, Chicago, Ill.
Kraeutler & Co., Inc., Newark, N.J.
F. W. Lamplough & Co., Montreal, Que.
The Peck, Stow & Wilcox Co., Southington, Conn.

PLIERS, CUTTING
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
F. W. Lamplough & Co., Montreal, Que.

PLIERS, COMBINATION
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Can. Foundries & Forgings, Ltd., Brockville.
Goodell-Pratt Co., Greenfield, Mass.

PLUGS, RUBBER
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
The Chamberlain Desolvo Co., Toronto.

PLUMBERS' SUPPLIES, RUBBER
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

PLUMBERS' TOOLS
The Jas. Morrison Brass Mfg. Co., Ltd., Toronto.
J. H. Williams & Co., Ltd., St. Catharines, Ont.

POLISHES, AUTO AND FURNITURE
Channell Limited, Toronto, Ont.
Home Products, Ltd., Hamilton, Ont.

POLISHING HEADS
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.

POLISHES, KNIFE
Jas. Oakey & Sons, Ltd., London, England.

POLISHES, METAL
The Deco-Tint Co., Montreal, Que.
Home Products, Ltd., Hamilton, Ont.

POSTS, ANGLE IRON
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.

POSTS, FENCE, STEEL
Burlington Steel Co., Ltd., Hamilton, Ont.

POST HOLE DIGGERS
Can. Foundries & Forgings Ltd., Brockville, Ont.
Canada Wire & Iron Goods Co., Hamilton, Ont.

POULTRY EQUIPMENT
The Collins Mfg. Co., Toronto, Ont.

POULTRY NETTING
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
A. C. Leslie & Co., Ltd., Montreal.

POULTRY LEG BANDS
Rideau Specialty Co., Smiths Falls, Ont.

POWDER, SMOKELESS
E. I. du Pont de Nemours & Co., Wilmington, Del.

PRISMS, SIDEWALK
Hobbs Mfg. Co., Montreal, Que.

PRUNING SHEARS
Adcock & Brewer, Ltd., Montreal.
The Peck, Stow & Wilcox Co., Southington, Conn.

PULLS, DRAWER
Taylor-Forbes Co., Limited, Guelph, Ont.

PUSH AND PULL PLATES
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.
The Toronto Lock Mfg. Co., Toronto.

PULLEYS, CLOTHES
The Katie Foundry Co., Galt, Ont.

PUMPING SYSTEMS, AUTOMATIC
The Westco Pumps Ltd., Toronto.

PUMPS
Beatty Bros., Ltd., Fergus.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
R. McDougall Co., Ltd., Galt.
F. E. Meyers & Bro., Ashland, Ohio.
The Westco Pumps Ltd., Toronto.

PUMP HAND AND POWER, FOR PAINTS, OILS, OIL AND GASOLINE
S. F. Bowser Company, Ltd., Toronto, Can.

PUMPS, CURB, FOR OIL AND GASOLINE
S. F. Bowser Company, Ltd., Toronto, Can.

PUMPS, SELF-MEASURING
S. F. Bowser Company, Ltd., Toronto, Can.

PUMPS, SEMI-ROTARY
Can. Foundries & Forgings, Ltd., Brockville, Ont.

PUMPS, GASOLINE
S. F. Bowser Company, Ltd., Toronto, Can.

PUMP OILERS
Cannon Oiler Co., Keithsburg, Ill.

PUNCHES, CENTRE DRIVE, ETC.
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Mayhew Steel Products, Inc., New York.
Stanley Works, New Britain, Conn.

PUNCHES, BELT
E. C. Atkins & Co., Hamilton, Ont.

PUNCHES, TICKET
Bridgeport Hdwe. Mfg. Co.., Bridgeport, Conn.

PUTTY
Brandram-Henderson, Montreal.
R. C. Jamieson & Co., Ltd., Montreal.
Canada Paint Co., Montreal.
Benjamin Moore & Co., Ltd., Toronto.
A. Ramsay & Son Co., Montreal.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
G. F. Stephens & Co., Ltd., Winnipeg.
Sherwin-Williams Co., Montreal.

PUTTY IRONS
The A. R. Whittal Can. Co., Ltd., Montreal.

PULLEYS
The Acro Mfg. Co., Ltd., Sherbrooke, Que.
Can. Foundries and Forgings, Ltd., Brockville, Ont.

QUOITS
Can. Foundries and Forgings, Ltd., Brockville, Ont.

RACKS, HAY
Can. Foundries and Forgings, Ltd., Brockville, Ont.

RADIATORS, AUTO
The North Star Oil & Refining Co., Limited, Winnipeg, Man.

RADIATOR VALVES
Jenkins Bros., Ltd., Montreal.

RAILROAD SUPPLIES, RUBBER
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.

RAKES
Shurly-Dietrich Co., Ltd., Galt, Ont.

RAZORS
Auto-Strop Safety Razor Co., Toronto, Ont.
Geo. Butler & Co., Ltd., Sheffield, Eng.
Campbell Agencies, Toronto, Ont.
The Canadian Sales Co., Toronto.
Caverhill, Learmont & Co., Montreal.
G. L. Cohoon, Montreal.
Thos. Ellin & Co., Limited, Sheffield, Eng.
Geneva Cutlery Co., Geneva, N.Y.
James Hutton & Co., Montreal.
Gillette Safety Razor Co., Ltd., Montreal.
F. W. Lamplough & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.
The Mab Co., Birmingham and Sheffield, Eng.
A. Macfarlane & Co., Limited, Montreal, Que.
Marples & Co., Sheffield, Eng.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
Wiebusch & Hilger, New York.

RATCHET DRILLS
Goodell-Pratt Co., Greenfield, Mass.

REAMERS
Millers Falls Company, Millers Falls, Mass.
Butterfield & Co., Rock Island, Que.
Taylor-Forbes Co., Ltd., Guelph, Ont.

RECIPROCATING DRILLS
Goodell-Pratt Co., Greenfield, Mass.

REFRIGERATORS
Thos. Davidson Mfg. Co., Ltd., Montreal.
Sanderson-Harold Co., Ltd., Paris, Ont.

REELS, FISHING
Allcock, Laight & Westwood Co., Toronto, Ont.

REFRIGERATOR DRIP PANS
E. B. Eddy Co., Ltd., Hull, Que.

REGISTERS, (HOT AIR)
Canada Foundries & Forgings, Brockville.
Jas. Stewart Mfg. Co., Woodstock, Ont.

RIFLES
The Fraser Co., Agents B.S.A., Montreal, Que.
The Remington U.M.C. Co., Windsor, Ont.

RIVETS
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Parmenter-Bulloch Co., Gananoque, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

RIVET BURRS
The Union Iron & Metal Co., Ltd., Toronto.

ROBES, SLEEPING
The Woods Mfg. Co., Ltd., Ottawa, Ont.

ROD ENDS
J. H. Williams & Co., St. Catharines, Ont.

RODS, PISTON AND PUMP
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

RODS, RADIUS FORD
Burgess-Norton Mfg. Co., Geneva, Ill.

RODS, STRAIGHTENED
The Graham Nail Works, Toronto.

ROOFING CEMENT AND PAINT
The Barrett Co., Ltd.
Geo. W. Reed & Co., Ltd., Montreal, Que.
D. J. Ladd & Co., Winnipeg, Man.

ROOFING, METAL
Pedlar People, Ltd., Oshawa, Ont.

ROOFING, READY
The Barrett Co., Ltd.
The Brantford Roofing Co., Ltd., Brantford, Ont.
D. J. Ladd & Co., Winnipeg, Man.
Geo. W. Reed & Co., Ltd., Montreal, Que.
Alex. McArthur & Co., Montreal, Que.
The Standard Paint Co., of Canada, Ltd., Montreal, Que.

ROOFING, RUBBER
The Barrett Co., Ltd.
Geo. W. Reed & Co., Ltd., Montreal, Que.

ROPE
Doon Twines, Ltd., Kitchener, Ont.
Plymouth Cordage Co., Welland, Ont., and Plymouth, Mass.
Consumers Cordage Co., Montreal, Que.
Independent Cordage Co., Toronto, Ont.

ROPE, WIRE
Canada Wire & Iron Goods Co., Hamilton, Ont.

ROSIN
Ontario Oil & Turpentine Co., Ltd., Toronto, Ont.
Sanderson Pearcy & Co., Limited, Toronto, Ont.

RUBBER SHEET, VULCANIZED
Wm. J. Brown, Montreal, Que.

RUBBER PRODUCTS
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

RULES
Brown & Sharpe Mfg. Co., Providence, R.I.
Goodell-Pratt Co., Greenfield, Mass.
The Lufkin Rule Co., Windsor, Ont.
The Stanley Rule & Level Co., New Britain, Conn.
L. S. Starrett Co., Athol, Mass.

RULES, STEEL, STRAIGHT AND FOLDING

RULES, FOLDING BOXWOOD
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.
The Stanley Rule & Level Co., New Britain, Conn.

RULES, SPRING JOINT
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

RULES, BOARD AND LOG
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.
The Stanley Rule & Level Co., New Britain, Conn.

SADDLERY HARDWARE
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.

SAFETY RAZORS
Auto-Strop Safety Razor Co., Toronto, Ont.
The Gillette Safety Razor Co., Limited, Montreal
Sanderson Pearcy & Co., Limited, Toronto, Ont.

SAFES
J. J. Taylor Limited, Toronto.
Goldie & McCulloch Ltd., Galt, Ont.

SASH WEIGHTS
Canadian Die Casting Co., Ltd., Montreal, Que.

SAWS, BUCK
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto.

SAWS, CROSSCUT AND BAND
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto.
T. F. Shurly Co., Ltd.,, St. Catharines.
Shurly-Dietrich Co., Ltd., Galt, Ont.

SAWSET
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto.
Taylor-Forbes Co., Limited, Guelph, Ont.

SAWS, COMPASS
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto.

TRADE M MARK

Roofing and Building Papers That Continually Boost Your Store

Building Papers, Tarred Felt, Sheathings and Tar Products, and Wrapping Paper of all kinds that give service in use, reflecting credit on the dealer and inspiring confidence in all the lines he sells—that's the McArthur line.

Drop us a line for an interesting little booklet on Roofing Materials. It will tell you of each one of our lines—reasons why they sell, and serve the consumer so that you hold his future trade.

We cannot tell of all the lines here, but, for instance, "Black Diamond" Tarred Felt is pure wool tarred roofing felt, from selected woollen rags saturated with pure coal tar, producing the most durable roofing felt possible to make.

Ask for Literature

Alex. McArthur & Co., Ltd.

Established 1879

82 McGill Street Montreal, Canada

NAILS WIRE BALE TIES

WIRE HOOPS FOR KEGS *and* BARRELS

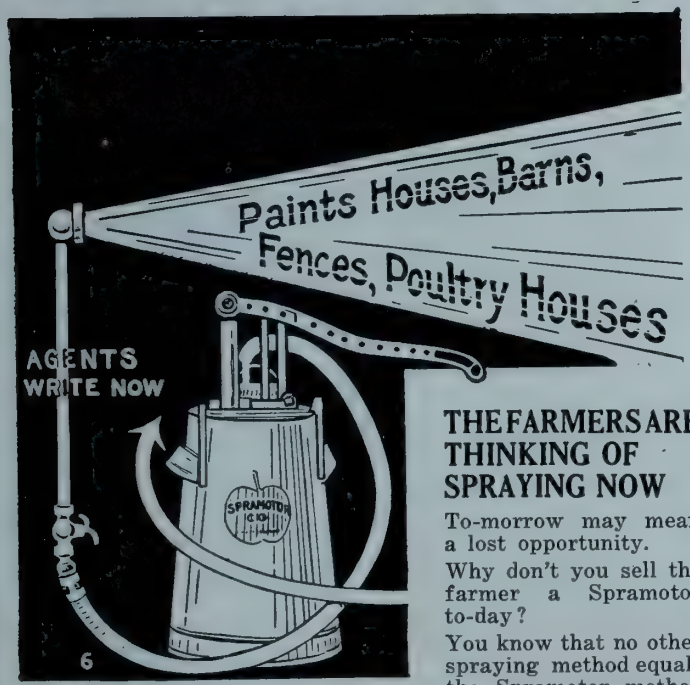
STRAIGHTENED RODS COPPERED AND TINNED WIRE

The quality of our product is highly commended.

THE GRAHAM NAIL WORKS

Operated by the CANADA METAL CO., Ltd.

TORONTO



THE FARMERS ARE THINKING OF SPRAYING NOW

To-morrow may mean a lost opportunity.

Why don't you sell the farmer a Spramotor to-day?

You know that no other spraying method equals the Spramotor method for spraying and for painting or white-washing.

Write to-day for illustrated catalogue. If you are a live-wire dealer we'll want you for our agent—and—you'll want us.

SPRAMOTOR CO. 28 King Street, London, Canada

AGENTS WANTED EVERYWHERE

Spramotor

It isn't a SPRAMOTOR unless we made it

BRITISH AND FOREIGN AGENTS, WRITE

Look for the Green Box

Hack Saw users look for the green box when they buy hack saws, to be sure they get the Star.

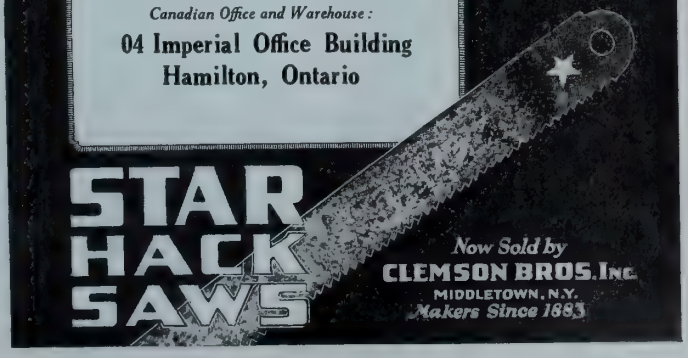
And so must you if you would have satisfied customers.

Insist on the genuine.

Star Hack Saws are now sold by Clemson Bros., who have made them since the beginning.

Canadian Office and Warehouse:

04 Imperial Office Building
Hamilton, Ontario



If interested tear out this page and place with letters to be answered.

THE BUYERS' GUIDE

SAWS, COPING
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto.
Millers Falls Company, Millers Falls, Mass.

SAWS, BUTCHERS' AND KITCHEN
E. C. Atkins & Co., Hamilton, Ont.
Burgess-Norton Mfg. Co., Geneva, Ill.
Henry Disston & Sons, Limited. Toronto.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
Shurly-Dietrich Co., Ltd., Galt, Ont.

SAWS, HAND AND CIRCULAR
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto.
T. F. Shurly Co., Ltd., St. Catharines, Ont.
Shurley-Dietrich Co., Ltd., Galt, Ont.

SAW BLADES, HACK
E. C. Atkins & Co., Hamilton, Ont.
Clemson Bros., Inc., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto.
Millers Falls Company, Millers Falls, Mass.

SAW FRAMES, HACK
E. C. Atkins & Co., Hamilton, Ont.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.

SAW GUARDS
E. C. Atkins & Co., Hamilton, Ont.

SAWS, HACK
E. C. Atkins & Co., Hamilton, Ont.
Clemson Bros., Inc., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto.
Goodell-Pratt Co., Greenfield, Mass.
The Millers Falls Co., Millers Falls, Mass.

SAW MACHINES, HACK
E. C. Atkins & Co., Hamilton, Ont.
Clemson Bros., Inc., Hamilton, Ont.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.

SAWS, METAL CUTTING
Clemson Bros., Inc., Hamilton, Ont.

SAWS, KEYHOLE
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto.

SCISSORS
The Acme Shear Co., Bridgeport, Conn.
Thos. Ellin & Co., Ltd., Sheffield, Eng.
Landers, Frary & Clarke, New Britain, Conn.
Marples & Co., Sheffield, England.
R. S. Mitchell, Sheffield, England.
Wiebusch & Hilger, New York.

SCALES
Braun & Bonnick, Ltd., Toronto, Ont.
Burrow, Stewart & Milne Co., Limited, Hamilton.
Landers, Frary & Clark, New Britain, Conn.

SCALES, MACHINISTS
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

SCREWS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

SCREWS, THUMB
J. H. Williams & Co., Ltd., St. Catharines, Ont.

SCREENS
Canada Wire & Iron Goods Co., Hamilton.

SCREEN DOORS
The Kasement Skrene Dore Co., Toronto.
N. Slater Co., Limited, Hamilton, Ont.
Sanderson-Harold Co., Ltd., Paris, Ont.

SCREEN WINDOWS
The Kasement Skrene Dore Co., Toronto.
Sanderson-Harold Co., Ltd., Paris, Ont.

SCREENS, WELL
Edward E. Johnson Inc., St. Paul, Minn.

SCREW DRIVERS
The Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Burgess-Norton Mfg. Co., Geneva, Ill.
Millers Falls Company, Millers Falls, Mass.

SCREW MACHINES
Stratford Brass Co., Ltd., Stratford, Ont.

SCYTHESTONES
The Cleveland Stone Co., Cleveland, Ohio.

SEALERS
The Dominion Glass Co., Ltd., Montreal, Que.

SEATS
Canadian Veneering Co., Acton Vale, Que.

SEWING MACHINES, ELECTRIC AND MOTORS
Canadian Westinghouse Co., Limited, Hamilton, Ont.

SHARPENERS, KNIFE
The Canadian Hart Products Ltd., Hamilton, Ont.

SHEARS
The Acme Shear Co., Bridgeport, Conn.
R. Heinisch Sons Works, Newark, N.J.
Landers, Frary & Clark, New Britain, Conn.
Wiebusch & Hilger, New York.
J. Wiss & Sons, Inc., Newark, N.J.

SHEARING MACHINES, SHEEP
Flexible Shaft Co., Ltd., Toronto, Ont.

SHEATHING
The Barrett Co., Ltd.
D. J. Ladd & Co., Winnipeg, Man.

SHEETING
Alex. McArthur & Co., Montreal, Que.

SHEETS, GALVANIZED AND BLACK
American Rolling Mills, Middleton, Ohio.
A. C. Leslie & Co., Montreal, Que.
Dominion Sheet Metal Co., Hamilton.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

SHEET METAL PRODUCTS
Sheet Metal Products Co., Toronto.
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.

SHELVING
Thomas Lewis Arnett, Souris, Man.

SHINGLES, STEEL
Pedlar People Ltd., Oshawa, Ont.

SHOP BARRELS
The Steel Trough & Machine Co., Ltd., Tweed, Ont.

SHOW CASES
Cameron & Co., Toronto.
Thomas Lewis Arnett, Souris, Man.

SICKLES
Wiebusch & Hilger, Ltd., New York, N.Y.

SIDING, METAL
Pedlar People, Ltd., Oshawa, Ont.

SIGHTS, GUN AND RIFLE
Marble Arms & Mfg. Co., Gladstone, Mich.

SIGNS, STREET
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.

SILVERWARE
Caverhill, Learmont & Co., Montreal, Que.
Can. Wm. A. Rogers Co., Ltd., Toronto.
Fenton Bros., Ltd., Sheffield, England.
Oneida Community, Ltd., Niagara Falls, Ont.
Messrs. Wm. Rogers and His Son, Niagara Falls, Ont.

SILVER-PLATED WARE
Oneida Community, Ltd., Niagara Falls, Ont.
Sanderson Pearcy & Co., Limited, Toronto, Ont.

SINKS
Can. Foundries & Forgings, Ltd., Brockville, Ont.

SKI
The Northland Ski Mfg. Co., St. Paul, Minn.

SKI ACCESSORIES, BINDINGS, WAX AND POLES
The Northland Ski Mfg. Co., St. Paul, Minn.

SKATES
Canada Cycle & Motor Co., Ltd., Weston, Ont.

SLEDGES, BLACKSMITH, COAL, STONE
Can. Foundries & Forgings, Ltd., Brockville.
Warren Forge & Tool Co., Warren, Ohio.

SNAPS, HARNESS
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.

SNIPS (TINNERS')
A. S. & A. L. Brown Co., Montreal, Que.
Wiebusch & Hilger, New York.
The Peck, Stow & Wilcox Co., Southington, Conn.
J. Wiss & Sons, Inc., Newark, N. J.

SNOW SHOES
The Northland Ski Mfg. Co., St. Paul, Minn.

SNOWSHOE HARNESS
The Northland Ski Mfg. Co., St. Paul, Minn.

SOCKETS, WIRE ROPE
J. H. Williams & Co., Ltd., St. Catharines, Ont.

SOCKETS AND SLEEVES
The Keystone Manufacturing Co., Buffalo, N.Y.

SOLDER
Canada Metal Co., Toronto.
Great Western Smelting & Refining Co., Ltd., Vancouver, B. C.
Hoyt Metal Co., Toronto.
Geo. W. Reed, Montreal.

SOLDERING PASTE
Canada Metal Co., Toronto.
The Hoyt Metal Co., Toronto.

SOLDERALL
Thos. Davidson Mfg. Co., Ltd., Montreal.

SOLES, HALF
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

SOAP DISHES
Landers, Frary & Clark, New Britain, Conn.

SPARK PLUGS
Canada Cycle & Motor Co., Ltd., Weston, Ont.
The Canadian National Carbon Co., Ltd., Toronto.
Champion Spark Plug Co., Windsor, Ont.
The Eclipse Mfg. Co., Indianapolis, Ind.
Hyslop Bros., Toronto.

SPANNERS
J. H. Williams & Co., Ltd., St. Catharines, Ont.

SPICE TUBS
E. B. Eddy Co., Ltd., Hull, Que.

SPIDERS
Can. Foundries & Forgings, Ltd., Brockville, Ont.

SPOKE SHAVES
E. C. Atkins & Co., Hamilton, Ont.
Millers Falls Company, Millers Falls, Mass.
Stanley Works, New Britain, Conn.

SPORTSMEN'S SPECIALTIES
The Marble Arms & Mfg. Co., Gladstone, Mich.

SPRAYERS
Canadian Potato Machinery Co., Ltd., Galt, Ont.
Collins Mfg. Co., Toronto.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Eureka Planter Co., Woodstock.
The New Perfection Sprayer Co., Galt, Ont.
Spramotor Co., London, Ont.

SPRINGS
B. J. Coghlin Co., Ltd., Montreal, Que.

SPRING AND WIRE COILING MACHINERY
Sleeper & Hartly, Inc., Worcester, Mass.

SPRINGS, WINDMILL
Burgess-Norton Mfg. Co., Geneva, Ill.

SPRING DIES
Greenfield Tap & Die Corporation, Galt, Ont.

SQUARES
The Peck, Stow & Wilcox Co., Southington, Conn.

STABLE FITTINGS
Beatty Bros., Fergus, Ont.
Can. Foundries & Forgings, Brockville.
Canadaian Potato Machinery Co., Ltd., Galt, Ont.

STAINS
The Barrett Co., Ltd.,
Brandram-Henderson, Montreal.
Canada Paint Co., Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal, Que.
The Flint Varnish & Color Works of Canada, Limited, Montreal, Que.
Lowe Bros., Ltd., Toronto.
Martin-Senour Co., Ltd., Montreal.
McArthur-Irwin, Ltd., Montreal.
Benjamin Moore & Co., Ltd., Toronto.
The Ottawa Paint Works, Ltd., Ottawa, Ont.
A. Ramsay & Sons Co., Montreal.
Sanderson Pearcy & Co., Ltd., Toronto
Sherwin-Williams Co., Montreal.
G. F. Stephens & Co., Winnipeg.
Sturgeons, Ltd., Toronto.

STAINS, STRAW HAT
The Deco-Tint Co., Montreal, Que.
Sanderson Pearcy & Co., Limited, Toronto, Ont.

STAMPINGS
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.

STAPLES
Canada Steel Goods Co., Hamilton.
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Western Wire & Nail Co., London.

STEAMERS AND BOILERS
Thos. Davidson Mfg. Co., Ltd., Montreal.

STEEL, REINFORCING
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
London Rolling Mill Co., London, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

STEEL BARS FOR REINFORCEMENT, ALL SHAPES
Burlington Products Limited, Hamilton, Ont.

STEEL STRIP
Dominion Sheet Metal Co.,, Ltd., Hamilton.

STEEL LOCKERS AND SHELVING
Dennis Wire & Iron Works, London, Ont.

STEEL, MILD, SLEIGH SHOE, TIRE
London Rolling Mill Co., London, Ont.
Manitoba Steel & Iron Co., Winnipeg, Man.

STEEL BANDS
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

STENCILS AND INK
Hamilton Stamp & Stencil Co., Hamilton.

STOOLS
The Steel Trough & Machine Co., Ltd., Tweed, Ont.

STONES, SHARPENING
The Western Hardware Mfg. Co., Milwaukee, Wis.

STORE FIXTURES
Cameron & Co., Toronto.
Thomas Lewis Arnett, Winnipeg.

STORE FRONT CONSTRUCTION, METAL
Hobbs Mfg. Co., Montreal, Que.

STOVES AND RANGES
Beach Foundry Co., Ltd., Ottawa, Ont.
Burrow, Stewart & Milne Co., Ltd., Hamilton, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Empire Stove & Furnace Co., Ltd., Owen Sound, Ontario.
Findlay Bros. Co., Ltd., Carleton Place, Ont.
The Enterprise Foundry Co., Ltd., Sackville, N.B.
The Galt Stove & Furnace Co., Ltd., Galt, Ont.
Hall-Zryd Foundry Co., Ltd., Hespeler, Ont.
The Hamilton Stove & Heater Co., Hamilton, Ont
The McClary Mfg. Co., Ltd., London, Ont.
Jas. Stewart Mfg. Co., Ltd., Woodstock.

STOVES, ELECTRIC
Canadian Westinghouse Co., Limited.
The McClary Mfg. Co., London, Ont.
National Electric Heating Co., Ltd., Toronto, Ont.
Renfrew Electric Products, Ltd., Renfrew, Ont.

STOVES, GAS AND COAL
Burrow, Stewart & Milne Co., Ltd., Hamilton.
The McClary Mfg. Co., Ltd., London, Ont.

STOVES, GASOLINE
National Stamping & Electric Works, Chicago.

STOVE LININGS
Geo. W. Reed, Montreal.

STOVE PIPE
Collins Mfg. Co., Toronto.
The McClary Mfg. Co., London, Ont.
O-Rib-O Mfg. Co., Winnipeg, Man.
Thos. Davidson Mfg. Co., Ltd., Montreal.

STRETCHERS, WIRE
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
Burgess-Norton Mfg. Co., Geneva, Ill.

SWEAT PADS
American Pad & Textile Co., Chatham.

SWITCH AND RECEPTACLE PLATES (FLUSH TYPE)
Ontario Lantern & Lamp Co., Ltd., Hamilton, Ont.

SWIVELS, HOOK
J. H. Williams & Co., Ltd., St. Catharines, Ont.

TACKS
The Dominion Tack & Nail Co., Ltd., Galt, Ont.

TANKS, CISTERN
Beatty Bros., Ltd., Fergus, Ont.

TANKS, GALVANIZED STEEL
Beatty Bros., Ltd., Fergus, Ont.

TANKS FOR PAINT OILS, OIL, GASOLINE, KEROSENE, ETC.
S. F. Bowser Company, Ltd., Toronto, Ont.

TANKS AND PUMPS, LUBRICATING OIL STORAGE
S. F. Bowser Company, Ltd., Toronto, Ont.

TANKS, WOOD
Beatty Bros., Ltd., Fergus, Ont.

TAPS
Butterfield & Co., Rock Island, Que.
Wells Bros. Co. of Canada, Galt, Ont.

TAP HOLDERS
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.

TAPPING ATTACHMENTS
Wells Bros. of Canada, Galt.



The Tools You Display in Your Window

Week after week, month after month. year after year, we are telling your customers about Starrett Tools.

Exactly the same tools you display in your window and in your show case are pictured in the advertising pages of the magazines that Starrett Tool users read—the American Machinist, Canadian Machinery, Machinery, Popular Science Monthly, Popular Mechanics, etc.

Check your stock against the new Starrett Catalog No. 22 "MA" and be sure you have the tools these men need.

THE L. S. STARRETT COMPANY

The World's Greatest Toolmakers
Manufacturers of Hack Saws Unexcelled

ATHOL, MASS.

Sell Starrett Tools

42-42

If interested tear out this page and place with letters to be answered.

THE BUYERS' GUIDE

TAPE, RUBBER FRICTION
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

TAPES, MEASURING, STEEL AND WOOD
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

TAPES, MEASURING
Brown & Sharpe Mfg. Co., Providence, R. I.
Caverhill, Learmont & Co., Montreal.
L. S. Starrett Co., Athol, Mass.

TAPES, POCKET
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.
L. S. Starrett Co., Athol, Mass.

TARPAULIN
The Woods Mfg. Co., Ltd., Ottawa, Ont.

TEA POTS AND URNS, TEA BALL
Landers, Frary & Clark, New Britain, Conn.

TENTS
The Woods Mfg. Co., Ltd., Ottawa, Ont.

THERMOS BOTTLES
The Thermos Bottle Co., Ltd., Toronto.

THIMBLES, SMOKE PIPE
Can. Foundries & Forgings, Ltd., Brockville, Ont.

TILING, WALLS AND FLOOR
Barton Netting Co., Windsor, Ont.

TILING, RUBBER
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Co., Ltd., Toronto.

TINSMITHS' MACHINERY
Brown-Boggs Co., Hamilton, Ont.

TINWARE
Sheet Metal Products, Ltd., Toronto.

TIN PLATE
O-Rib-O Mfg. Co., Winnipeg, Man.

TIRE CARRIERS, AUTOMOBILE
Kinzinger, Bruce & Co., Niagara Falls, Ont.

TIRES AND TUBES, AUTOMOBILE, MOTOR TRUCK AND BICYCLE
Ames, Holden McCready, Limited, Montreal.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.
Hurtubise, Ltd., Montreal, Que.
Hyslop Bros., Toronto, Ont.
The F. E. Partridge Rubber Co., Ltd., Guelph.

TIES, WALL AND VENEER
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.

TIRE COVERS
American Pad & Textile Co., Ltd., Chatham, Ont.

TIRE PATCH
The Air-Tite Mfg. Co., St. Thomas, Ont.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

TIRES AND TUBES, AUTOMOBILE, AEROPLANE, BICYCLE, CARRIAGE, MOTORCYCLE AND MOTOR TRUCKS
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Ames, Holden McCready, Ltd., Montreal, Que.

TIRE ACCESSORIES
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

TOBOGGANS
J. H. Hanson Co., Limited, Montreal, Que.
The Northland Ski Mfg. Co., St. Paul, Minn.

TOBOGGAN CUSHIONS AND ACCESSORIES
The Northland Ski Mfg. Co., St. Paul, Minn.

TOILET PAPER
E. B. Eddy Co., Ltd., Hull, Que.

TORCHES
Clayton & Lambert Mfg. Co., Detroit, Mich.
The Detroit Torch & Mfg. Co., Detroit, Mich.

TOOLS, BLACKSMITHS'
Jardine & Co., Ltd., A. B., Hespeler, Ont.

TOOLS, CEMENT
E. C. Atkins & Co., Hamilton, Ont.

TOOLS
Chicago Flexible Shaft Co., Chicago, Ill.
B. J. Coghlin Co., Ltd., Montreal, Que.
Goodell-Pratt Co., Greenfield, Mass.
Jardine & Co., Ltd., A. B., Hespeler, Ont.
Matthias Klein & Sons, Chicago, Ill.
The Millers Falls Co., Millers Falls, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Smith & Hemenway Co., Inc., Irvington, N.J.
Whites Limited, Collingwood, Ont.

TOOLS, HARVEST
Beatty Bros., Ltd., Fergus, Ont.
F. E. Myers & Bro., Ashland, O.

TRANSFER DECALCOMANIA
Canada Decalcomania Co., Ltd., Toronto.

TRANSFER SPECIALTIES
The Union Transit Co., Glasgow, Scotland.

TRAPS, BRASS, IRON, LEAD
Canada Metal Co., Toronto.
The James Morrison Brass Mfg. Co., Ltd., Toronto.

TRAPS, STEAM
The James Morrison Brass Mfg. Co., Ltd., Toronto.

TRAPS, GAME
The Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.
Oneida Community, Ltd., Niagara Falls, Ont.

TOOLS, LOGGING AND LUMBERING
Thos. Pink Co., Ltd., Pembroke, Ont.

TOOL HOLDERS (CUTTERS)
J. H. Williams & Co., Ltd., St. Catharines, Ont.

TOOLS, MACHINISTS'
Brown & Sharpe Mfg. Co., Providence, R.I.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Goodell-Prat Co., Greenfield, Mass.
A. B. Jardine & Co., Limited, Hespeler, Ont.
L. S. Starrett Co., Athol, Mass.

TOOLS, SMALL
The Quality Tool Works, Montreal, Que.
J. H. Williams & Co., Ltd., St. Catharines, Ont.

TOOLS, TROWEL
E. C. Atkins & Co., Hamilton, Ont.

TOYS
The American Flyer Mfg. Co., Ltd., Chicago, Ill.
Thos. Davidson Mfg. Co., Montreal, Que.
Gendron Mfg. Co., Ltd., Toronto.
J. H. Hanson Co., Limited, Montreal, Que.
S. H. Whyte Co., Ltd., Winnipeg, Man.

TRAINS, TOY
The American Flyer Mfg. Co., Ltd., Chicago, Ill.

TROUGHS
Beatty Bros., Fergus, Ont.

TRAMMEL POINTS
Stanley Works, New Britain, Conn.

TROUGHS, HOG
Beatty Bros., Ltd., Fergus, Ont.

TROWELS
Henry Disston & Sons, Limited, Toronto.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

TRUCKS, MOTOR
The Ford Motor Co. of Canada, Ltd., Ford, Ont.

TRUCKS, WAREHOUSE
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Kribs, Ltd., Wm. A., Hespeler, Ont.

TRY SQUARES
Henry Disston & Sons, Limited, Toronto.
Stanley Works, New Britain, Conn.

TUNGSTEN LAMPS
The Canadian Tungsten Lamp Co., Hamilton, Ont.

TUBS
Wm. Cane & Sons Co., Newmarket, Ont.

TUBS, BUTTER (COVERED)
E. B. Eddy Co., Ltd., Hull, Que.

TUBES, AUTO, TRUCK AND BICYCLE
Gutta Percha & Rubber Ltd., Toronto.

TUBING, BRASS
The James Morrison Brass Mfg. Co., Ltd., Toronto.

TUBING, RUBBER
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Ltd., Toronto, Ont.

TUNGSTEN LAMPS
The Canadian Tungsten Lamp Co., Ltd., Hamilton.

TURPENTINE
Ontario Oil & Turpentine Co., Ltd., Toronto.

TWINES
Consumers' Cordage Co., Montreal and Halifax.
Doon Twines, Ltd., Kitchener, Ont.
The Sterling Twine Co., Ltd., Walkerton, Ont.
Walter Woods & Co., Hamilton.

VACUUM CLEANERS AND SWEEPERS
Bissell Carpet Sweeper Co., of Canada, Ltd., Niagara Falls, N.Y.
The Hurley Machine Co., Ltd., Toronto.
Landers, Frary & Clark, New Britain, Conn.
The National Electric Heating Co., Ltd., Toronto.

VALVES, ACID RESISTING
Hoyt Metal Co., Toronto, Ont.

VALVES, RADIATOR AND AIR, IRON BODY, COMPOSITION, GLOBE, ANGLE, CHECK
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Jenkins Bros., Ltd., Montreal, Que.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.

VALVES, RUBBER PUMPS
Gutta Percha & Rubber Ltd., Toronto.

VARNISHES, AUTO, COACH, HOUSE, MARINE
Berry Brothers, Walkerville.
Boston Varnish Co., Everett Station, Boston.
Brandram-Henderson, Ltd., Montreal.
Canada Paint Co., Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal.
The Flint Varnish & Color Works of Canada Limited, Montreal, Que.
Glidden Co., Ltd., Toronto, Ont.
Imperial Varnish & Color Co., Ltd., Toronto.
International Varnish Co., Ltd., Montreal.
Lowe Bros., Limited, Toronto.
McArthur Irwin, Montreal, Que.
Martin-Senour Co., Ltd., Montreal.
Benjamin Moore & Co., Ltd., Toronto.
A. Ramsay & Son, Montreal.
Pratt & Lambert, Bridgeport, Ont.
Sanderson, Pearcy & Co., Ltd., Toronto, Ont.
Sherwin-Williams Co., Montreal, Que.
G. F. Stephens & Co., Ltd., Winnipeg.
Wilkinson & Kompass, Hamilton.

VEHICLES, CHILDREN
The Gendron Mfg. Co., Ltd., Toronto, Ont.
The J. H. Hanson Co., Ltd., Montreal, P.Q.
The Woodstock Wagon & Mfg. Co., Ltd., Woodstock.
S. H. Whyte Co., Ltd. Winnipeg, Man.

VENEER SEATS
Canadian Veneering Co., Acton Vale, Que.

VENTILATORS
Wheeler & Bain, Toronto.

VISES
A. G. & A. L. Brown & Co., Montreal, Que.
Caverhill, Learmont & Co., Montreal.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
The Rock Island Mfg. Co., Rock Island, Ill.
Stanley Works, New Britain, Conn.

VISES, CHAIN PIPE, CLAMP, MOUNT
J. H. Williams & Co., Ltd., St. Catharines, Ont.

WAGON HARDWARE
Burgess-Norton Mfg. Co., Geneva, Ill.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
The Stanley Works, New Britain, Conn.

WALL COVERINGS
The Dominion Oilcloth & Linoleum Co., Limited, Montreal, Que.

WALNUT SEATS
Canadian Veneering Co., Acton Vale, Que.

WARMERS, FOOT
Chicago Flexible Shaft Co., Chicago, Ill.

WASHERS
London Rolling Mill Co., Ltd., The, London, Ont.
The Union Iron & Metal Co., Ltd., Toronto.
Wilkinson & Kompass, Hamilton.
Wrought Washer Mfg. Co., The, Milwaukee, Wis.

WASHERS, RUBBER
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

WASHING MACHINES, ELECTRIC, HAND AND POWER
Altorfer Bros., Peoria, Ill.
Appliances Limited, Toronto.
Beatty Bros., Fergus, Ont.
Dowswell, Lees & Co., Hamilton.
W. A. Kribs Co., Limited, Hespeler, Ont.
The Hurley Machine Co., Limited, Toronto, Ont.
Landers, Frary & Clark, New Britain, Conn.
Maxwells, Ltd., St. Marys, Ont.
1900 Washer Co., Toronto, Ont.

WASTE, COTTON
Acme Waste Mfg. Co., Toronto, Ont.
Sanderson, Pearcy & Co., Ltd., Toronto, Ont.
Wilkinson & Kompass, Hamilton.

WASH BOARDS
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
E. B. Eddy Co., Ltd., Hull, Que.

WASH TUBS
E. B. Eddy Co., Ltd., Hull, Que.
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.

WATERPROOF CLOTHING
The Tower Canadian Ltd., Toronto, Ont.

WATER SYSTEMS
The Westco Pumps Ltd., Toronto.

WEATHER STRIPPING
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
The Metal Weatherstrip Co., Ottawa, Ont.

WEDGES
Can. Foundries & Forgings, Ltd., Brockville, Ont.

WEEDERS, GARDEN (HAND)
The Eureka Planter Co., Ltd., Woodstock, Ont.
C. S. Norcross & Sons, Bushnell, Ill.

WEIGHTS
Can. Foundries & Forgings, Ltd., Brockville, Ont.

WEIGHTS, HORSE
The Katie Foundry Co., Galt, Ont.

WHEELS, GRINDING
E. C. Atkins & Co., Hamilton, Ont.

WHEELS, WELL
Can. Foundries & Forgings, Ltd., Brockville, Ont.

WHITEWASH OUTFITS
Collins Mfg. Co., Toronto.

WHIFFLETREE HOOKS
The International Malleable Iron Co., Ltd., Guelph, Ont.

WHOLESALE HARDWARE
J. H. Ashdown Hardware Co., Ltd., Winnipeg.
Caverhill, Learmont & Co., Montreal.
The Hobbs Hardware Co. Ltd., London, Ont.
H. S. Howland Sons & Co., Toronto.
Rice Lewis & Sons, Ltd., Toronto.
Whites Limited, Collingwood, Ont.
Jas. Morrison Brass Mfg. Co., Toronto.

WHITE LEAD
Brandram-Henderson, Montreal, Que.
Canada Paint Co., Ltd., Montreal.
Carter White Lead Co., Montreal.
McArthur Irwin, Montreal.
Sanderson, Pearcy & Co., Ltd., Toronto, Ont.

WIND SHIELD GLASS
Hobbs Mfg. Co., Montreal, Que.
The Ontario Plate Glass, Ltd., Hamilton, Ont.
Sanderson, Pearcy & Co., Ltd., Toronto, Ont.

WINDOW WEIGHTS
The Katie Foundry Co., Galt, Ont.

WINDOW FITTINGS
Stanley Davies, Weston, Ont.

WINDOW GUARDS, WIRE
Canada Wire & Iron Goods Co., Hamilton, Ont.

WIPERS
Scythes & Co., Toronto.

WIRE
Canada Wire & Iron Goods Co., Hamilton, Ont.
Caverhill, Learmont & Co., Montreal, Que.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
Laidlaw Bale-Tie Co., Ltd., Hamilton, Ont.
Kasement Skrene Dore Co., Toronto.
The Western Wire & Nail Co., London, Ont.

WIRE, ANNEALED
Banwell-Hoxie Fide Fence Co., Ltd., Hamilton.
The Frost Steel & Wire Co., Ltd., Hamilton.
The Graham Nail Works, Toronto.

WIRE, BRIGHT
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
The Graham Nail Works, Toronto.

WIRE BASKETS, HEAVY
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.

WIRE CLOTH
Canada Wire & Iron Goods Co., Hamilton, Ont.
Kasement Skrene Dore Co., Toronto.

WIRE, COPPERED
The Graham Nail Works, Toronto.

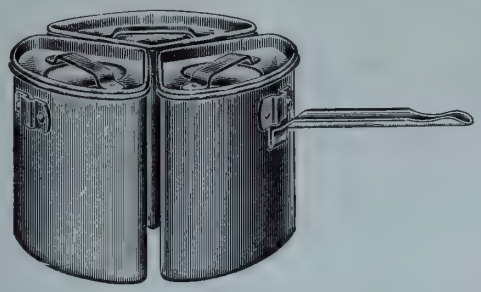
WIRE CUTTERS
Bridgeport Hardware Co., Bridgeport, Conn.

WIRE, HAY
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
The Graham Nail Works, Toronto.

WIRE HOOPS
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Steel Co. of Canada, Ltd., Hamilton.

WIRE DOOR MATS
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.

WIRE, OILED AND ANNEALED
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
The Graham Nail Works, Toronto, Ont.



Viko Aluminum Specialties

Viko Utensils are stamped from hard, thick, 99% pure, sheet aluminum. Every article illustrated in our catalogue is absolutely guaranteed against any defect in material or workmanship. We authorize dealers to replace at our expense any Viko utensil which proves defective in either workmanship or material.

It will pay you to stock this quick-selling, dependable line.



5025—Colander

Aluminum Specialty Company of Canada
60 JOHN STREET, TORONTO, CANADA

Quebec Agents: Bissonette & Bissonette, 54 Notre Dame, Montreal

Wrought and Steel Plate WASHERS OF ALL DESCRIPTIONS

ROUND AND SQUARE

PLAIN OR GALVANIZED



Annealed Rivet Burrs; Felloe Plates; Sheared and Punched Plates; Malleable Washers and Cast Iron Washers.

PROMPT SHIPMENTS

We Guarantee Quality and Service.

Wrought Washer Mfg. Co.
Milwaukee, Wis.

SAWS

Simonds Canada Saw Co., Limited
Montreal, Que.
St. John, N.B. Vancouver, B.C.

For the Hardware Dealer there is Satisfaction in knowing that the Saws he sells will give the customer the best of service. If he handles the Simonds line he is assured of the highest quality backed by the fullest guarantee.

Write for terms and discounts.

SIMONDS



QUALITY *SERVICE*

Barton-Netting Co.

LIMITED
9-11-13 East Pitt St. Windsor, Ont.

Lighting Fixtures and Electric Appliances
Mantles, Coal, Gas and Electric Gra
Floor and Wall Tile for Bathrooms, etc

OUR DOME DAMPER HAS ALL OTHERS BEATEN EVERY WAY

If interested tear out this page and place with letters to be answered.

THE BUYERS' GUIDE

WIRE, TINNED
The Graham Nail Works, Toronto.

WIREWORK OF ALL KINDS
Canada Wire & Iron Goods Co., Hamilton, Ont.
Dennis Wire & Iron Works Co., Ltd., London, Ont.
The McDonald Wire Goods Co., Drummondville, Que.

WIRE WHEELS
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

WIREWORKING MACHINERY
Sleeper & Hartly, Inc., Worcester, Mass.

WIRE WINDOW SCREENS
Atlas Iron, Wire & General Metal Works, Toronto.

WOODENWARE
The Brett Mfg. Co., Winnipeg, Man.
Schultz Bros. Mfg. Co., Ltd., Brantford.

WRAPPING PAPER
E. B. Eddy Co., Ltd., Hull, Que.
Alex. McArthur & Co., Montreal, Que.
Walter Woods & Co., Hamilton, Ont.

WRENCHES AND ACCESSORIES
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Caverhill, Learmont & Co., Montreal.
Edgar C. Guthard Co., Chicago, Ill.
Goodell-Pratt Co., Greenfield, N.Y.
Keystone Mfg. Co., Buffalo, N.Y.
Will B. Lane, Chicago, Ill.
The Peck, Stow & Wilcox Co., Southington, Conn.
The Star Mfg. Co., Carpentersville, Ill.
Trimont Mfg. Co., Roxbury, Mass.

WRENCHES, ADJUSTABLE "S"
The Keystone Manufacturing Co., Buffalo, N.Y.

WRENCHES, ALLIGATOR
Bridgeport Hardware Co., Bridgeport, Conn.

WRENCHES, RATCHET
Brown & Sharpe Mfg. Co., Providence, R. I.
L. S. Starrett Co., Athol, Mass.
J. H. Williams & Co., Brooklyn, N.Y.

WRENCHES, PIPE
The Keystone Manufacturing Co., Buffalo, N.Y

WRINGERS
Beatty Bros., Ltd., Fergus, Ont.

WRINGERS, ELECTRIC POWER
Appliances Limited, Toronto.

WROUGHT NIPPLES
Jas. Morrison Brass Mfg. Co., Toronto.
J. H. Williams & Co., Ltd., St. Catharines, Ont.
The Union Iron & Metal Co., Ltd., Toronto.

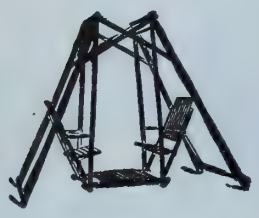
WROUGHT WASHERS
J. H. Williams & Co., Ltd., St. Catharines, Ont.
The Wrought Washer Mfg. Co., Milwaukee, Wis.

WRINGERS, HAND AND POWER
J. H. Connor & Son, Limited, Ottawa, Ont.

WROUGHT COUPLINGS
Wrought Washer Mfg. Co., The, Milwaukee, Wis

YOKE ENDS
J. H. Williams & Co., St. Catharines, Ont.

ZINC, BAR
Canada Metal Co., Ltd., Toronto.
The Hoyt Metal Co., Toronto.

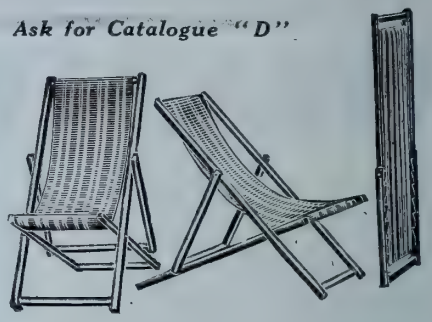




Summer Goods That Make Quick Sales

These Stratford goods are proven salesmakers: Garden Seats, Lawn Chairs, Lawn Swings and Lawn Seats. A steady, year 'round demand exists for our Step Ladder Stools, Extension Safety Gates, Folding Chairs and Tables, Ironing and Bake Boards, Clothes Bars, Meat and Bread Boards, etc.

Ask for Catalogue "D"



THE STRATFORD MANUFACTURING CO., LIMITED
STRATFORD - CANADA

Do You Get the Bulk Of the Country Trade?

Did you ever stop to figure out about how many stable brushes are sold in your locality each year? Do the farmers come to **you**, or does John Smith, down the street, gather in most of the Country trade?

If you carry the best Stable Brushes made, it won't take the farmers long to find it out. Every buyer to-day is critical of quality. It pays the merchant to carry the best brands on the market. A high-grade article is not only easier to sell, but it gives better service.



Keystone Bass Stable Brushes

make regular customers for the store that sells them. They are unquestionably superior to all other brands of stable brushes.

These brushes are made of the best quality of strong, tough Bass, fastened into blocks with a long steel wire staple, guaranteed not to come loose. (We were originators of the steel wire fastener). Handles are of the highest grade hard maple. Sizes from 12 inches to 18 inches.

Write us to-day for particulars and prices.

Stevens-Hepner Company, Limited
PORT ELGIN, ONTARIO

If interested tear out this page and place with letters to be answered.

"Seafoam" Electric Washer

THERE IS NO DULL SEASON FOR

DOWSWELL PRODUCTS

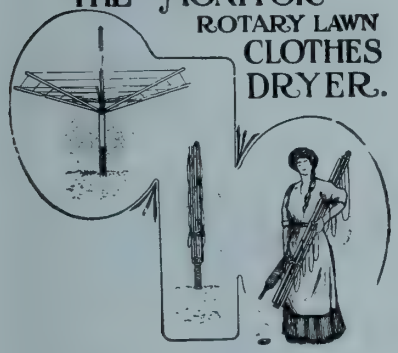


The BICYCLE BENCH Wringer, which accommodates two tubs, has steel ball bearings, covered cog wheels and reversible water board which conducts water into either tub. The frame is of seasoned hard maple which will not warp or crack.

Extra High Grade Rolls, warranted 3 years in family use.

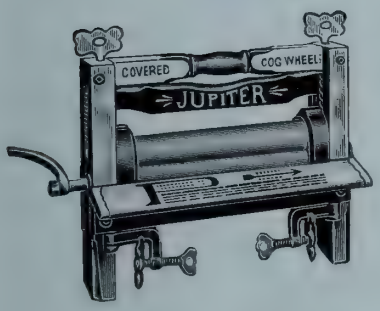
A most complete wringing outfit.

THE MONITOR ROTARY LAWN CLOTHES DRYER.



The MONITOR ROTARY LAWN CLOTHES DRYER is an extremely handy device that saves many steps and much hard labor carrying a heavy clothes basket around the yard through wet and snow. It can be carried out, set up, and taken in by a woman, as it is light in weight though very strong. Hangs a large assorted wash. When taken down leaves the lawn level and clear, stores in a small space, and lines are always clean.

7-ft. arms—150-ft. line.



The JUPITER Wringer, for round or square tubs, is fitted with highest grade rolls, 11 x 1¾ ins., warranted 5 years in family use; steel ball bearings and covered cog wheels. It is the highest grade obtainable, and on account of its long wearing and easy running qualities is the most economical.

MADE IN CANADA SOLD BY ALL JOBBERS
ELECTROS FOR NEWSPAPER OR CATALOG SENT FREE

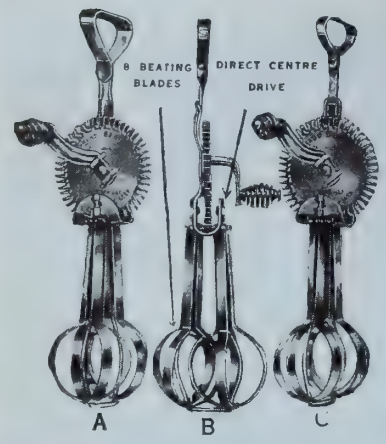
DOWSWELL, LEES & CO., LIMITED
HAMILTON, CANADA

Eastern Representative:
JOHN R. ANDERSON, MONTREAL

Western Representatives:
HARRY F. MOULDEN & SON, WINNIPEG

"Dowswell Products"

If interested tear out this page and place with letters to be answered.



No Kitchen Equipment is Complete Without these Big

4

THAT IS CERTAIN



OPENS CANS OF ANY SIZE OR SHAPE

NO MORE THAN YOUR HOUSEWARES STOCK IS COMPLETE WITHOUT THEM; and they must be these PARTICULAR ONES to provide large PROFITS, best QUALITY, good SERVICE and full SATISFACTION. BEST IN THE WORLD—THAT'S SURE. Substitutes WON'T DO. You know what your Bible says about substitutes.



LADD ALL-STEEL BEATERS—3 sizes, for all requirements.
LADD MIXER-CHURNS—1 qt., 2 qts.
SATURN CAN OPENER—Safety, Stationary.
SATURN REELS—2 finishes.



Jobbers the world over and U.S. If any jobber does not supply you, write us giving his name.

UNITED ROYALTIES CORPORATION

1133 BROADWAY, NEW YORK



POST HOLE AUGERS

—JAPANNED, 4-INCH TO 10-INCH BORE—PACKED ¼-DOZEN LOTS—BEST QUALITY MATERIAL, WELL FINISHED.

—SHIPMENT MADE PROMPTLY.

—WRITE TO-DAY FOR PRICES.

TAYLOR-FORBES COMPANY LIMITED

Head Office & Works

GUELPH

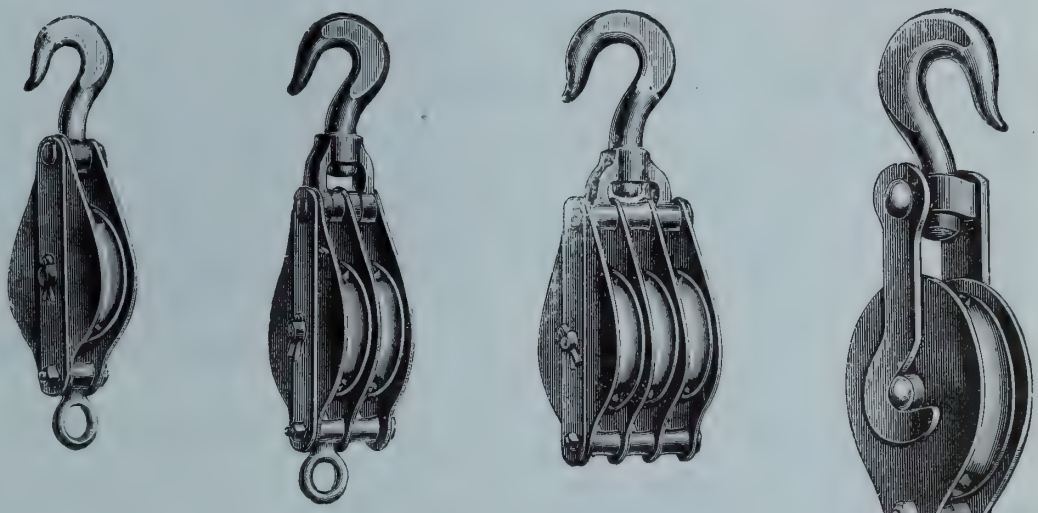
WINNIPEG REGINA CALGARY — TORONTO MONTREAL VANCOUVER Hamilton, London, Windsor, Ottawa — QUEBEC ST. JOHN HALIFAX

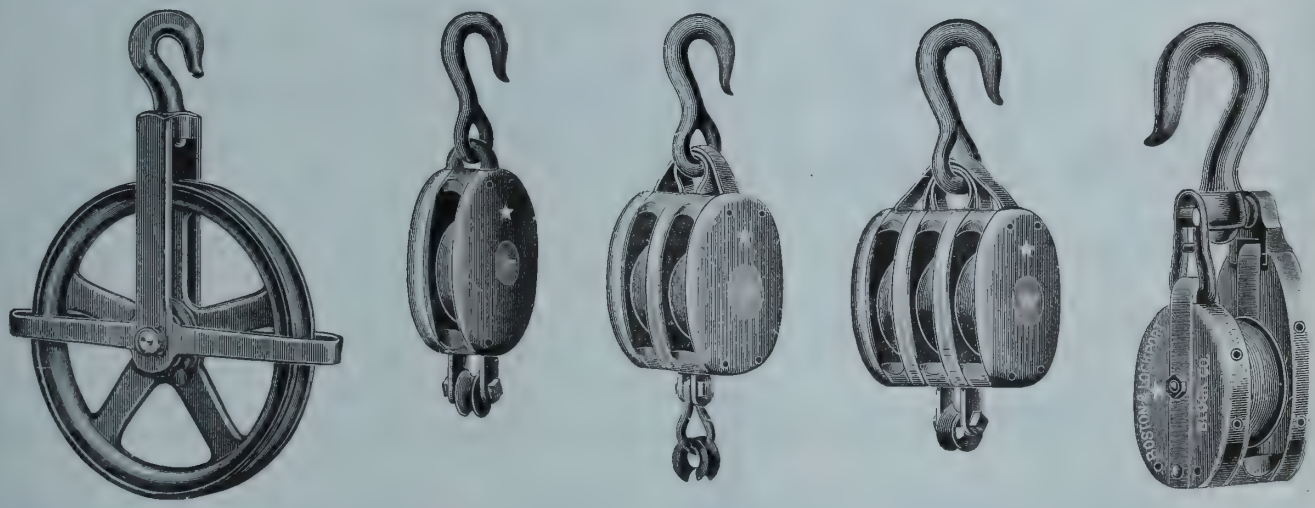
If interested tear out this page and place with letters to be answered.



Headquarters For Tackle

Weston Chain Blocks ½ ton to 3 tons—Steel and Wood Blocks for ⅜″ to 1½″ rope—Gin Blocks for ¾″ to 1½″ rope—Well Wheels—Manila and Sisal Rope, etc.



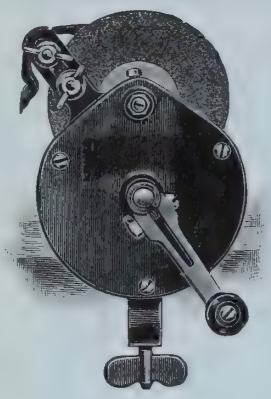


Watch for Our Traveller

CAVERHILL, LEARMONT & CO.

MONTREAL, QUE.

If interested tear out this page and place with letters to be answered.



Coolkutter Tool Grinders

Are Enclosed Cut Gear Machines

Points That Make Sales

The Coolkutter Tool Grinder is a quality product, that sells on merit. Its service-giving qualities and moderate price make these grinders a profitable line for the progressive hardware merchant. Build your sales by adding this profitable line to your stock.

The grinding wheel used on the Coolkutter machine was carefully selected for its cool and quick-cutting qualities. These Grinders are finished in black japan, made in four sizes.

Western Hardware Mfg. Co.
Milwaukee, Wisconsin

TRIMO



The four good points that make **TRIMO PIPE WRENCHES** superior are the SPIRAL SPRING always in place, STEEL FRAMES that will not break, NUT GUARDS that protect adjustment nut and the INSERTED JAW in handle that can be replaced when worn.

The Trimo Steel Handle Pipe Wrench is also made in the 6", 8" and 10" size with narrow jaws and fine milled teeth, especially adapted for close work.

Your Jobber can Supply



Trimont Mfg. Company
Roxbury (Boston), Mass., U.S.A.



Your Customers Will Be Satisfied If You Sell Them "Phoenix" or "Quality" Brand Small Tools

Quality Tool Works, Limited
MONTREAL
Made in Canada
Selling Representative (except for Quebec)
RICHARDSON & BUREAU, Montreal, Que.

Are You Fully Protected?

To adequately protect your business interests you must guard the numerous documents and papers in your office against loss through fire.

A Taylor Safe will provide the security you need.

These safes are scientifically constructed to resist heat.

Duration and intensity of fire, or impact from fall need not be considered if it's a Taylor.

Made in 40 different sizes.

Write for quotations.

J. & J. Taylor Limited
Toronto Safe Works, Toronto
Branches: Montreal - Winnipeg - Vancouver

If interested tear out this page and place with letters to be answered.



Where Disston Quality Is Born

There is something more than a proper mixture of metal put into the crucible when Disston steel is made.

It is an unseen, intangible ingredient—yet as big and real as the tremendous plant in which Disston Saws and Tools are made. The long experience of men whose fathers were Disston steel workers, whose grandfathers worked out the secrets of fine Disston steel generations ago—this is what has made the present quality of Disston steel.

Under the greatest test of all, hard service over a long period of years, the quality born in Disston steel is revealed. The greatest praise of Disston Saws and Tools comes from men who have used them longest, men who write of these tools with a friendliness, and even affection, seldom given to inanimate objects—and there could be no higher tribute.

DISSTON

Reg. U. S. Pat. Off.

Send for booklet on the selection, care, and use of Disston Saws, Tools, and Files.

HENRY DISSTON & SONS, Limited
TORONTO. CANADA
Branch: Vancouver, B.C.

A List of What Disston Makes

And in these Saws, Tools and Files is that quality found in

"The Saw Most Carpenters Use"

Back Saws
Band Saws for Wood and Metal
Bevels



Buck Saws
Butcher Saws and Blades
Circular Saws for Wood, Metal, and Slate
Compass Saws
Cross-cut Saws and Tools
Cylinder Saws



Drag Saw Blades
Files and Rasps
Grooving Saws
Gauges—Carpenters' Marking, etc.
Hack Saw Blades
Hack Saw Frames
Hand, Panel, and Rip Saws
Hedge Shears



Ice Saws
Inserted Tooth Circular Saws
Keyhole Saws
Kitchen Saws
Knives—Cane, Corn, Hedge
Knives—Circular for Cork, Cloth, Leather, Paper, etc.
Knives—Machine
Levels—Carpenters' and Masons'
Machetes



Mandrels
Milling Saws for Metal
Mitre-box Saws
Mitre Rods
One-man Cross-cut Saws
Plumbs and Levels
Plumbers' Saws
Pruning Saws
Re-saws
Saw Clamps and Filing Guides



Saw Gummers
Saw-sets
Saw Screws
Screw Drivers
Screw-slotting Saws
Segment Saws
Shingle Saws
Slate Saws—Circular
Squares—Try and Mitre



Stave Saws
Sugar Beet Knives
Swages
Tools for Repairing Saws
Tool Steel
Trowels—Brick, Plastering, Pointing, etc.
Veneering Saws
Webs—Turning and Felloe

This is a partial list. There are thousands of items in the complete Disston line.

DISSTON

SAWS TOOLS FILES

If interested tear out this page and place with letters to be answered.



THE NEW IDEA PIPELESS FURNACE

Here is a furnace that presents a golden opportunity for live dealers to make money.

The New Idea Pipeless Furnace is easy to instal—prevents tearing up of floors and walls—uses little fuel and will last a lifetime.

Descriptive pamphlet sent upon request. Write for it to-day—it means real money for you.

We also manufacture the famous New Idea Pipe Furnace, the most satisfactory Pipe Furnace that has ever been built.

THE HAMILTON STOVE & HEATER CO., LIMITED
SUCCESSORS TO
GURNEY, TILDEN & CO., LIMITED, HAMILTON, ONT.
VANCOUVER. WINNIPEG. MONTREAL.

"SEVENTY-FIVE YEARS OF SUCCESSFUL MANUFACTURING"

Montreal Representative: Mr. Charles Nicoll, 614 Aylmer St., Montreal
Vancouver: 1073 Hamilton St., Vancouver, B.C. Winnipeg: 134½ Higgins Ave., Winnipeg, Man.

"FROST RIVER" REFRIGERATORS

The Davidson "Frost River" for many years has been the first choice with everybody who knows its good points. It is made entirely of galvanized steel sheets, the outside finished in beautiful French Grey enamel, while the inside is lined with pure white enamel. The doors are panelled and made of well-seasoned hardwood and fitted with solid brass locks and hinges. Removable rustless tinned wire shelves make for better air circulation and in addition are more sanitary and easier to clean. Large, roomy ice chest ensures greater economy.

The "Frost River" always gives satisfaction and consequently always finds a ready sale.

Full particulars and prices sent on request.

The Thos. Davidson Mfg. Co. Limited

Head Office - Montreal

Branches:
Toronto and Winnipeg
Steel Foundry Division:
Lachine Canal, Turcot

DAVIDSON'S Refrigerators MADE IN CANADA THE SEAL OF DURABILITY THE THOS DAVIDSON MFG. CO. LIMITED TORONTO, MONTREAL

DAVIDSON



If interested tear out this page and place with letters to be answered.

HARNESS SADDLERY HORSE BLANKETS

We provide the trade with everything in horse supplies. Imperial Brand Harness, Saddlery and Horse Blankets have ever been popular with the trade because of their high quality and because the buying public prefer them. This year dealers have found them exceptionally good sellers even when less well-known brands were slow.

Our New Price List Is Out. Get One

You will need this price list for daily quotations. Orders filled same day received. Prices Are **Down**—Keep Your Stock **Up.**

Samuel Trees & Company, Limited

42 Wellington St. East, Toronto. **Mill: Whitby, Ont.**

Western Branch: **Trees, Spriggs Co., Limited, 312 Ross Ave., Winnipeg**

Morrison Valves



Your customers know the excellent reputation of Morrison Products and buy them readily.

Morrison Valves are specified on nearly all drawings for important contracts.

In every feature of design Morrison Valves are abreast of modern engineering progress.

These reliable fittings are made from perfect patterns, cast with the greatest skill, insuring evenly distributed material in the walls.

James Morrison Brass Mfg. Company
LIMITED

93-97 Adelaide Street West **TORONTO, ONT.**

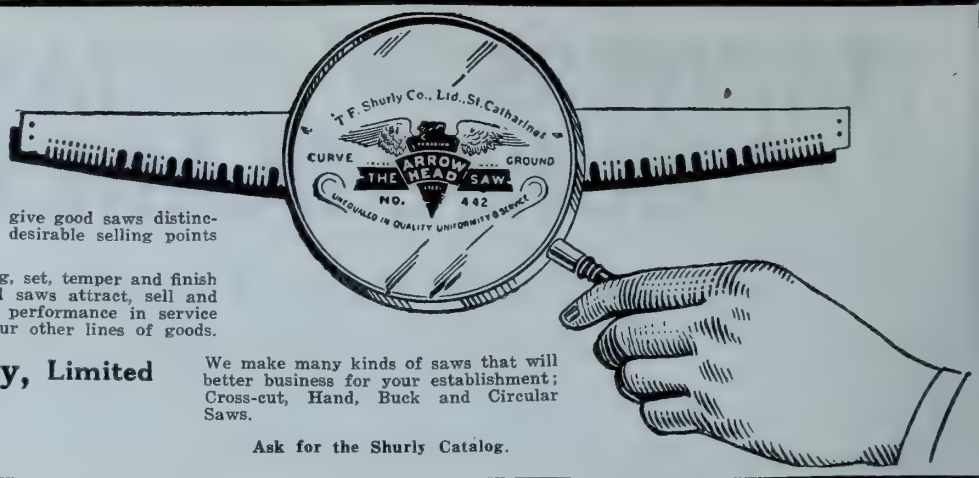
If interested tear out this page and place with letters to be answered.

Arrowhead Saws

Vanadium Steel

How you sell saws depends partly on your salesmanship. You can sell a poor saw but once; to-sell saws successfully and build yourself a permanent business you must sell good saws. To give good saws distinction and individuality they must have the desirable selling points of superior saws.

Arrowhead saws have those points; the hang, set, temper and finish are right, and they sell right. Arrowhead saws attract, sell and satisfy your customers. Their satisfactory performance in service creates confidence in your store, and in your other lines of goods.



T. F. Shurly Company, Limited
St. Catharines
Ontario

We make many kinds of saws that will better business for your establishment; Cross-cut, Hand, Buck and Circular Saws.

Ask for the Shurly Catalog.



WHEEL GOODS

A line that is always in demand



We make the complete line

THE GENDRON MFG. CO., Limited, TORONTO

THE MANUFACTURER INSURES HIS PLANT, machinery and merchandise.

The merchant insures his buildings and stock.

The farmer insures his stock and equipment.

The family man insures his house and furniture.

Every man insures his life.

Insurance protects investments.

The advertiser's insurance policy is the report of the Audit Bureau of Circulations on the publications with which he places contracts.

He protects his investment. He insures himself against misrepresentation of circulation. He knows that he really gets what he is paying for.

The reports of the Audit Bureau of Circulations on Hardware and Metal are furnished on request.

We insure our advertisers.

Willow Clothes Baskets

3 Popular Sizes

ORDER NOW

Walter Woods & Co.

Hamilton and Winnipeg

If interested tear out this page and place with letters to be answered.

An Axe is as Strong as its Handle

STILL'S

—will give you a stronger working tool, for **STILL'S HANDLES** are made from the best of Canadian Woods.

The sale of

STILL'S HANDLES

far exceeds all other makes.

There's a reason.

Axe, Pick, Sledge and Hammer Handles, Cant Hook and Peavie Handles.

It pays to sell **STILL'S.**

J. H. Still Mfg. Company
ST. THOMAS -:- ONTARIO

WHY EXPERIMENT?
WE DID IT FOR YOU YEARS AGO



IMPERIAL GENUINE



For Heavy Engines and Extraordinary Hard Work

HARRIS-HEAVY PRESSURE

THE COPPER COATED CAKE

For Donkey Engines, Saw Carriages, Small Motors, Transmission Line Shafting and all steady heavy pressure duty.



Matchless

Suitable For Slow-Moving Bearings

Write For Prices

THE CANADA METAL CO., LIMITED
TORONTO HAMILTON WINNIPEG VANCOUVER MONTREAL

UNIMECO
MADE IN CANADA
WROUGHT WASHERS

Prompt Shipments

of this wide and useful range of wrought washers of every variety —in round and square, plain or galvanized.

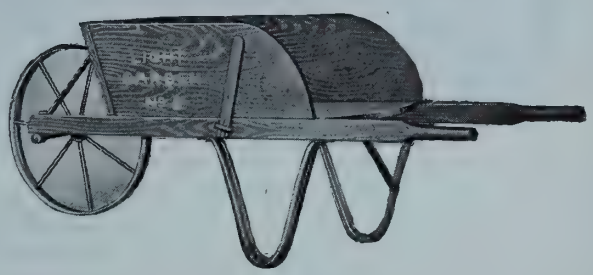
Annealed Rivet Burrs of the same high degree of excellence can also be supplied.

"Unimeco" are the better kind with an unusual finish. They are profitable to handle. Write today for prices and information. It will pay you.

THE UNION IRON & METAL CO. LIMITED
1951 DUNDAS ST. W.
TORONTO CANADA

Garden Barrows Ready to Ship

No. 9



Strong, durable, steel legs—steel front corners. Weight 50 lbs., but stronger than many weighing half as much again.

No. 10

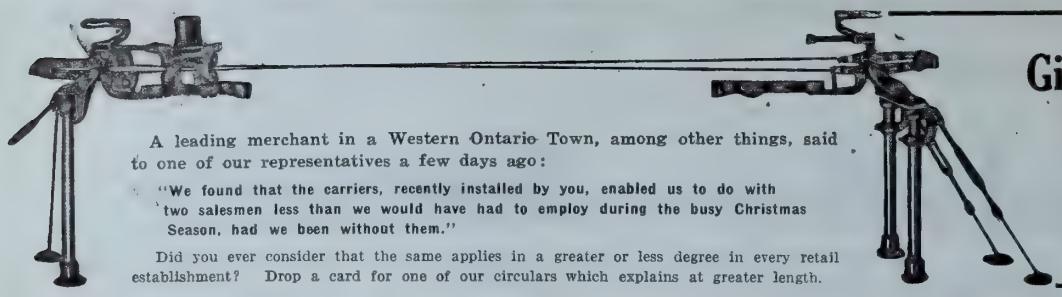


Boys' lightweight (30 lbs.). Not a toy, but a durable working Garden Barrow.

Write for prices.

MAXWELLS LIMITED, St. Marys, Ont.

If interested tear out this page and place with letters to be answered.



A leading merchant in a Western Ontario Town, among other things, said to one of our representatives a few days ago:

"We found that the carriers, recently installed by you, enabled us to do with two salesmen less than we would have had to employ during the busy Christmas Season, had we been without them."

Did you ever consider that the same applies in a greater or less degree in every retail establishment? Drop a card for one of our circulars which explains at greater length.

Gipe-Hazard Store Service Co. Ltd.
113 Sumach St.
TORONTO, ONT.

CROWBARS



No. 102-A—CHISEL POINT

We offer you bars of High Carbon Steel at the same price as you are buying the Mild Steel Bar elsewhere. Write for price list and catalogue.

B. J. COGHLIN CO., LIMITED, Office and Factory: Ontario Street East, MONTREAL.

Subscription price of HARDWARE AND METAL is $4.00 per year or less than 6 cents per issue.



THE PROGRESSIVE MANUFACTURING CO.
Torrington, Conn., U.S.A.

FORSTNER BITS

bore their way right through tough, hard, knotty, cross-grained wood and leave a smooth hole and clean surface. That's performance. THEY DIFFER FROM ALL OTHER BITS, BEING GUIDED BY THE RIM INSTEAD OF THE CENTRE. That's scientific construction. They bore any arc of a circle and can be guided in any direction. That's adaptability. Made for Brace-made Machines. Packed singly; packed in sets. That's convenience. And they sell to Wood Workers, Carpenters, Cabinet Makers and others. That's why you should sell them. Order through your jobber to-day.

A VALVE for EVERY SERVICE

Whoever Needs a Valve Needs a Jenkins

and there's only one JENKINS and that's the "original" —Made in Canada.

Satisfaction is assured with every Jenkins Valve you sell because every Jenkins Valve is made for **maximum** service in the use for which it is recommended.

There's a size and a style of Jenkins Valve for every service everywhere. And the metal used in their manufacture, whether it be brass, iron or cast steel, is of the very best quality, so distributed in each case as to give the valve correct proportion.

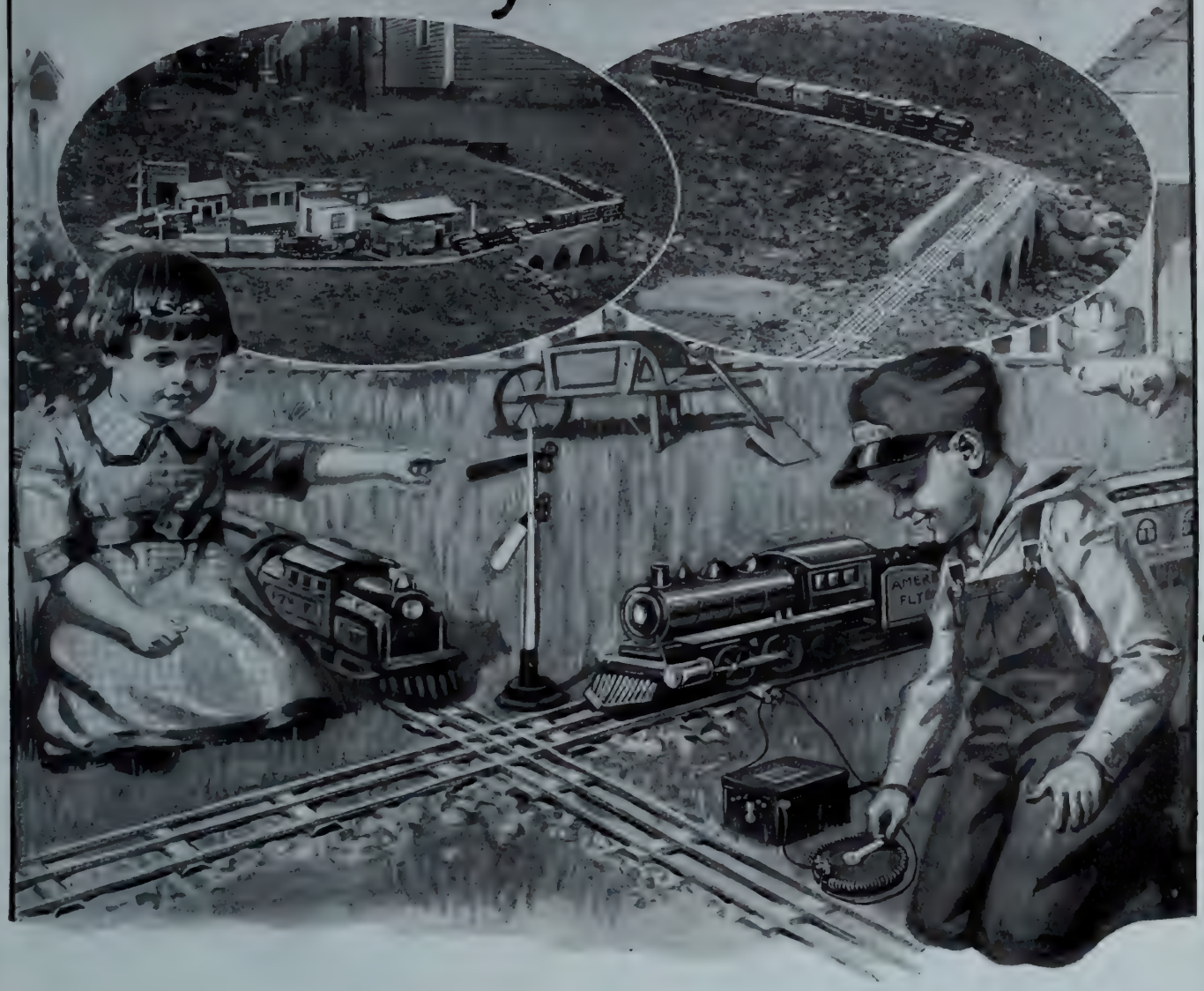
Jenkins Valves are known by the name Jenkins within a Diamond Mark cast on the body.



Fig. 106
[JENKINS BRASS GLOBE VALVE
Standard Pattern

Jenkins Bros.
LIMITED
Head Office and Works: 103 St. Remi St. Montreal Can.
TORONTO — European Branch 5 Great Queen St., Kingsway, London, W.C.2 Eng. — VANCOUVER
AGENCIES IN ALL THE PRINCIPAL COUNTRIES OF THE WORLD

The Backyard Railroad



Sell Toys in the Summer

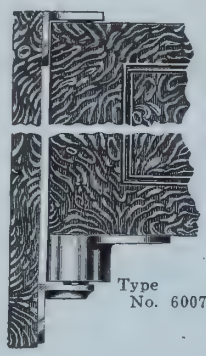
The illustration is one used in our full page advertising in **The American Boy.** We are featuring the use of American Flyer Railroads OUTDOORS DURING THE SUMMER VACATION.

With a little effort you can sell American Flyer Railroads in the Summer just as easily as you sell them at Christmas. The building and operation of an American Flyer Railroad OUTDOORS is even more fun for boys and girls than to run one in the house.

"Made in America"
"American Flyer"
"The Train with the Guarantee"
MINIATURE RAILROADS
Registered U.S. Patent Office

American Flyer Mfg. Co., 2219-2239 South Halsted St., Chicago

If interested tear out this page and place with letters to be answered.


Type No. 6007

TRADE CHICAGO MARK

SPRING HINGES

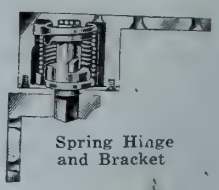
This type of hinge is for office gates. It is known as the Chicago "Sagless" Gate Spring Pivot Hinge.
It has Ball Bearings.
No matter if the gate is **heavy** or **wide**, it will swing it **easily**, without **sagging**.
The spring does not carry the weight of the gate and a very light tension is applied—a desirable feature on office gates.
Backed by a world-wide reputation.

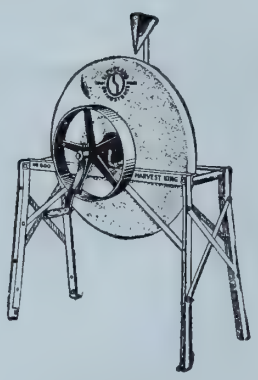
TRADE CSB CO MARK

Chicago Spring Butt Company.
CHICAGO NEW YORK
Send for Catalogue 36


Top Pivot.

Top Socket


Spring Hinge and Bracket

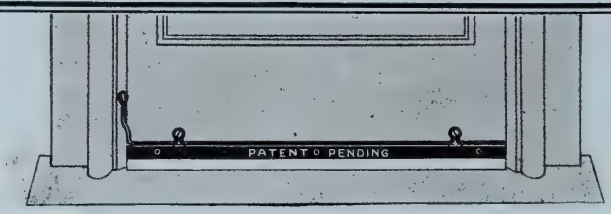

Harvest King

Let the Engine Turn the Grindstone

CLEVELAND TRADE MARK GRINDSTONES

Sell power grindstones and let the engine do the work. It only needs the starting of the engine and in a short time all tools are ready for work.
Don't sell cheap grindstones—talk quality and grit—mounted in a well-built frame so it will do the work properly and stand up for maximum instead of minimum amount of work.
Our HARVEST KING POWER GRINDSTONE gives extra good service.

THE CLEVELAND STONE CO. - CLEVELAND, OHIO



The Automatic Door Strip

A rubber attachment made in lengths to fit any door; works automatically; no friction; cannot wear out; no draughts; saves coal and time. Easily adjusted; satisfaction guaranteed. Write to-day.

Atlas Iron, Wire and General Metal Works
815 Queen St. West, Toronto. Phone Adel. 3889
Manufacturers of
Elevator Enclosures; Works for Banks, Offices, etc., a specialty; Ornamental Iron Fence; Wire Window Screens; Guards for Machinery Protection.
"While we stand still we rust."

G. W. METALS
are superior

Manufacturers of the famous
XXXX NICKEL SPECIAL No. 1 R.R.
BABBITT METALS
SOLDERS PIG and CALKING LEAD

Made in Canada

Write or Wire Your Enquiries

Great Western Smelting & Refining Co.
Vancouver, B. C.

Wm. M. Gordon & Co., Winnipeg, Man.
A. G. Low Co., Saskatoon, Sask.

STERLING TWINES

Made of
FLAX, JUTE, HEMP, COTTON, YUCATAN
Manufactured by
The Sterling Twine Company, Limited
Walkerton, Ontario

Samples and Prices sent upon application. We manufacture all kinds of Commercial Twines, put up in Balls, Reels, Coils and Skeins. Hide Rope, Tubes and Cones, Single and many ends.

"Send us a trial order."



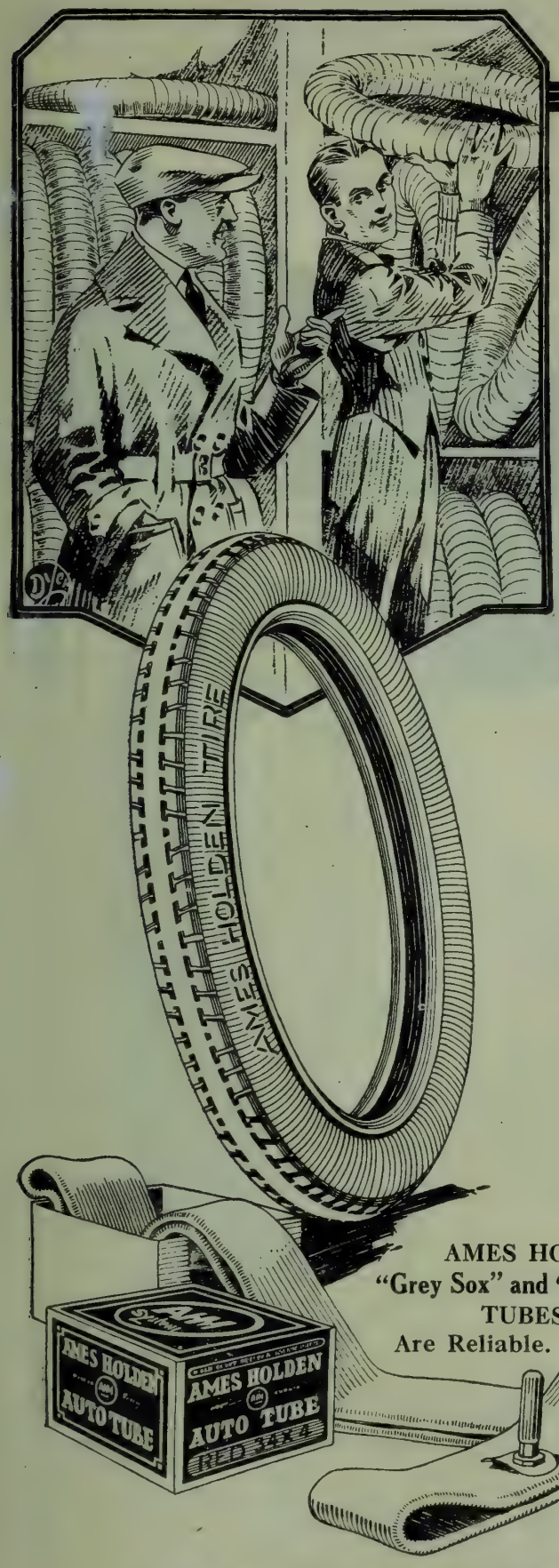
BUILDING
Is Picking Up

The outlook for the building trade is bright. You will need complete stocks of Stratford Builders' Hardware. Have you got them?

We manufacture Furniture trimmings of all kinds, Sash Locks, Sash Lifts, Casement Fasteners, Door Pulls, Hat Hooks, Transom Catches, Key Plates, Flush Bolts, Sash, Push and Pull Plates, House Numbers, Door Knockers, Casement Adjusters, etc.

The Stratford Brass Company
Limited
Stratford, Ontario

If interested tear out this page and place with letters to be answered.



AHM System

Are You Selling Mileage?

Formerly motorists were content to accept any tire with a familiar name, without much thought or care about service.

Now the same men are buying mileage—buying it with the keenest determination to get the last yard of mileage for every cent invested.

Observing dealers quote this fact as the reason for the persistent and growing demand for Ames Holden "Auto-Shoes," which are miles better in performance than ordinary tires.

How many miles better, may be judged from the fact that the bulk of sales are coming in from the districts where road conditions are worst—where a 10,000-mile performance seems unbelievable.

Then the Ames Holden "Auto-Shoe" guarantee appeals to buyers of mileage. It's such absolute protection against defective material or workmanship. It permits adjustments without argument or red tape.

Altogether there are scores of reasons why you should sell Ames Holden "Auto-Shoes"—sell mileage. The best one from your point of view, being the generous policy which takes care of your interests very largely. Let us tell you about it. Write.

AMES HOLDEN "Grey Sox" and "Red Sox" TUBES Are Reliable.

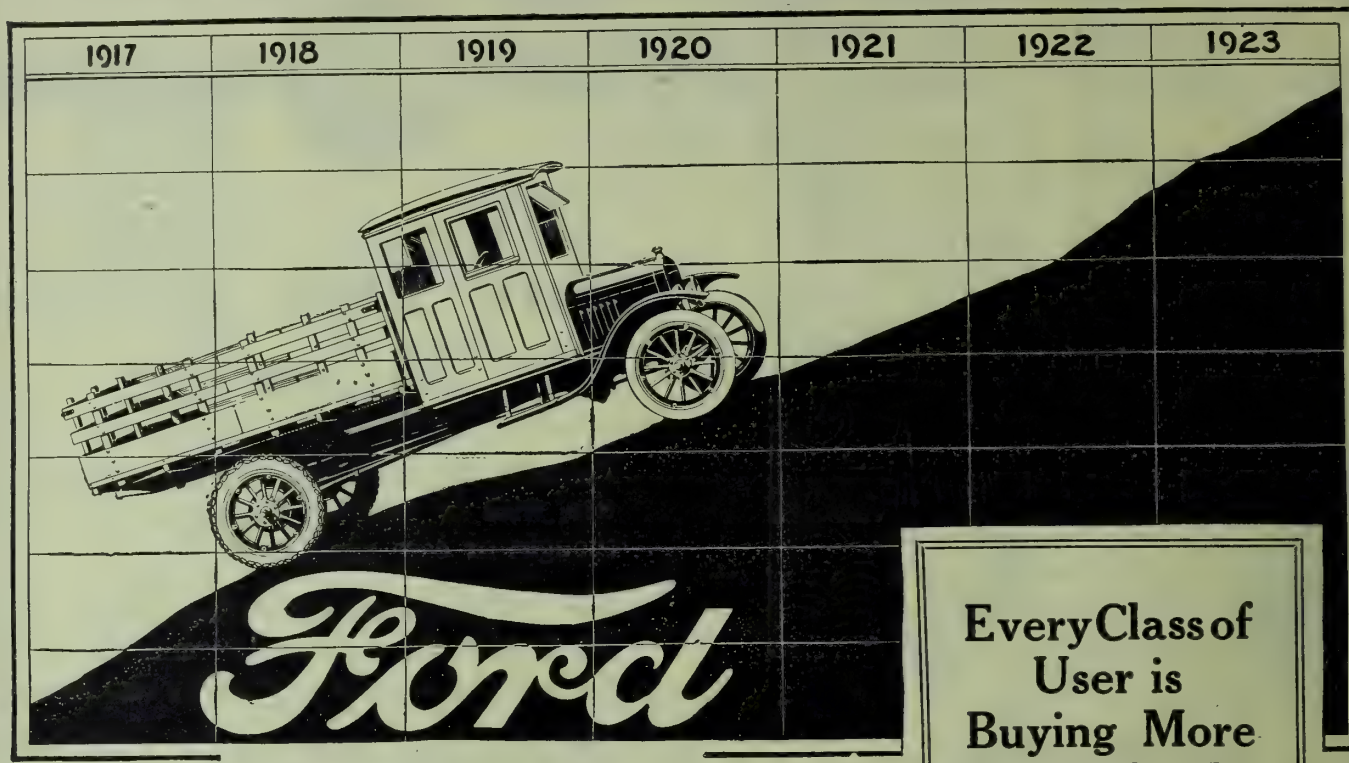
Ames Holden "Auto-Shoes"

CORD AND FABRIC TIRES IN ALL STANDARD SIZES

AMES HOLDEN McCREADY LIMITED

Halifax, St. John, Quebec, Montreal, Ottawa, Toronto, London, Regina, Winnipeg, Saskatoon, Edmonton, Calgary, Vancouver.

OUR GUARANTEE HAS NO TIME OR MILEAGE LIMITS C-12



TRUCK

THE Ford Truck was first put on the market in 1917. It was designed and built to fill the demand for a light, economical means of transportation at low price.

Our statistics show that every class of user is buying more Ford Trucks every year, the increased volume being a direct result of the satisfaction that owners have had with Ford Trucks. Its increased sales prove its popularity.

A new high speed gear, now obtainable, increases its value for rapid delivery purposes.

Price Chassis only $ **750** F.O.B. Ford, Ontario

Electric Starter and Lighting $100 extra

Every Class of User is Buying More Ford Trucks

—

Sales in twelve months show the following increases:—

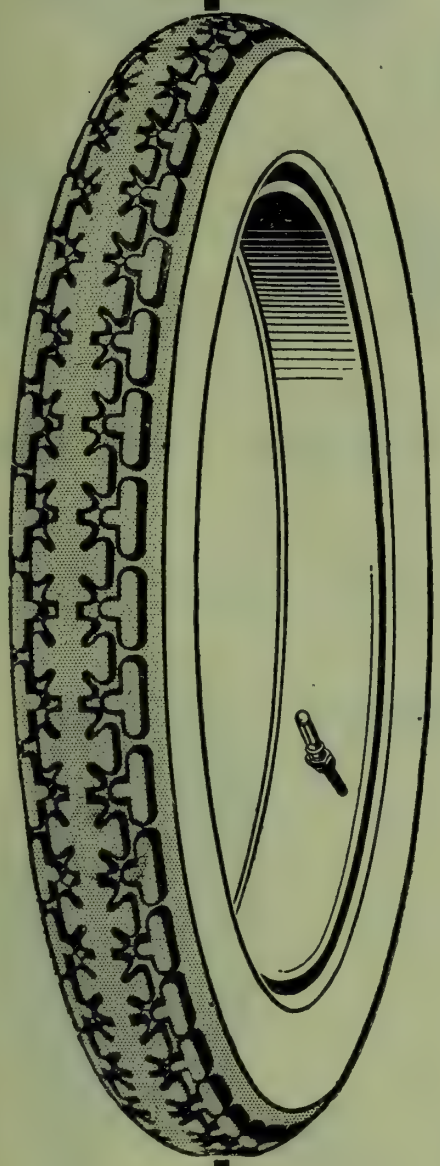
Cartage	73%
Manufacturers	82%
Farmers	99%
Building Contractors	151%
Retail Furniture Dealers	236%
Wholesale Grocers and Provisions	161%
Retail Grocers and General Stores	203%

Ford Motor Company of Canada, Limited, Ford, Ontario

54

If interested tear out this page and place with letters to be ***answered.***

Carry the Tires You Can Recommend



Steady trade in increasing volume is built only upon giving good service and selling serviceable goods. When you sell "Gutta Percha" Tires you are assured that the goods will bear out your highest recommendations, and reflect their superior service to your own credit.

"GUTTA PERCHA" TIRES

CORD and FABRIC

No tire ever before received the amount of boosting from satisfied users that "Gutta Perchas" are receiving this season. The result of this is a constantly increasing demand.

"Go as far as you like on 'Gutta Percha' Tires"

Gutta Percha & Rubber, Limited

HEAD OFFICES AND FACTORY: TORONTO

Branches in Leading Cities of Canada

If interested tear out this page and place with letters to be answered.

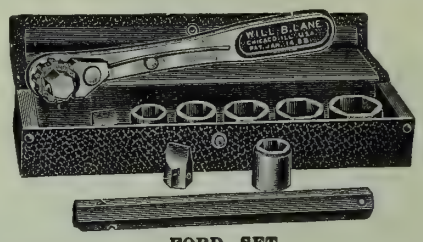
Lane's Handy Auto Ratchet Tools

A popular quick-selling line that interests your customers at once because of their ability to perform tasks where other wrenches fail.

The line comprises the "Standard" and "Ford" Sets of the Lane "Unique" Ratchet Wrench, the Lane "Super-Unique" Ratchet Wrench Set and the "Unique" Off-Set Ratchet Screw Driver.



SUPER-UNIQUE SET



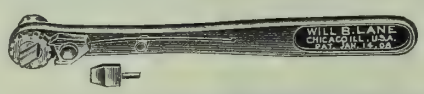
FORD SET



STANDARD SET

All Lane's Ratchet Tools are durable products. Machine-made, sockets turned from Grade "A" cold rolled steel, case hardened, Pawl and Ratchet Wheels milled, handles drop-forged and case hardened.

A line that meets many requirements and presents unusual selling opportunities for the dealer.



OFF-SET RATCHET SCREW DRIVER

Manufactured by

Will B. Lane Unique Tool Co.

180 N. Dearborn St., Chicago, Illinois



Truck Mirror
4½″ and 6″
22″ over all.

Automobile Mirrors

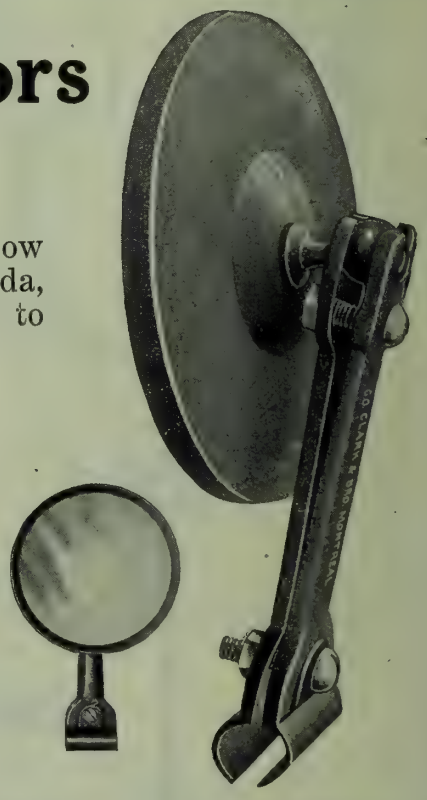
Made in Canada

The bulk of automotive accessories is now sold through the hardware trade in Canada, and it is important for every hardwareman to be correctly stocked.

These mirrors sell at prices that will attract motorists.

A display of our mirrors in your store will increase your sales; they are light, strong and well finished. Made in all black, and nickel-plated front and black back. The brackets are made to fit any car, and will instantly commend themselves to the motorist.

Order from your jobber.



No. 2, 4½″ Diameter
No. 3, 6″ Diameter

C. O. CLARK & BRO.

MONTREAL CANADA

If interested tear out this page and place with letters to be answered.

Biggest Selling Tire Patch *in the Field*



THERE'S no use denying the fact that Locktite outsells every other tire patch on the market.

Motorists know about Locktite—what it is and does—and they want it. Nothing else really satisfies them.

As usual lots of tire patches are going to be sold this spring and summer, and **Locktite will dominate in your section** as it always does.

Are you prepared to get your share of this business?

Stop for a moment and analyze the sales possibilities of Locktite based simply on the number of additional owners who are introduced to Locktite every year.

Think of it—twenty-five of the leading cars include a Locktite Emergency Tire Patching Outfit in every car that leaves the factory. Hundreds, yes thousands of new car owners are thus introduced to the superior advantages of Locktite every day.

The dealer who fails to visualize what this means by getting in line to cash in on this **ready-made** market is passing up one of the best money-making opportunities ever presented in the auto accessory trade.

If you have never handled Locktite, send us a small trial order and then watch it sell, If you are a Locktite dealer now, it is, of course, needless to urge you to order because you know that the demand is there and that **Locktite does sell.** And that is the final answer to the universal standing of Locktite among dealers everywhere.

Look This List Over

Ford (U.S.)	Hudson	Dort	Maibohm	Peerless
Ford (Can.)	Kline	Nash	Scripps-Booth	Lincoln
Dodge	Buick	Chalmers	Studebaker (Can.)	Gardner
Jordan	Oakland	Essex	Studebaker (U.S.)	Saxon
Liberty	Paige	Maxwell	Columbia	Republic

Detroit Michigan **LOCKTITE PATCH CO.** Windsor Canada

If interested tear out this page and place with letters to be answered.

An Important Announcement

SKIS SKI HARNESS SKI POLES

Manufactured by the world-famous

L. H. HAGAN CO. LIMITED

CHRISTIANIA, NORWAY

Complete stocks carried in Montreal. Prices f.o.b. Montreal in Dollars and Cents. Because of bulk shipments these prices will be as low, if not lower, than small consignments could be imported for direct from the manufacturer.

By placing your order now for Fall delivery you will help us to market these skis at lowest possible prices.

Ash and Hickory Skis
Special Racing Skis
Special Jumping Skis
Pine Skis

Huitfeldt Harness
New Hagan Harness
Poles with Rattan Discs
Poles with Fibre Discs

Send for our dealer proposition and discounts.

Sole Canadian Agents:

FRASER COMPANY

10 HOSPITAL ST. - - MONTREAL, QUE.

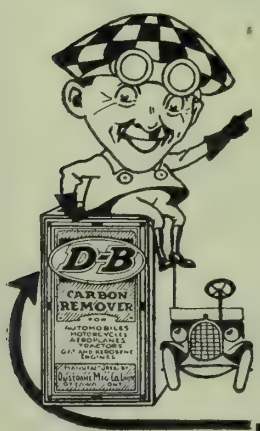
A Proposition To the Trade

If a customer enters your store complaining of engine trouble—caused by a carbonized engine—how would you like to say, "Take a can of

D-B CARBON REMOVER

and try it on your engine; it will not cost you a cent for the trial if it proves unsatisfactory."

If the customer **DOES** return the can as unsatisfactory, WE WILL PAY YOU FOR THE RETAIL VALUE. Therefore, Mr. Dealer, you cannot lose anything, and have lots to gain by stocking up on D-B Carbon Remover.



We will take the chance, because we have absolute confidence in D-B Carbon Remover. All you need to do to get the large profits is to give the can to your customers.

Write us for more particulars.

Auto Jack Says--

D-B Carbon Remover is not injurious to the metal, it pulverizes the carbon at the first explosion and forces it out through the exhaust.

The Dustbane Mfg. Co.
LIMITED
Ottawa, Ontario



MARBLE'S Outing Equipment

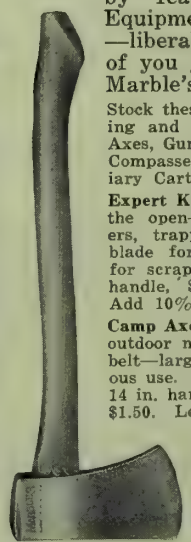
Preferred by Outdoor Men

Sell things sportsmen want — build up a trade that will endure by featuring Marble's Outing Equipment. These prices are list —liberal dealer discounts—order of you jobber—be sure you have Marble's Catalog.

Stock these ready sellers—Marble's Hunting and Fish Knives, Pocket and Camp Axes, Gun Sights and Cleaners, Fish Gaff, Compasses, Waterproof Matchbox, Auxiliary Cartridge, Shell Extractors.

Expert Knife—A dandy for every man in the open—designed especially for hunters, trappers, guides. Thin, keen edge blade for dressing furs—back designed for scraping skins. 5 in. blade, leather handle, $2.50, leather sheath included. Add 10% war tax.

Camp Axe—No. 9. Real necessity to every outdoor man. Small enough to carry in belt—large and heavy enough for strenuous use. 2¾ x 4¾ in. blade, finest steel, 14 in. handle selected hickory, wt. 22 oz., $1.50. Leather sheath, 75c.





Marble Arms & Mfg. Co.,
5350 Delta Ave., Gladstone, Mich.

Pacific Coast Representative
McDonald & Linforth, 739 Call Bldg., San Francisco

If interested tear out this page and place with letters to be answered.

DU PONT THE STANDARD SHOTGUN POWDER

Facts that Every Dealer Should Know about Du Pont

It is a fact that Du Pont Powders have been standard for over a century. Made in great quantities by the world's largest makers of explosives, they have always been known for their fine quality and their uniform performance year in year out.

Other reasons why "Du Pont" has the largest sale of any powder made:

—because it gives the highest velocity.

* * *

—because it gives the closest patterns.

* * *

—because it develops the lowest initial pressure, which means less strain on the gun.

* * *

—because it is the cleanest-burning powder made.

* * *

—because it is waterproof, dependable, and absolutely uniform year in and year out.

* * *

A shell is only as good as the powder it contains.

E. I. du Pont de Nemours & Co., Inc.
Sales Dept.:
Rifle and Shotgun Powders Division
WILMINGTON, DEL.

Concentrate Your Stock

—and speed up your sales of Shotgun Shells

THOUSANDS of dealers have found that the Du Pont Plan of standardizing loads of shotgun shells enables them to achieve at least one, and in many cases two, *extra* turnovers per year. The plan is briefly this:—

Drawing on our one hundred and nineteen years of experience as powder makers, we have selected the loads listed below as those which will give the best results in the field or at the traps.

These are the DU PONT STANDARD LOADS and they will do the work!

They meet the demands of the vast majority of sportsmen who are looking for results and who do not care to experiment. Concentrate your stock on these Standard Loads and you will have fast-selling shells that will move rapidly and give you that extra turnover this year that is so desirable.

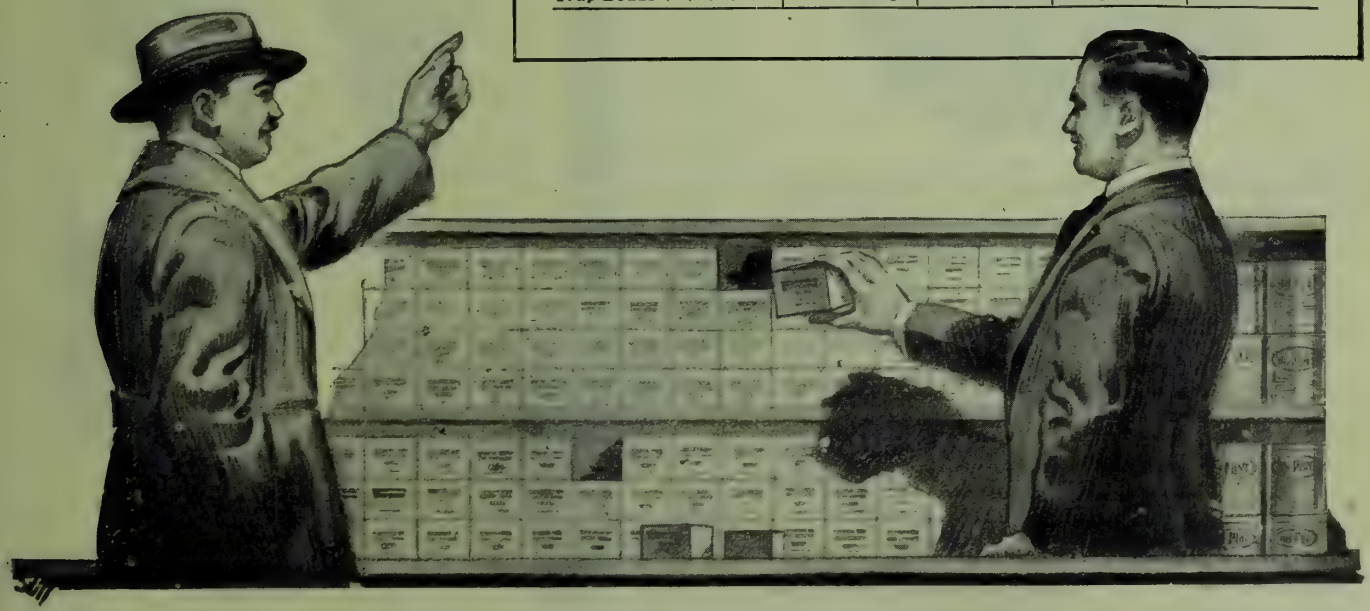
Most Shooters Use Du Pont Shotgun Powders

STOCK THEM IN THESE STANDARD LOADS

DU PONT

Standard Twelve Gauge Loads

	DUPONT SMOKELESS Drams	DUPONT BLACK Drams	OUNCES Shot
Large Ducks	3, 3¼ or 3½	3½	1⅛ or 1¼
Small and Medium Ducks	3, 3¼ or 3½	3½	1⅛ or 1¼
Grouse, Partridge, Prairie Chicken	3 or 3¼	3¼	1⅛
Pheasants	3	3¼	1⅛
Geese	3½	3½	1⅛
Wild Turkey	3½	3½	1⅛
Squirrel, Rabbits	3	3¼	1⅛
Doves, Pigeons	3 or 3¼	3¼	1⅛
Quail	3 or 3¼	3¼	1 or 1⅛
Snipe, Woodcock	2¾ or 3	3	1 or 1⅛
Shore Birds	2¾ or 3	3	1 or 1⅛
Sora Rail	2¾ or 3	3	1 or 1⅛
Trap Loads	3 or 3⅛		1⅛ or 1¼



If interested tear out this page and place with letters to be answered.

Homes need Colt protection

YOUR services to your community are like the doctor's, Mr. Dealer. He knows how health is constantly menaced by unseen and neglected dangers, and supplies the means to ward them off.

Surrounding your community are unseen dangers which are neglected until some innocent householder suffers. Don't wait for this to happen. Often a reminder from you that you carry Colt's Fire Arms and a word about the need of home protection with a Colt Automatic Pistol or Revolver, leads to a sale, and a service for which you will be thanked. We are backing you up with national advertising. Do your part. Remember a Colt is the "Best That Money Can Buy." You build better by selling the best.

COLT PATENT FIRE ARMS MFG. CO.
HARTFORD, CONN.



COLT'S FIRE ARMS

Colt's Revolvers
Colt's Automatic Pistols
Colt's (Browning) Automatic Machine Guns
Colt's (Browning) Automatic Machine Rifles

Booklets that will bring business for your customers sent free on request

Canadian Representative:
A. MACFARLANE & CO., LIMITED
Coristine Bldg., Montreal, Can.



Again in Demand

The wooden tub is back—the high cost of the metal is largely responsible, but a wooden tub has other advantages.

There is no galvanizing or plating to fall off. No rust to spoil clothes, and hot water retains its heat longer.

Cane's wash tubs will be favored. They last a lifetime and are built with the workmanship that has made Cane's Woodenware popular for over thirty-five years.

Order a supply of Cane's Tubs from your dealer for a source of Good Revenue

The Wm. Cane & Sons Company, Ltd.
Manufacturers NEWMARKET, ONTARIO

Pressed Steel and Brass Grease Cups
Oil Hole Covers and Oil Cups
Spring Shackle Bolts
Brass Pattern Makers' Dowel Pins



Catalogues and Prices Sent Upon Application

The CANADIAN WINKLEY CO., Ltd.
WINDSOR

If interested tear out this page and place with letters to be answered.

TRADE-MARK
The Sign of Quality

TRADE-MARK
The Sign of Quality

Stag and Beaver Brands of

Fishing Tackle

stand unchallenged and supreme.

The Standard demanded by experienced anglers everywhere—in Canada and in every civilized country on the Globe.

And it costs no more.

NOTE—We maintain the only rod-repairing department in Canada.

Allcock, Laight & Westwood Co.
Limited

Established 1800

70 King Street West TORONTO



This is the Business-builder for You

This life-sized boy and his big slate with a new and interesting little saying on it every other day; it's the feature that is producing sales, getting people talking and bringing new business to En-ar-co Dealers all over the country.

Have you got it? If not, let us tell you about our system of supplying it, along with the interesting epigrams that make it a real business-getter.

Use the coupon below at once. Your big season is just beginning. You are anxious to make it the best you have ever had. The En-ar-co Boy and Slate Sign will help you. Tear out and mail this coupon immediately to the En-ar-co Branch nearest you, and full and free particulars will be forwarded you by return mail.

CANADIAN OIL COMPANIES Limited

Branches:

Toronto, London, Montreal, Quebec, St. John, Halifax, Winnipeg, Regina, Saskatoon, Edmonton, Calgary.

CANADIAN OIL COMPANIES Limited,
Nearest
Branch

Tell me without obligation how I can secure the En-ar-co "Boy and Slate" and Epigram Service.

NAME .....

STREET .....

POST OFFICE ..... PROV.....

I AM IN THE ..... BUSINESS
(Indicate kind of Business.)

H.M.

BALE TIES

NAILS WIRE

Laidlaw

Time-Tested Efficiency

Laidlaw Bale-Ties are made from Bessemer Steel. Our Ties have been thoroughly tested in general use throughout the Dominion and most of the foreign countries of the world. Practical use has convinced buyers of Laidlaw efficiency. This has made Laidlaw Bale-Ties the

Dominion and World-Wide Choice

Strong, reliable and of practical design, Laidlaw Bale-Ties make good and prevent broken bales and consequent commercial loss. Laidlaw Bale-Ties are made in "Single-Loop" and "Cross-Head" styles of fastening.

The Laidlaw-Bale Tie Company
Limited

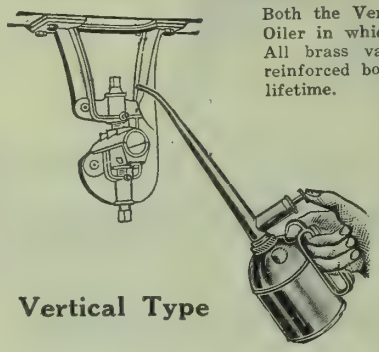
Hamilton Canada

Agencies:

A. T. Diggins, Stair Bldg., Toronto
H. E. O. Bull, 184 Mance St., Montreal
M. Bryan, 24 Aldgate, London, Eng.
Norman Jessiman, 505 Hastings St. West, Vancouver, B. C.

If interested tear out this page and place with letters to be answered.

GENUINE CANNON PUMP OILERS—STANDARD AND AUTOMOTIVE TYPES



Vertical Type

Both the Vertical and Automotive Type GENUINE CANNON PUMP OILER meet a long-felt demand for an Oiler in which the oil is entirely controlled by the operator in whatever position the can may be held. All brass valves, seats and valve springs; heavily reinforced body and bottom construction; will last a lifetime.

Automotive Type



Brass, Tin or Copperized. Size No.	Ca. Pts.	Dia. In.	Spout Lg. Inches
0	1	3½	6
1	1	3	8
2	1½	3½	12
2½ ..	2	4	12
3	2	4	20

Brass or Copperized Size No.	Ca. Pts.	Spout Lg. Inches
A-1	½	5 in.
A-2	½	9 in.
A-3	1	5 in.
A-4	1	9 in.

Patented, Copyrighted, Manufactured only by the

CANNON OILER COMPANY

Main Office, Keithsburg, Illinois, U.S.A.

Branch: Monmouth, Illinois, U.S.A.

Eastern Representative—A. G. & A. L. Brown & Co., Ltd., Montreal
Western Sales Representative—J. E. Bremner, Winnipeg

ASK ANY JOBBER

Manufacturers of and Dealers in



Transmission Oil
Auto Oil
Neatsfoot Oil
Tanners' Oil
Lard Oil
Cutting Oil
Lustriene Floor Oil
METEOR Spark Plugs
Boiler Compound
Linseed Oil Soap

and all kinds of Lubricating Oil and Greases, etc.



Velvet Lubricant is suitable for transmission, differential and cup lubrication, does not stiffen up in the cold so as to cause any inconvenience in shifting the gears, and will not become thin in hot weather, having been specially treated to meet the requirements of the varied weather conditions. Coats the gears to make them silent, will work into the smallest openings where oil will travel, and lubricate every bearing perfectly.

"Lubriko" Auto Oil is the most highly refined neutral oil for automobile lubrication, possessing high fire test, so that it retains its body under extreme heat.

After many years' practical experience in oils we produced this brand, and we offer it to dealers, knowing it to be of the highest standard of quality for the lubrication of automobiles, stationary gas engines, motor boats, motor cycles, and all kinds of gas engines, whether air or water cooled. Made in light, medium and heavy consistencies.

The Commercial Oil Company, Limited
Hamilton, Ontario, Canada

ST. MARYS WOOD SPECIALTY CO.
HOCKEY STICK SPECIALISTS

HANDLES FOR AXES, PICKS, HAMMERS, MINERS ETC

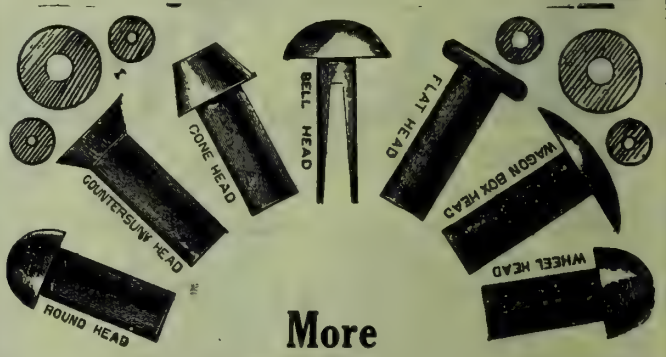


OUR HOCKEY STICKS

Are made in the largest and best equipped factory in Canada. They are manufactured with a view to get the best QUALITY, SHAPE and FINISH. They LOOK WELL, SELL WELL, and LAST WELL.

Wre for Copy of Price List Just Issued

ST. MARYS WOOD SPECIALTY CO., Ltd.
ST. MARYS, ONT.



More Profitable Lines for the Hardware Dealer



Our products earn maximum profits for the dealer. A trial order will convince you of their great sales-producing qualities.

We manufacture—

Iron, Copper and Brass Rivets
Small Washers and Burrs
Wire Nails
Countersunk Clout Nails
Escutcheon Pins (Brass and Steel)
Tubular and Bifurcated Rivets
Copper and Steel Boat and Canoe Nails, Etc.



The Parmenter & Bulloch Co., Ltd.
GANANOQUE, ONTARIO

John R. Anderson, 36 Dizier St., Montreal. E. Fielding & Son, 9 Front St. East, Toronto. David Philip, 138 Portage Ave. East, Winnipeg. W. O. Webster, 1220 Hamilton St., Vancouver.

If interested tear out this page and place with letters to be answered.

Pliers

That Make Sales



The progressive hardwareman will find in these strong, well made pliers excellent opportunities for increased business, new customers and better profits.

The "Lindstrom" made pliers are noted for their easy selling qualities. Reliable and dependable. We invite correspondence.

Canadian Agent:

F. W. Lamplough & Co.

46 St. Alexander St., Montreal

Manufacturer

F. E. Lindstrom

SWEDEN



Service Counts!

Corrugated Eavetrough, Conductor Pipe and Elbows, Ridge Roll, Valleys, and a large stock of Galvanized and Black Sheets.

"We Ship While Others Are Thinking About It."

Wheeler & Bain

Toronto, Canada

EMPIRE LEVELS

HAVE CONVINCING SELLING POINTS

The dealer will find them a constantly moving line because they are extremely accurate, durable and very striking in appearance.

The EMPIRE line includes a level for every use — aluminum, wood, and brass-bound, in many sizes and styles.

Complete catalogue on request.



The EMPIRE ADJUSTABLE ALUMINUM LEVEL, shown above, is the biggest selling level on the market. The improved adjustable and interchangeable vial case enables the user to repair broken glasses without impairing the use of the tool.

EMPIRE LEVEL MFG. CO.

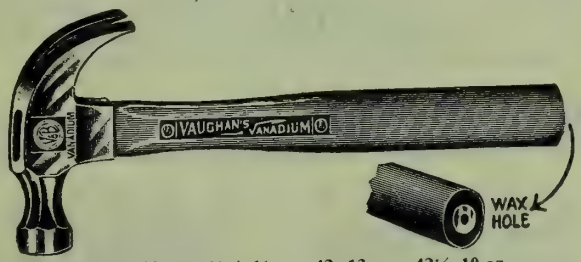
MILWAUKEE, WIS., U.S.A.

Western Agents--L. T. Walls Sales, Ltd., Confederation Life Bldg., Winnipeg

It Pays to Buy Good Tools

Vaughan's Supersteel Hammers

Competent mechanics insist upon high-grade tools. Standardize your stock, reduce scattered investment and increase profits by concentrating on V & B Tools.



No. 41, 20 oz.; 41½, 16 oz.; 42, 13 oz.; 42½, 10 oz.

Vaughan's Supersteel Hammer is pre-eminently a quality tool. It is the strongest, toughest nail hammer made.

Vaughan & Bushnell Mfg. Co.

For Over 50 Years Makers of Fine Tools

2114-2138 Carroll Ave. Chicago

Eastern Canada Representative:
Mr. Alex. Gibb, 3 St. Nicholas St., Montreal

Western Agents:
L. T. Wall Sales, Ltd., 702 Confederation Life Bldg., Winnipeg

It Pays to Sell Good Tools

WILKINSON & KOMPASS

TORONTO HAMILTON WINNIPEG

IRON AND STEEL

HEAVY HARDWARE

MILL SUPPLIES

AUTOMOBILE ACCESSORIES

WE SHIP PROMPTLY

If interested tear out this page and place with letters to be answered.

OUR COLORED GRADES
1B, 1A, 7, 1, 5

OUR WHITE GRADES
Jap, XC, X, XX, XXX

We can supply you with cotton waste at prices lower than any others for equal quality. Better write us your needs to-day.

ACME WASTE MFG. CO., LIMITED
492 Wellington St. W., Toronto

HOYT METALS

It Pays to Stock Hoyt Metals

There is a wide field for profitable sales in every town. Tinsmiths, newspaper offices, publishers, factories, etc., are all good prospects for some variety of Hoyt Metal. Their superior qualities have made them popular with experienced manufacturers, of which annual sales of $10,000,000 is ample proof.

HOYT METAL COMPANY
MONTREAL TORONTO WINNIPEG

JOSEPH RODGERS & SONS
LIMITED
SHEFFIELD, ENG.

Avoid imitations of our
CUTLERY
By seeing that this exact mark is on each blade.

REGISTERED TRADE MARK
GRANTED 1682.

SOLE AGENTS FOR CANADA
James Hutton & Company
MONTREAL

Better Because of the War!

For years our plant was under Government control. Every effort of our employees was centred on shell making.

Into every man in our employ was drilled the necessity of hair's-breadth accuracy.

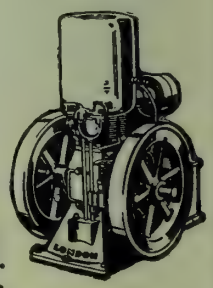
Now that their efforts are again centred on the

LONDON ENGINE

the same attention to accuracy that was developed in war time is carried out by the experts retained in our employ.

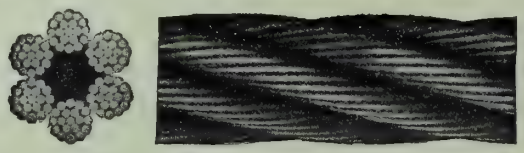
The London Engine is as perfect as the shells that helped win the war.

Dealers! Write for booklets.



London Gas Power Co., Ltd.
29 York St. London, Canada

WIRE ROPE AND FITTINGS



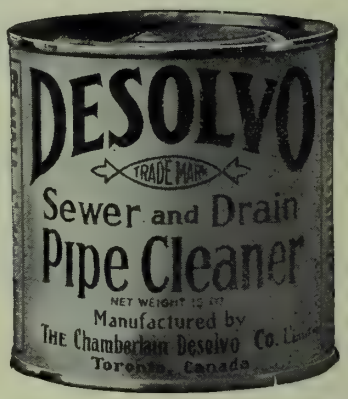
OF ALL CONSTRUCTIONS

The demand is steady. Are you getting your share of this business? We co-operate with you.

Have you a copy of our Catalogue?

We also manufacture Wire Cloth, Iron Stairways, Fire Place Screens, Window Guards

CANADA WIRE & IRON GOODS CO.
HAMILTON



DESOLVO
Brings Business

in the shape of additional sales, new customers and repeat business. Desolvo is a necessity to all large buildings, schools, factories, etc., for cleaning sewer and drain pipes. You can sell a dozen cans, with ease, to many prospects.

THE CHAMBERLAIN DESOLVO COMPANY
109 Church St., Toronto
Eastern Canada Representatives:
RICHARDSON & BUREAU
55 St. Francis Xavier St., Montreal, Quebec
Ontario Representative:
L. F. MAYNE
875 Trafalgar St., London, Ont.
Western Canada Representative:
N. D. McPHAIL & CO.
1329 Standard Bank Bldg., Vancouver, B.C.

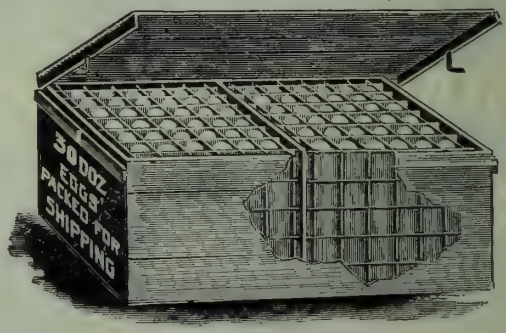
Stove Mica

All sizes of Clear Mica in stock for immediate shipment.
Manufacturers of Mica Insulation.

Price List on Application

Mica Company of Canada, Ltd.
P. O. Box 156, Hull, Que.

THE MILLER BROS. CO., LIMITED



Manufacturers of
White pulp egg case fillers and extra flats in standard and extra large sizes for 12 and 30 dozen egg crates.
20-38 DOWD STREET, - MONTREAL, CANADA

If interested tear out this page and place with letters to be answered.

GERMANTOWN
LAMPBLACK



THE L. MARTIN CO.
HEADQUARTERS FOR
LAMPBLACK
IN ENGLAND AND AMERICA

Originators of Eagle, Old Standard, Globe and Pyramid Germantown Brands.

Suppliers of Bulk Blacks to the highest class Grinding Trade.

Montreal, Toronto, Winnipeg, New York, Philadelphia, London, Eng.



IMPERIAL SOLDERING PASTE

for Electricians, etc.

ROSEN, FLUX and ACID CORE SOLDER

THE CANADA METAL CO., LIMITED
TORONTO HAMILTON MONTREAL WINNIPEG VANCOUVER



Detroit Torch

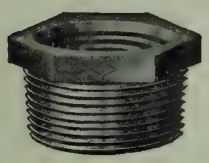
Fully Inspected

The No. 2, quart-size torch has been pronounced, by experienced torch men, a real sensation. Highest quality brass tank; powerful improved burner; pump with power and strength; a heavy reinforced tank; hook and support for holding soldering coppers; every part thoroughly inspected and tested.

Capacity ..... 1 Qt.
Net Weight ... 4 lbs.
Shipping wgt., 6¾ lbs.

Detroit Torch & Mfg. Co.
Detroit, Michigan

Fittings Limited



Manufacturers of Malleable and Cast Iron Pipe Fittings

Trade Mark

Registered

Oshawa



NORCROSS
GARDEN CULTIVATORS

are growing in demand every day. Over a Million are now in use. Sell one to a customer and you get his next door neighbor. Every Farmer and Gardener is a prospect. The Norcross comes in (3) sizes, 5-Prong, 3-Prong and Midget, suited to both men and women. A Norcross bears a Distinctiveness of Quality—Class and Finish that quickly appeals to buyers. Well made—Durable—Handsome in appearance, they sell readily at a good profit and you can confidently recommend them. Ask your jobber for Norcross Goods.

C. S. NORCROSS & SONS
Sole Mfrs. BUSHNELL, ILL.

For Solidifying Sales and Preventing Lost Accounts

For solidifying sales, and preventing lost accounts by keeping the trade "lined up," a weekly message to the whole Canadian hardware trade through Hardware & Metal will prove productive and profitable.

PLUMBS **SAND'S** LEVELS

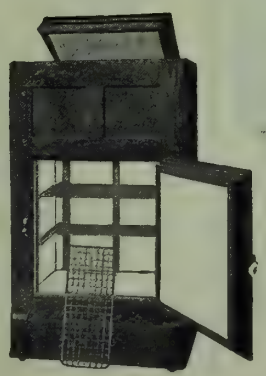


Deserve your confidence because they are known and wanted throughout the building trades and represent the easiest selling level stock on the market.

Your Jobber Carries Them

Canadian Branch:

CAMPBELL AGENCIES, 23 Richmond Bldg.
TORONTO, ONT.



PARIS

REFRIGERATORS
SCREEN DOORS
WINDOW SCREENS
COMBINATION SCREEN AND STORM DOORS

RELIABLE GOODS AND PROMPT SERVICE
WRITE FOR INFORMATION

Sanderson-Harold Company, Ltd.
PARIS, ONTARIO

If interested tear out this page and place with letters to be answered.

WANT ADS

If you want a buyer, clerk, salesman, traveler, position, you can reach the best men in the trade through these columns.

If you wish to buy or sell a business, or dispose of overstocks, you can reach a larger number of hardware men through this page than in any other way.

Rates (payable in advance) 2 cents per word. An additional charge of 10 cents for each insertion is made when Box Number is required. Each figure counts as one word. When panels are desired a charge of $2.20 is made for a panel 1 inch deep by 2⅛ inches wide.

Address all advertisements for this section to HARDWARE AND METAL, 143-153 University Ave., Toronto, Can.

SITUATIONS WANTED

HARDWARE MAN, SIX YEARS' WHOLESALE experience, desires position. Open for engagement May 1st. Excellent references. Box 161, Hardware and Metal.

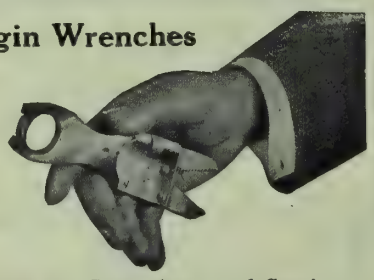
TO MANUFACTURERS

We are open to represent manufacturers in Western Canada. We will not handle any competitive lines. Our organization offers manufacturers every facility necessary to successful marketing of their product. Get in touch with us at once.

A. J. MITCHELL SALES, LTD.
Board of Trade Bldg.
WINNIPEG, MAN.
Phone—A8569.

Hardware and Metal's unique circulation as proven by the A.B.C. audit is due to 33 years of honest effort to give the retail trade the best possible service.

Elgin Wrenches



Stand for Convenience and Service.

Excel in appearance, finish, durability. The convenient wrench for inconvenient places. Convenient to use, easy to carry, effective in results.

STAR MANUFACTURING CO.
Carpentersville, Ill., U.S.A.

FOR SALE

FIRESIDE FURNISHINGS—JOBBERS WANTed to handle low price, high-class English-made fireside furnishings. Send for designs and prices. W. Howdle, 137 Wright Street, St. John, N.B.

FOR SALE—SET OF TINSMITHS' TOOLS. John L. Wilson, Enterprise, Ont.

FOR SALE—STOVE REPAIRS, FIRE BRICKS, iron linings, water fronts, for Garlands, Pen Esthers, Acmes, Sunlights, Welcomes, Supremes, Souvenirs, Crown Hurons, New Empress, Sterlings, Marvels, Climax, Arklaus, Colonials, Peninsulars and all kinds of ranges. Write for list and prices. Grundy Bros., Strathroy.

FOR SALE—PLUMBING, HEATING AND Sheet Metal Business, in one of the most prosperous cities of Western Canada. Has been established eight years and has good connection in city and country. This is a splendid opportunity for one or more live wires. With stock, tools and property, or sell stock and tools and lease the property. For particulars apply Box 936, Hardware and Metal.

FOR SALE—AS A GOING BUSINESS, THE hardware stock of the Fraser Hardware Co., Granville St., Vancouver, B.C.

FOR SALE—1 USED OSTER PIPE THREADing machine, No. 201, threads ½" to 2", complete with dies, in first-class condition. Price $65 f.o.b. Thamesville, Ont.

1 safe, J. & J. Taylor, in first-class condition, good as new, combination, 2-bolt, interior has 2 drawers; outside measurements, height 33", width 24", front to back 25½"; inside measurements, height 14", width 10½", front to back 12". Price for quick sale, $95. F.o.b. Thamesville, Ont.

1 cast iron brake in first-class shape, true and strong, length 6 ft. Price $75, f.o.b. Thamesville, Ont.

10 barrels Polarine heavy motor oil, just arrived in stock, in first-class condition, at 75c per gal. net. F.o.b. Thamesville, Ont.

800 ft. of ¾" galvanized pipe, new, at $9.87 per 100 ft.

E. S. HUBBELL & SONS,
Thamesville, - - Ontario.

Practically all big buyers of hardware in Canada are readers of HARDWARE AND METAL.

NICKEL PLATING

Orders executed promptly. Prices on application. Communicate with F. W. Higginson, 173 William St., Montreal. Telephone Main 8144.

Decalcomania Transfer
NAME PLATES
Made in Canada by
Canada Decalcomania Co., Limited
364-370 Richmond St. W., Toronto, Can.

ENAMELLED AND TINNED SEAMLESS HOLLOW-WARE COOKING, KITCHEN, HOUSEHOLD UTENSILS, ETC.

The Welsh Tinplate & Metal Stamping Co., Ltd., Cambrian Works, Llanelly, South Wales, the largest manufacturers in the United Kingdom, who guarantee that every piece offered for sale is manufactured throughout in their own works at Llanelly, are now open to consider applications for Representation in Canada East of Winnipeg and the Maritime Provinces.

Only applications from firms already in the Trade with established connections will be considered, and these should give full particulars in first instance to avoid unnecessary correspondence.

To Manufacturers

We are open to represent you in the

City of Toronto

If the successful marketing of your product in Toronto demands the specialized efforts of an established agency, **get in touch with us at once.**

Stevenson Bros. Limited
Manufacturers' Agents
48 Colborne St., TORONTO, ONT.
Phone Main 5864



TRADE MARKS

Any trade-mark shown on this page, when stamped on an article of hardware, is the manufacturer's personal "O.K.," guaranteeing the quality of the product.

Metal Stamping and Press Work to Order

Also name plates, embossed trade checks, time checks, badges, steel stamps and stencils or anything in steel or brass lettered or embossed to order.

The Hamilton Stamp and Stencil Works, Limited, Hamilton, Ont.

Sankey's Pyruma Putty Fire Cement

Easy to handle. Ready for use. For Stoves, Ranges, Furnaces, Kilns, etc., Superior to other Plastic Fire Cements. Sets Hard without heat. Fusing Temperature 3,000° F.

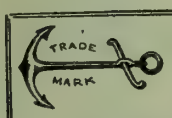
Quotations from

MANNING, HINTON & BRISSENDEN
Post Office Box 37 Halifax, N.S.

DOON TWINES, LIMITED
KITCHENER, ONT.

Manufacturers of all kinds of Twines and Cordage, Plow Lines, Clothes Lines, Ropes, etc. Write for samples and prices.

MILLS AT DOON, and KITCHENER, ONT.



Springs and Axles

We manufacture the celebrated "Anchor Brand" Carriage and Wagon Springs and Axles.

Automobile, Trolley, Railway and Heavy Coil Springs.

The Guelph Spring & Axle Company, Limited
GUELPH, ONTARIO

STERLING
Hack Saw Blades and Machines
Manufactured by
Diamond Saw & Stamping Works
BUFFALO, N.Y.

"Monarch" & "Safe-Lock" Fencing

We make Farm, Lawn and Poultry Fencing, Gates, etc., and *sell exclusively to the Hardware Trade.* Write for Agency.

Owen Sound Wire Fence Co. Ltd.
OWEN SOUND, ONT.

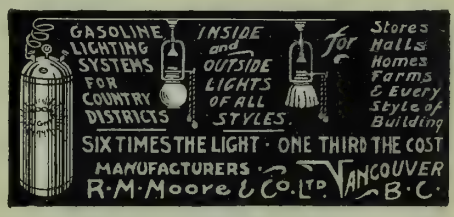
Look for the full name
RUSSELL JENNINGS
stamped on the round of our
AUGER BITS
The original double twist auger bit, Patented by Mr. Russell Jennings in 1855.
RUSSELL JENNINGS MFG. CO.
Chester, Conn., U.S.A.





Sash Weights
Wall Washers

All Kinds of
Plain Duplicate Gray Iron Castings
CANADIAN DIE CASTING CO., LIMITED
Drummond Building, Montreal



Superior Machinery Co., Ltd.
London, Ont.
"Superior" Vises
A. G. & A. L. Brown & Co.
Montreal
Eastern Sales Agents:

DOES ADVERTISING PAY?

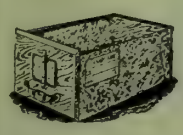
USE THIS SPACE AND SEE

Your Wants

are many here below. Use the Want Ad. page and get rid of a few of them.

Opportunities are offered every week on this page.

Are you making use of them?



Cameron Metal Drawers
LONGER WEAR, BETTER SERVICE
Write us for Prices and Particulars of Cameron Wall Cases and Fixtures
Cameron & Co.
74 Logan Ave. Toronto, Ont.

INDEX TO ADVERTISERS

Acme Waste Mfg. Co., Ltd. .. 124
Allcock, Laight & Westwood.. 121
Aluminum Goods Mfg. Co. ... —
Aluminum Specialty Co. 99
Ames Holden McCready, Ltd.. 113
American Flyer Co. 111
American Pad & Textile Co. .. 12
Anthony, W. J. & Sons 24
Ashdown Hardware Co., J. H. 81
Atkins & Co., E. C. 28
Associated Business Papers Inc. 18
Atlas Iron, Wire and General Metal Works 112
Austen, James & Sons, Ltd. . 20

Barton Netting Co. 99
Barrett Co., Ltd. 91
Barnett Co., Ltd., G. & H. ... 77
Berry Bros., Inc. 85
Brett Co., The 82
Birmingham Small Arms Co., Limited 106
Boston Varnish Company 87
Brandram-Henderson 48, 49
Boeckh Co., Ltd. 61
Butler & Co., Geo. 21
Butterfield & Co. 8
Burgess Norton Co. 87

Cameron & Co. 127
Canada Cycle & Motor Co. 69
Canada Metal Co. ... 69, 109, 125
Canada Steel Goods Co., The . 3
Cane & Sons Co., Ltd., Wm... 120
Cannon Oiler Company 122
Canadian Hart Products, Ltd. 15
Can. Wire & Iron Goods Co... 124
Canada Die Casting Co. 127
Canadian Winkley Co. 120
Can. Foundries & Forgings Co., Limited 14
Canadian Oil Companies, Ltd.. 121
Chamberlain Desolvo Co. 124
Channell Chemical Co. .....
Inside front cover
Caverhill, Learmont & Co. ... 103
Carter White Lead Company of Canada, Ltd. 69
Clark C. O. & Bro. 116
Clyde Cutlery Co. 26
Colts' Patent Fire Arms Mfg. Co. 120
Crane, Limited 6
Chicago Spring Butt Co., Ltd. 112
Cleveland Stone Co., The 112
Clemson Bros., Inc. 95
Crookes & Son, John 25

Collette Mfg. Company 31
Coghlin Co., Ltd., B. J. 110
Commercial Oil Company, Ltd. 122

Dazey Churn Mfg. Co..... 16
Detroit Torch & Mfg. Co. ... 125
Davidson Mfg. Co., Ltd., The. 106
Diamond Saw & Stamp. Wks. . 127
Disston, Henry & Sons 105
Dougall Varnish Co., Ltd. 83
Doon Twines, Ltd. 127
Dowswell Lees & Co., Ltd. ... 101
Dustbane Mfg. Co. 118
Dupont de Nemours, E. I. & Co., Inc. 119

Empire Level Mfg. Co. 123
Ellen, Thos. & Co., Ltd. 22

Fenton Brothers, Ltd. 22
Fittings, Limited 125
Flexible Shaft Company, Ltd.. 13
Ford Motor Co., Ltd. 114
Fraser Company 118
Frost Steel & Wire Co., Ltd. . 17

Giles, Fred & Sons 23
Gipe-Hazard Store Service .. 110
Guelph Spring & Axle Co. ... 127
Godell-Pratt Company 7
Gutta Percha & Rubber, Ltd. . 115
Geneva Cutlery Corporation ... 10
Gendron Mfg. Co. 108
Glidden Co., The 63
Graham Nail Works 95
Greenfield Tap & Die Corp. .. 5
Great Western Smelting & Refining Co. 112
Guthard, Edgar C., Co. 32

Hamilton Stamp & Stencil Works, Ltd. 127
Hamilton Stove & Heater Co.. 106
Hobbs Mfg. Co. 77
Hutton & Co., James 124
Hoyt Metal Co. 124

Imperial Oil Limited 4

Jardine & Co., A. B. 31
Jenkins Bros., Limited 110
Jennings Mfg. Co., Russell ... 127
Johnson Inc., Edward E. 31

Kienread, P. R. 82
Laidlaw Bale & Tie Co. 121

Lamplough & Co., F. W. 123
Lane Unique Tool Co., Will B. 116
Lawson Mfg. Co. 2
Leslie & Co., Ltd., A. C. 34
London Gas Power Co. 124
London Rolling Mill Co. 29

Lufkin Rule Co. of Can., Ltd. 128
Locktite Patch Co. 117
Macdonald Wire Goods Co. ... 28
McArthur & Co., Alex. 95
McDougall Co., R. 31
McArthur-Irwin, Ltd. . Back cover
Marble Arms & Mfg. Co. 118
Manitoba Steel & Iron. Back cover
Marples & Co. 22
Manning, Hinton & Brissenden 127
Martin & Co., L. 125
Mica Co. of Canada, Ltd. 124
Miller Bros. Co., Limited 124
Millers Falls Company 9
Mitchell, R. S. 25
Mitchell Sales, Ltd., A. J. ... 126
Maxwells, Limited.. 109
Meakins & Sons, Ltd. 89
Moore & Co., Benj., Ltd. 67
Moore & Co., R. M. 127
Morrison Brass Co., James 107
Myers & Bro., F. E. 29

Nagle & Co., H. 30
Napper & Davenport 24
Never Fail Products, Ltd. 75
Nicholson File Co. 27
Northland Ski Mfg. Co. .... —
Niagara Metal Stamp. Corp... 30
Nova Scotia Steel & Coal Co. 29
North Star Oil & Refining Co. 82
Norcross & Sons, C. S. 125

Oakey & Sons, John 25
O-Rib-O Mfg. Co. 82
Ottawa Paint Works, Limited 65
Owen Sound Wire Fence 127
Ontario Lantern & Lamp Co. . 27

Parmenter, Bulloch & Co. 122
Pink Co., Thos. 30
Progressive Mfg. Co. 110
Pratt & Lambert, Inc. 71

Quality Tool Works 104

Remington U. M. C. Co. ....
Front cover
Russell Jennings Mfg. Co. ... 127

Rideau Specialty Co. 127
Rice Lewis & Sons, Ltd. 1
Rowbotham & Son, T. E. 22
Rubberset Company, Ltd. 93
Saskatchewan Glass & Supply Co., Ltd. 82
Sands & Sons, J. 125
St. Marys Wood Specialty Co. 122
Sanderson-Harold Co., Ltd. .. 125
Sharratt & Newth 22
Shaw, John & Sons (Wolverhampton), Ltd. 23
Shambrook, W. D. & Co. 19
Sheet Metal Products 11
Sheffield Twist Drill & Steel Company 21
Shurly Co., T. F. 108
Sherwin-Williams Co. 59
Simonds Canada Saw Co., Ltd. 99
Starrett Co., L. S. 97
Spramotor Company 95
Stephens & Co., G. F. 79
Steel Trough Machine Co., Ltd. 85
Stevens-Hepner Co., Ltd. ... 100
Still Mfg. Co., J. H. 109
Stratford Brass Co., Limited 112
Sterling Twine Co. 112
Stratford Mfg. Co. 100

Taylor-Forbes Co., Ltd. 102
Taylor, J. J., Limited 104
Toronto Plate Glass Imp. Co. 77
Trees & Co., Samuel 107
Trimont Mfg. Co. 104

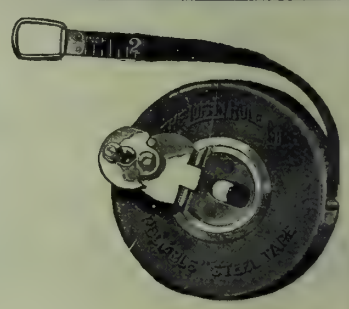
Union Transit Co. 23
Union Iron & Metal Co. 109
United Brass Foundry & Engineers 20
United Royalties Corp. 102

Vol-Peek Mfg. Co. 30
Vaughan & Bushnell Mfg. Co. 123
Vono Company, The 21

Want Ad. Page 126
Wentworth Mfg. Co. 30
Western Hdwe. Mfg. Co. 104
Wheeler & Bain, Ltd. 123
Western Clock Co. .....
Inside back cover
Woods & Co., Walter 108
Wrought Washer Mfg. Co. ... 99
Wilckes-Martin-Wilckes Co..... 127
Williams & Co., Ltd., J. H. ... 26
Woodstock Waggon Co. 29
Wilkinson & Kompass 123

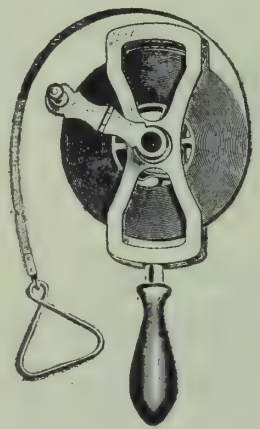






LUFKIN Tapes

Quality and Assortment Unequalled





Made in Canada
Stocked by Your Jobber

THE LUFKIN RULE CO. OF CANADA, LTD.
WINDSOR, ONT.

Westclox

—that's Big Ben's family name



Tie up with the advertising on these clocks

SLEEP-METER, the America alarm and Pocket Ben are now having their inning in the national Westclox advertising.

These three good-selling numbers occupy Page One this month in the Saturday Evening Post. Other magazines of big circulation are also featuring them.

As a merchant you know what this will mean to you in your store. You know what advertising has done in the past in stimulating direct sales of alarm clocks.

But you will only get the most benefit from this advertising if you let your own windows help you tie up with our publicity.

Display a group of these three Westclox so your customers will be reminded of the advertising they have read when they pass along. You will quickly see the result in the shape of profits to you.

Also, don't forget that many another good-sized sale is frequently made to a customer who is drawn into your store by happening to need an alarm clock and being reminded of something else he needs when he gets inside and sees your other merchandise.

This way, Westclox become salesmen for you while you are selling them.

Western Clock Co., Limited, makers of Westclox
Peterborough, Ontario



BARS

IRON AND MILD STEEL

RE-INFORCING

Bands, Boiler Tubes, Bolts, Nuts, Rivets, Cap and Set Screws, Tees, Rails, Tool Steel, Sheets, Shafting, Wire Cable, Solders, Babbitt Metals, Pump Rods, Pig Lead, e.

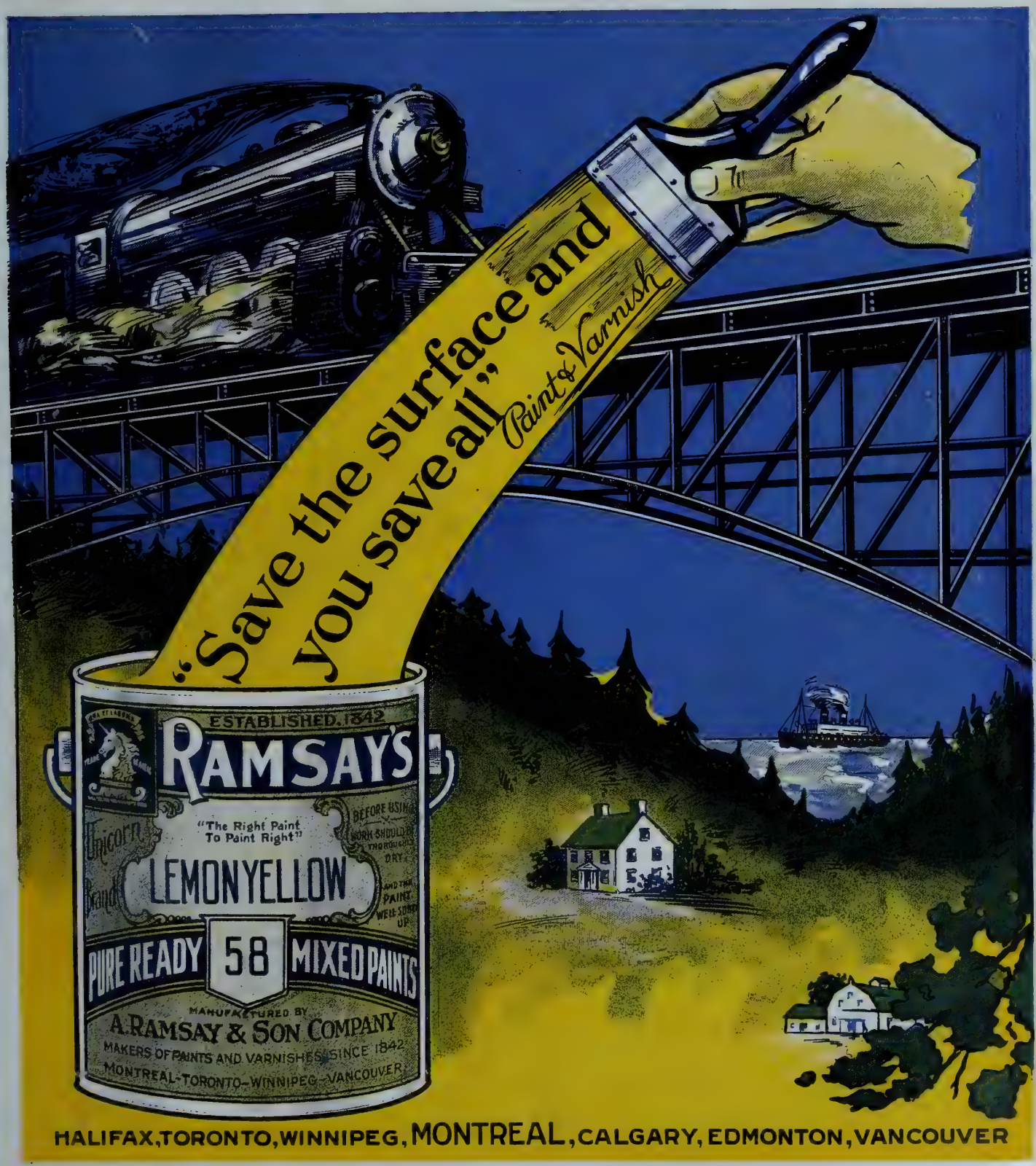
Are YOU On Our Mailing List?

Monthly Stock Book mailed free on request. Send name and address.

THE
MANIT OBA
STEEL & IRON
CO., LIMITED
WINNIPEG
CANADA

Hardware and Metal

Vol. XXXIII No. 17 THE MACLEAN PUBLISHING COMPANY, LIMITED PUBLICATION OFFICE: TORONTO, CANADA APRIL 23, 1921



"GOOD MERCHANDISING"
INCLUDES
"PRICE MAINTENANCE"

YOU are in business to make money. "Lazy" merchandise is a drag on your business. Active goods represent big profit possibilities.

But the profit opportunities in any merchandise are also dependent upon "price maintenance."

O-Cedar products rank high in *Both* respects. Their trade popularity is due as much to the ease with which their full selling prices are obtained as to the rapid turnover their steady demand makes possible.

CHANNELL LIMITED
TORONTO







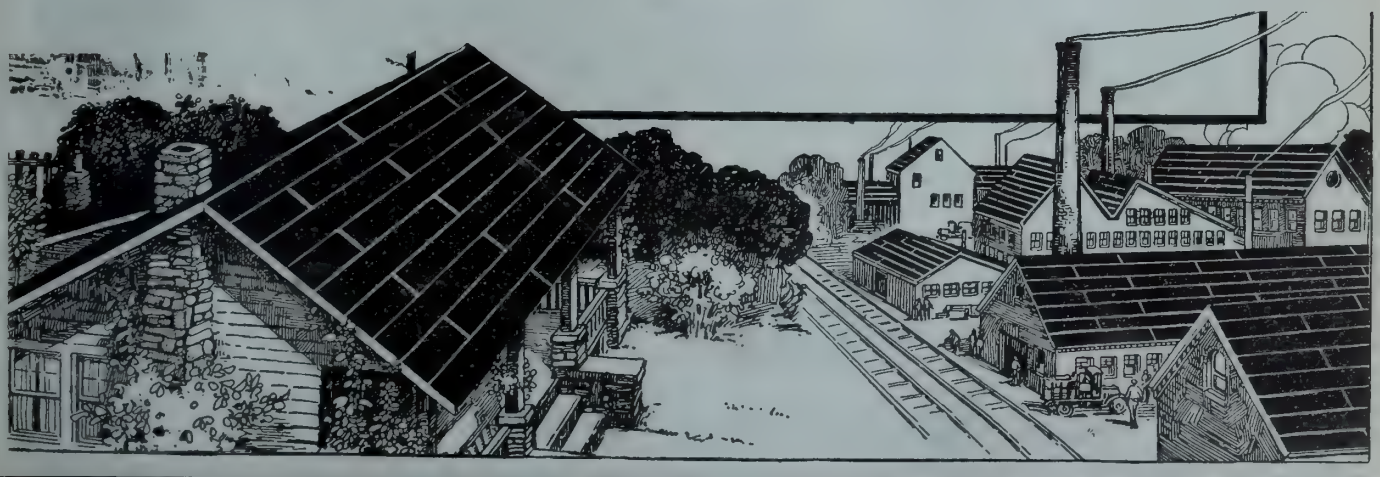
O-Cedar Polish

In Bottles - 30c and 60c.
In Tins - $1.50 to $3.50

SAMSON ROOFING

The satisfaction it gives will help you to build up a good roofing business.

H. S. HOWLAND, SONS & CO.
LIMITED
TORONTO



If interested tear out this page and place with letters to be answered.

UNIVERSAL

The Line that Makes Loyal Customers

Every housewife has a market value. Her trade is worth getting. Her loyalty is worth keeping. It cannot be bought. It must be earned—and deserved. The pleasurable and profitable thing about selling Universal Home Needs is that they never lose caste with trade. There is always the satisfying certainty that one sale will lead to **many.**

The dealer who stocks and features "Universal" products isn't flirting with chance, but building surely and soundly for constancy of customers.

UNIVERSAL
Bread Makers
Food Choppers
Kitchen Cutlery

Show the housewife how you can save her something and you can sell her anything. The Universal Bread Maker saves time and labor in making better bread. The Universal Food Chopper is also a waste stopper. Cuts out waste of bits of food by chopping it for tasty dishes. She wants sharp Kitchen Knives—the sharper the better, which means "Universal." They save time in cutting—spend no time at the knife grinder's.

"Universal" products have thousands of homes to go to. Now is the time to start them on their way. Write for Advertising Material when you need it. There's always plenty. You're always welcome.

Landers, Frary & Clark
New Britain, Ct.







UNIVERSAL

"The Trade Mark known in Every Home"

If interested tear out this page and place with letters to be answered.

UNIVERSAL

Garage Door Sets

Handsome, useful sets that add to the appearance of any garage and give service in use that delights customers and assures you their continued trade. Customers that have enjoyed the benefits of the Universal Set are sure to return to your store for other lines. Canada Steel Goods are always builders of trade.



Packing

That Reduces Selling Cost

by saving selling time in the handling—no hunting and unwrapping. C. S. G. Co. products "are there"—complete even to the screws.

3—Pair 8-inch Extra Heavy Tee Hinges.
1—No. 1056 x 6 inch Wrought Steel Chain Bolt.
1—No. 1056 x 6 inch Wrought Steel Foot Bolt.
1—No. 1240 Wrought Steel Door Latch.

This handsome, easily sold set weighs 10 lbs., and is packed 6 sets to a case.

Ask for prices.



Canada Steel Goods Co., Limited

Hamilton, Canada

If interested tear out this page and place with letters to be answered.



Would I use this Myself?

There are many dealers who buy only on this basis. Usually they are the leading dealers in the community and almost invariably they sell Plymouth Rope.

It is significant that commercial leadership and the Plymouth Rope agency are usually held by the same merchant.

Are you the leading dealer in your town?

PLYMOUTH CORDAGE CO.
North Plymouth Mass. ∴ Welland Can.

INDEPENDENT CORDAGE CO.
LIMITED
Toronto, Canada - Canadian Sales Agents

PLYMOUTH ROPE

(5-44)

If interested tear out this page and place with letters to be answered.

CANADA FOUNDRIES & FORGINGS LIMITED

QUICK SHIP NUMBER TWO

Anti-Freezing Well Pump

Lift or Force



Full Galvanized Pipe, 1½"
3½x10 Iron Cylinder

An Interesting Price

Shipment According to Name

JAMES SMART PLANT

BROCKVILLE, CANADA

If interested tear out this page and place with letters to be answered.

The Finest One-Register Furnace on the Market

Jewel Pipeless Furnace

A Successful Heating Appliance



The success is very natural, based, as it is, on exceptional merit, and following where the reliable Jewel Furnaces have already blazed the trail. The efficient Jewel Pipeless has the same splendid qualities that have made the name "Jewel" famous throughout the Dominion.

Real Serviceable Heating

is the primary requirement for homes, schools, churches and other buildings. The Jewel Pipeless gives real, serviceable heating. The Furnace has two casings, the outer casing acts as a Cold Air duct, the inner casing as a Warm Air flue.

The Duplex Register is directly over the furnace. The Outer Section is for admitting *Cold Air*, the Inner Section for delivery of *Warm Air*.

The casings can be made suitable to any cellar.

A postal request will bring full information and prices.

Manufactured by

The Burrow, Stewart & Milne Co., Limited

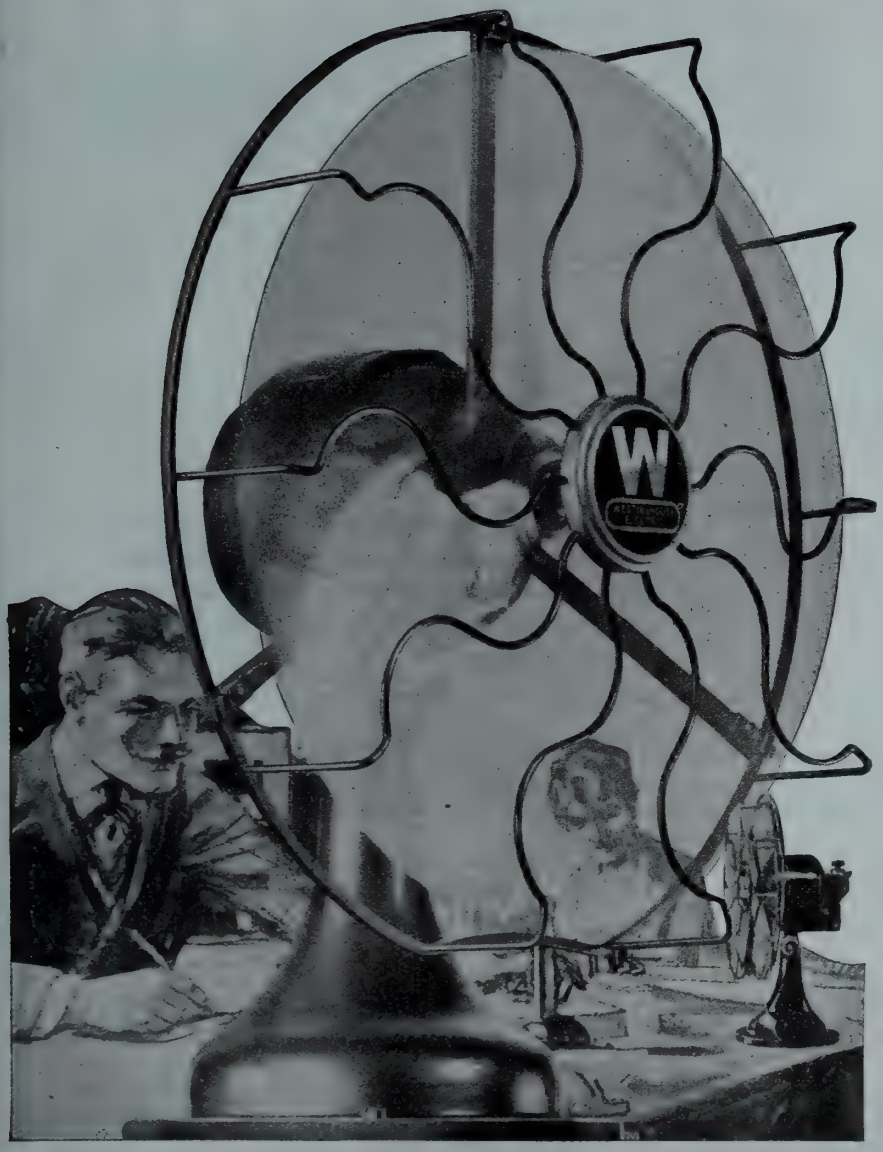
Hamilton, Canada

If interested tear out this page and place with letters to be answered.

Westinghouse

Season 1921 Electric Fans

A wise merchant will place his order for Westinghouse Electric Fans early



Do not allow yourself to be caught by the first hot spell without your stock of Westinghouse Fans, and be forced to take any inferior make that happens to be left on the jobbers' shelves.

Order early—

Westinghouse Fans are easy to sell, not only because of the superiority of workmanship embodied in them, but also because effective sales helps are at your command to aid you, and make it easy to sell Westinghouse Fans.

Canadian Westinghouse Co., Limited, Hamilton, Ont.

TORONTO—Bank of Hamilton Bldg.
HALIFAX—105 Hollis St.
CALGARY—Canada Life Bldg.

MONTREAL—10 St. Sophie Lane
TORONTO—366 Adelaide St. W.

MONTREAL—285 Beaver Hall Hill.
FT. WILLIAM—Cuthbertson Block.
VANCOUVER—Bank of Ottawa Bldg.

Repair Shops:
VANCOUVER—1090 Mainland St.

OTTAWA—Ahearn & Soper, Ltd.
WINNIPEG—158 Portage Ave. E.
EDMONTON—211 McLeod Bldg.

WINNIPEG—158 Portage Ave. E.
CALGARY—316 Third Ave. E.

CANADIAN WESTINGHOUSE

If interested tear out this page and place with letters to be answered.

Throughout the British Empire "Gutta Percha" Tires Have Won Great Favor

THESE two extracts from business letters are consonant with the expressions of more than satisfaction we are receiving from our foreign agents. You see the popularity of "Gutta Percha" is not confined to Canada, where we feel safe in saying they are the Dominion's most respected tire, but the rest of the world corroborates the home opinion.

From—
CANADIAN AGENCIES, LIMITED
Kingston, Jamaica, B.W.I.

We expect great things from the Gutta Percha Tire here owing to its increasing prosperity.

From—
THORPE & MARTIENSSEN,
Automobile Engineer,
Johannesburg, South Africa

Our present experience of your tyres tends to strongly conform our opinion that the Gutta Percha Tyre is unquestionably the best tyre in South Africa to-day.

In hot climates and cold climates; in chilly and rough countries, "Gutta Percha" Tires are "The Tires That Give Satisfaction."

GUTTA PERCHA & RUBBER, LIMITED

Head Offices and Factory: TORONTO

Branches in all Leading Cities of the Dominion

FOREIGN SELLING AGENCIES IN AUSTRALIA, NEW ZEALAND TRINIDAD
BARBADOS DEMERARA JAMAICA NEWFOUNDLAND SOUTH AFRICA

If interested tear out this page and place with letters to be answered.



Made in Canada

Retail Price:
Eastern Canada
$22
Western Canada
$23



Get Your Order in Now--Your Jobber Has

STEWART No. 9

Ball Bearing Shearing Machines

This popular machine meets the two requirements the dealer expects of the products he sells. It moves fast and easy and brings good profits. Stewart Machines attract attention by their fine appearance, arouse interest by the profitable service they give, and convince by their superior selling points.
Tell your customers the machine quickly pays for itself by getting more wool than hand blades. The owner of a Stewart Machine shears more sheep in less time than by old-fashioned hand methods. The wool is removed in one unbroken blanket, with longer and better fibre, grading higher and bringing top prices.

Another means of easy, quick and profitable sales is the Stewart No. 1 Clipping Machine for horses and cows. Clipped horses dry quickly, rest better and work more. They are safer from coughs, colds, heaves and pneumonia. Dairy officials advocate the clipping of cows all over in the spring, and on flanks, udders, and underline once a month to insure clean milk.

Order now—display well and enjoy early sales.
Your jobber sells Stewart Machines.

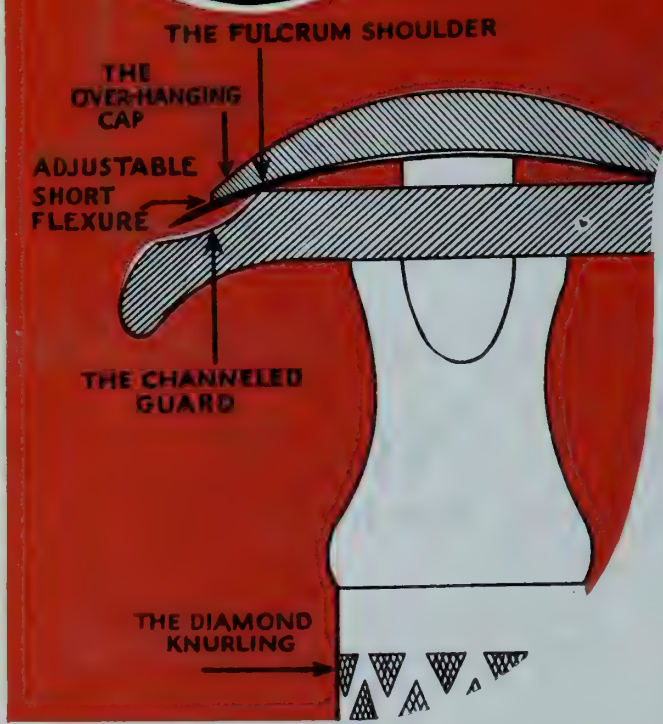
Flexible Shaft Company, Limited

349 Carlaw Avenue

Toronto, Canada

If interested tear out this page and place with letters to be answered.

Gillette



The New Improved

Patented

A unique principle in Razors—not merely a new style.
An invention of intense personal interest to every man who shaves.
Uses the well-known Standard Gillette Blades and greatly increases their effectiveness.
In utility and beauty, the new razor and the new cases surpass anything ever offered to the trade.
On sight there is a desire to own one.
It will appeal to present Gillette users as well as others—offering wonderful opportunities for greater Gillette sales.

RETAIL PRICE $5.00

Gillette Safety Razor Co.

The leading features are:

1. Fulcrum Shoulder
2. Overhanging Cap
3. Adjustable Short Flexure
4. Channeled Guard
5. Micrometric Precision

The New Improved

Gill

Triumphs Again

Gillette Safety Razor

August 31, 1920

The Fulcrum Shoulder and *Overhanging Cap* provide straight edges acting on the blade to produce an Adjustable Short Flexure, which results in a straight and extremely rigid shaving edge in all positions of adjustment.

The *Channeled Guard* underlying the adjustable blade edge enables the adjustment to be changed without sensibly altering the angle at which the razor is held in shaving, and also leaves the entire edge free to the beard while guarded from the face.

All parts are made with *Micrometric Precision* in strict conformity with measurements determined by Gillette technical experts after exhaustive research and thousands of shaving tests.

As a result of these new features, the New Improved Gillette Safety Razor is the finest shaving instrument ever produced.

The distinctive *Diamond Knurling* is used exclusively on the New Improved Gillette Safety Razor.

of Canada, Limited, Montreal, Can.

National Advertising Campaign Now Starting. Place Your Orders Early

MADE IN CANADA
TRADE Gillette MARK
KNOWN THE WORLD OVER

ette Safety Razor



Window display and Sales

One reason why Gargoyle Mobiloils bring customers

NO one questions the fact that window display helps to sell goods. Roughly there are two methods of using your window. One is to exhibit slow moving goods, the other is to display merchandise on which you can build a steady, *repeat* business.

There is no question as to which method is more productive of results. Slow moving goods are slow because there is little need for them. Goods for which there is already a demand are far quicker to attract new customers.

Hardware merchants find that cans of Gargoyle Mobiloils placed in their window invariably attract automobile owners. These motorists not only need oil, but miscellaneous hardware used around an automobile. Gargoyle Mobiloils thus help hardware dealers to build up steady customers for their slow-moving goods.

Our Chart of Recommendations has the confidence of automobile owners the world over. Hanging on your wall it shows your customers that you are competent to specify the correct grade of Gargoyle Mobiloils for every make of automobile, tractor, truck and motorcycle.

Thousands of hardware merchants have found that Gargoyle Mobiloil brings immediate profits and leads to the sale of many other items. Your business needs Gargoyle Mobiloils.

GARGOYLE

Mobiloils

A grade for each type of motor

IMPERIAL OIL LIMITED

Marketers of Gargoyle Mobiloils in Canada

Branches in All Cities

T-2604

If interested tear out this page and place with letters to be answered.

Why AutoStrop Razor Leads



AutoStrop Razors sell themselves when the salesman demonstrates them. Show the customer how the blade opens for cleaning like the leaf of a book —how the same lever that releases the blade adjusts it for close, medium or light shaving.

The Retailers Find it Their Greatest Money-Maker

WHEN a trade-marked article leads all others of its class in sales, there is a reason for such success. The article must have real merit. It must be superior. It must be backed by superior selling forces.

VALET AutoStrop Razor
—sharpens itself

is backed always by solid and effective advertising to consumers. The British, American and Canadian Magazines all carry AutoStrop Razor publicity. Nearly every newspaper throughout the Dominion tells its readers of the merits of AutoStrop Razor.

The campaign for a big year in 1921 has begun. The advertising appropriation is Big. The plan for selling helps is Big. The record sales of 1920 will be exceeded, because the whole marketing plan is Big. The dealers' profits will be Big.

Advertising is a necessity. Good advertising is effective. But this year's good Advertising will be backed with window displays, booklets, demonstrations and a score of other efforts to help the dealer keep the AutoStrop Razor where it belongs—IN THE LEAD.

577

Publications in Canada carried the Valet AutoStrop Razor Advertisements in 1920

There will be no let-up in 1921. The accumulated impulse of ten years of steady advertising is not enough. New Ideas in publicity have been prepared. The story of the AutoStrop Razor will be told again to every intelligent Canadian reader. Yes—it will be told again and again.

AutoStrop Safety Razor Co., Limited

Toronto, Canada

If interested tear out this page and place with letters to be answered.



Link Your Store With Hundreds of Homes

EVERY time you place a Miss Simplicity you render a service which will develop business. Every member of the family becomes a regular customer, because of the happiness and pleasure in which they all share through Miss Simplicity. All friends of the family, too, will become live prospects for you.

The reason is simple. Miss Simplicity is an electric washer that fills a big need in the home. Built on liberal lines, made of the finest materials, mechanically perfect, and yet so simple, it appeals instantly and almost sells itself. The actual savings in laundry and doctor's bills made in a single year by Miss Simplicity will more than cover the cost.

This is profitable service to render customers because it creates good will upon which you can capitalize for years. Besides, Miss Simplicity gives you a handsome profit on every sale, while you are protected by our liberal guarantee with every machine.

Miss Simplicity offers the means to link your store with positively hundreds of homes—every home around you that is wired for electric light. Let us get together for better business. Send for our dealer proposition.



We are prepared to assist dealers with attractive advertising material. Full particulars will be sent with our offer.

W. A. KRIBS COMPANY LIMITED
Hespeler, Ontario

Western Distributors:
Great West Electric Company, LIMITED
WINNIPEG, MAN.

Quebec Distributors:
Northern Electric Company, LIMITED
MONTREAL, P.Q.

If interested tear out this page and place with letters to be answered.

National ELECTRIC

The Demand for

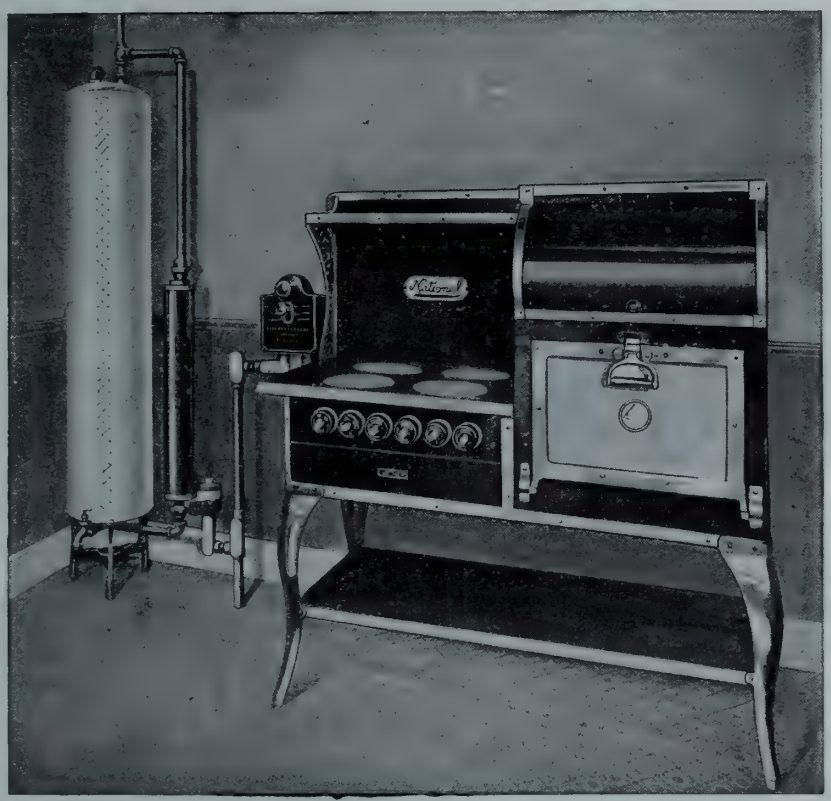
NATIONAL Electric

Ranges, Water Heaters and Hot Plates, etc., is increasing daily.

HAVE YOU THESE APPLIANCES ON YOUR FLOOR?

It is easy to make sales when you can deliver from your own stock.

"SELLING WILL SELL"



Place Your Order Now

The National Electric Heating Co., Limited

TORONTO CANADA

112 Crescent St., MONTREAL, QUE.

702 Confederation Life Bldg., WINNIPEG, MAN.

627 Vancouver Block, VANCOUVER, B.C.



One Burner Hot Plate — Cat. No. 300



Two Burner Hot Plate — Cat. No. 310

If interested tear out this page and place with letters to be answered.







Tool Makers' V Blocks

They are indispensable for toolmakers holding small work.

Their general usefulness makes them a big seller.

Automatic Centre Punches

A practical tool for practical men and practical dealers — carrying the prestige that accompanies the Brown & Sharpe line of Quality Tools.

Vernier Calipers

The Vernier Caliper is perfectly balanced, easily adjusted and suitable for taking inside or outside measurements.

It is a modern tool that finds favor with the modern mechanics.

Send for Catalog 28.

BROWN & SHARPE MFG. CO.
PROVIDENCE, R.I., U.S.A.

BROWN & SHARPE
MACHINISTS' TOOLS

If interested tear out this page and place with letters to be answered.

A Style and Size of Wood Cook for Every Need

Spring is here, the warm weather is getting nearer, the annual housecleaning is at hand and incidentally the large, cumbersome range has to be moved from the winter to the summer kitchen. To meet such an emergency



NOW IS THE TIME

for the DEALER to have on hand a suitable stove,—a stove that would suggest itself to your customer as the very thing they require for their summer kitchen.

Below are a few suggestions for permanent fixtures for the Summer Kitchen or Summer Camp.

The Favorite Warrior

A low-priced Cast Wood Cook Stove of Modern Construction and Design, and Guaranteed to be a Perfect Worker.

Size of Oven, 18x21x12 inches.
Size of Square Top, 24x27.
Size with Reservoir, 24x37.

Length of Wood, 23 inches; Feed Door, 6x7. The Galvanized Reservoir is easily attached or detached and can be changed to a Square Stove in a few seconds.



The Gleaner

A cheap Steel Coal or Wood Cook well put together, neat in appearance and is also especially adapted for Summer Camps or Summer Kitchens.

The Galvanized Reservoir can be detached without the removal of a bolt.

Made in two sizes, Length of Wood 19″. Size of Ovens, 14 x 19 x 10 and 16 x 19 x 10.

For Coal Only, For Wood Only or Both Coal and Wood.



The New Diamond

A large and substantial Stove of ample proportions with an Extra Large Firebox and Top, and is sold at a Moderate Price.

Size of Oven, 22x23x15 inches.
Size of Square Top, 30x31.
Size with Reservoir, 30x45.
Length of Wood, 28 inches.
Size of Feed Door, 7x8.

We always carry a complete line of Wood Cooks in stock, and your orders or enquiries will receive our most prompt attention.

FINDLAY BROS. CO., LIMITED

CARLETON PLACE, ONT.

Alberta Distributors: **REVILLON WHOLESALE LIMITED, EDMONTON, ALBERTA**

If interested tear out this page and place with letters to be answered.

LION BRAND CORDAGE

Established 1825

Standard For Nearly a Century

The splendid service in use of Consumers Cordage and its advantage of selling easily and profitably for the merchant have been thoroughly tested and proven in nearly a century of use.

It is unnecessary to point out to the merchant the tremendous value to him in the long-established record behind Consumers Cordage products.

For nearly a century they have sold well, satisfied customers and brought good profits—does that suit your case?



Blue Ribbon Binder Twine

Blue Ribbon Binder Twine is the Farmers' Favorite; a beautiful, uniform product that convinces as soon as examined. It is free from knots, bunches, or other defects, and feeds through the machine freely and surely. Blue Ribbon Binder Twine runs 650 feet per pound; Red Cap runs 600 feet per pound; Tiger 550 feet per pound; Standard 500 feet per pound. Length, strength and yardage of them all is guaranteed. Isn't this about what you want your customers to have?

Made by Men That Use Canadian Farm Produce

Consumers Cordage Company, Limited

Montreal and Halifax

Branches at ST. JOHN, N.B. and TORONTO, ONT.

Agents and Stocks: TEES & PERSSE, LIMITED, Winnipeg, Regina, Saskatoon, Moose Jaw, Calgary, Edmonton and Fort William. JAS. BISSET & CO., Quebec. MACGOWAN & CO., Vancouver.

If interested tear out this page and place with letters to be answered.

An Announcement to the Trade

We beg to advise that the assets of the Brantford Branch of The McCLARY Manufacturing Company, formerly The Wm. Buck Stove Co., have been taken over by the HAPPY THOUGHT Foundry Company, Limited, who will co-operate with Happy Thought Dealers for their greater mutual benefit.

Our object will be to maintain the high standard of excellence which HAPPY THOUGHT Ranges have always displayed and at the same time we hope to improve the service and from time to time make such additions to the line both in stoves and furnaces as the trade demands.

We trust to receive a liberal share of your patronage, and assure you that at all times your orders will have the best possible attention that we are able to give them.

The Happy Thought Foundry Company, Limited

Brantford **Canada**

Manufacturers of the

Happy Thought line of Ranges, Heaters and Furnaces

Further announcement in next week's issue of this publication.

If interested tear out this page and place with letters to be answered.

Why Don't You Save Too!

"We figured that after the installation had been in three or four months it had more than saved its entire cost."

So writes a prominent user of Bowser Oil Storage. Their equipment has been in use thirteen years with no operating troubles or upkeep cost.



BOWSER
Battery Storage System
Fig. 109

If you are not using Bowser Storage Systems for your oils you are losing money every day.

BOWSER ESTABLISHED 1885

Systems Do Save

You can save the Bowser Way. Our literature shows how. Write for it at once.

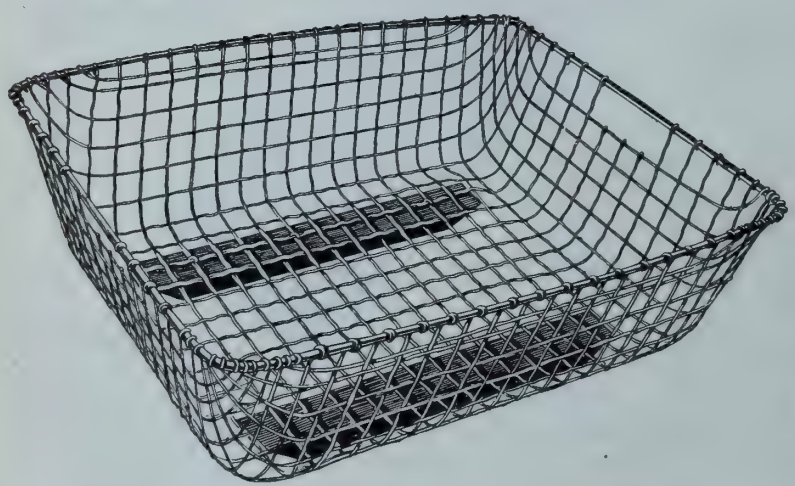
S. F. BOWSER COMPANY, Limited
66-68 Fraser Ave., TORONTO
Sales Offices In All Centres Representatives Everywhere

LONDON
32 Victoria St. S.W. 1
HAVANA
Lonja del Comercio 427
PARIS
5 Rue Denis-Poisson
SYDNEY
6 Castlereagh Street

Grocery or Butcher Wire Basket

For Display, Delivery, Storage Purposes, etc.

Size 20" x 14½" x 7".



This is an example of the line of remarkably handy products of the Macdonald Wire Goods Company.

This sturdy, good-looking basket can be sold to merchants in the grocery and butcher trades for display or delivery purposes. It is very useful for storage of small parts in the factories, etc.

The prospective field for sales is so wide and varied that this handy wire basket, like the other Macdonald Wire Goods Products, has a large and profitable volume of sales. A trial order is the best proof. Write to-day.

Stocked in Montreal by
Harold E. Smith Sales Company
130 Craig St. West

Other Specialties: WASTE BASKETS, DESK TRAYS, RAT TRAPS, JOB WORK and TINNING.

Macdonald
Wire Goods Company
DRUMMONDVILLE, QUE.

If interested tear out this page and place with letters to be answered.



THE NEW IDEA PIPELESS FURNACE

There are many people in your town who would instal a "New Idea Pipeless Furnace" in their home if you pointed out its many advantages. The New Idea Pipeless Furnace, as the name implies, has no pipes, no bulky cold air returns. Floors and walls need not be torn up, and no cellar is too small to accommodate it. Made in three sizes, 518C, 520C, 524C, and designed to suit all heating requirements.

The New Idea Pipeless Furnace is not only suitable for the home, but is the cleanest, cheapest and most efficient way to heat the average store, church, school house, or town hall.

Write us for Pamphlet which fully describes and illustrates this wonderful heating plant.

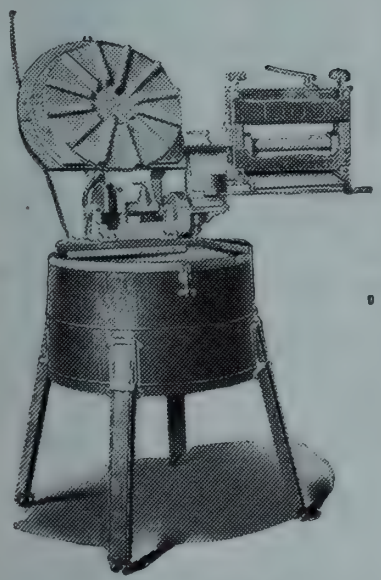
We also manufacture the famous New Idea Pipe Furnace, Souvenir Stoves and Ranges, and a complete line of builders' hardware.

THE HAMILTON STOVE & HEATER CO., LIMITED
SUCCESSORS TO
GURNEY, TILDEN & CO., LIMITED, HAMILTON, ONT.
VANCOUVER. WINNIPEG. MONTREAL.

"SEVENTY-FIVE YEARS OF SUCCESSFUL MANUFACTURING"

Montreal Representative: Mr. Charles Nicoll, 614 Aylmer St., Montreal. Vancouver: 1073 Hamilton St., Vancouver, B.C.
Winnipeg: 134½ Higgins Ave., Winnipeg, Man.

Money-Making Opportunities like this do not come to you every day



1900
Wood Tub
Electric Washer

WHILE our "1900" Cataract is the leader of the "1900" line, merchants handling our Washers find it a fine thing to be able to offer a lower priced machine that is also operated by electricity.

The "1900" Wood Tub Electric is one they can strongly recommend to those not feeling able to pay the price of the "Cataract."

The design of our Wood Tub Electric Washer is up-to-date; and its washing action far superior to that of the "dolly" type. The tub is of Virginia Cedar—which we know to be superior to any other wood for Washing Machines—a fact on which we have satisfied ourselves, as the result of 20 years' experience in making the leading hand-operated machine, the "1900 Gravity."

The "1900" Wood Tub Electric is very durable—all the materials used being of a quality in keeping with the tub itself; and it is equipped with a reliable "swing" wringer.

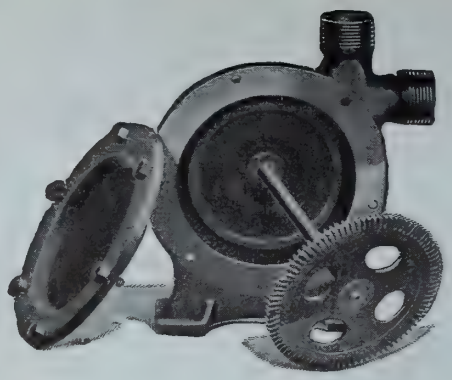
This machine offers every chance for quick turnover and good profit.

It is but one of five types of Washers that we make—a quality line throughout; and embracing every type of machine that will successfully wash clothes.

Write for particulars.

Nineteen Hundred Washer Company
357 Yonge Street, Toronto

If interested tear out this page and place with letters to be answered.



This Is The Pump

When looking at the usual Water System, you have been used to seeing a great big tank, with a complication of wheels and gears and belts and springs close by.

When looking at the Westco Water System, you can look for them, but as they do not exist, you cannot find them.

The

Westco

Tankless Water System

is so efficient because its construction is so simple and its action is so direct.

The **only moving part** is the impeller. This revolves free in the water channel, and therefore is practically wearproof.

The Westco Tankless Water System is one of the best, most profitable lines ever handled by a dealer.

The new systems going on the market are fitted with an

All-Bronze Pump

New Westco Two-Pole Pressure Switch

Write us for particulars as to our Dealer Co-operative Plan, etc.

Westco Pumps, Limited
707 Yonge Street
Toronto

Wrico

Dairy Tinwares



Dairy Strainer Pails
Standard Dairy Pails
Sanitary Milking Pails
Railroad Cans
Cream Cans
Factory Cans
Milk Cans
Strainers for Milk Cans

All these lines are made up to the **Wrico** *standard of quality.*

Look over your stock of Dairy goods and write us for prices on the **Wrico** *line.*

E. T. WRIGHT CO., LIMITED
HAMILTON, CANADA



The Sign of Quality



The Sign of Quality

Stag and Beaver Brands of

Fishing Tackle

denote sheer unrivalled excellence and dependability, with supreme quality and lasting service.

These famous brands of tackle should be in every tackle display.

We have the only regular department for expert repair of fishing rods in Canada.

Allcock, Laight & Westwood Co.
LIMITED

Established 1800
70 King Street West, Toronto

If interested tear out this page and place with letters to be answered.

Sales Built on Confidence

Morrison Gauges



include gauges for every conceivable purpose — for indicating or recording:—pressure, temperature, altitude, revolutions, etc.

These well-known, reliable gauges sell well because they are regarded by mechanical men as standard.

There is hardly a requirement for gauges that you cannot supply with Morrison Gauges. With the Morrison line you can make a sale out of inquiries.

James Morrison Brass Mfg. Co., Ltd.

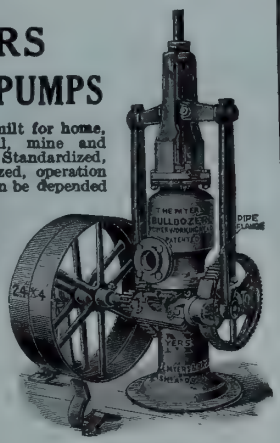
93-97 Adelaide Street West, Toronto

Write to-day for catalogue of the reliable Morrison products. It will pay you to stock and sell the famous Morrison line.

MYERS POWER PUMPS

Are designed and built for home, farm, factory, mill, mine and similar services. Standardized, simplified, modernized, operation and power, they can be depended upon for uniform and lasting service. Many styles and sizes meet capacity requirements. Operation any power.

Get our catalog and prices.



F.E. Myers & Bro.
ASHLAND
OHIO

NOVA SCOTIA STEEL & COAL CO., Limited
NEW GLASGOW, N.S.

Manufacturers of

FERRONA PIG IRON

and SIEMENS-MARTIN

OPEN HEARTH STEEL

KEEP CANADA PROSPEROUS

If the Canadian people will demand goods made in Canada, there can be only one result: A PROSPEROUS CANADA.

LONDON BAR IRON

Made in Canada for the last eighteen years, has earned a reputation

FOR QUALITY THAT SATISFIES

Send In Your Order Now

London Rolling Mills Co.
LIMITED
LONDON, CANADA

Sales Agents: Manitoba, Bissett & Webb, Ltd., Winnipeg; British Columbia, McPherson & Teetzell, Vancouver.

If interested tear out this page and place with letters to be answered.



is for Easy—the Way They Sell

Premax embossed letters and figures close sales quickly. Their quality and finish give lasting satisfaction and create consumer confidence in your store. Sell every new storekeeper the letters and figures for his name and number. They come in 8 sizes and 7 finishes, in aluminum and brass.

107

Our catalogue No. 25 describes other profitable Premax products. Send for it.

Niagara Metal Stamping Corporation

Division M. NIAGARA FALLS, N.Y.

Western Canadian Sales Agent:
D. A. McDonald, 141 Bannatyne Ave., Winnipeg, Canada.

Cut it 50%

IT CAN BE DONE

Look at our 1920 record and be convinced—

Premium income	$3,600,000.00
Losses paid	810,000.00
Dividends to policyholders	1,180,000.00

In addition to the above there was added to the surplus fund $700,000.00, making our net cash surplus $1,900,000.00.

If you are buying fire insurance from any other source you are paying more than is necessary and more than you should.

For the past thirteen years our Hardware Companies have supplied A1 protection at one-half the usual cost.

Write to-day for explanatory folders.

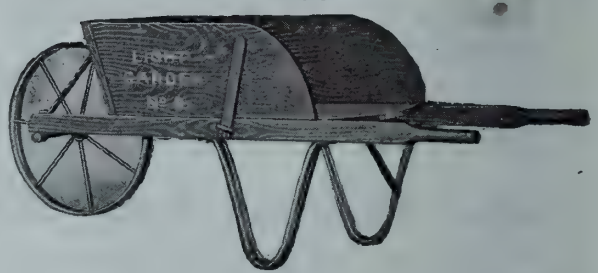
THE CANADIAN HARDWARE & IMPLEMENT UNDERWRITERS

Confederation Life Bldg. Winnipeg

Duly licensed in Ontario, Manitoba, Alberta and Saskatchewan

Garden Barrows Ready to Ship

No. 9



Strong, durable, steel legs—steel front corners. Weight 50 lbs., but stronger than many weighing half as much again.

No. 1



Boys' lightweight (30 lbs.). Not a toy, but a durable working Garden Barrow.

Write for prices.

MAXWELLS LIMITED, St. Marys, Ont.



Sharp Tools an Aid to Piety

Sharp tools are necessary for good work. Lots of impatience, bungling work and perhaps—profanity—could be prevented if tools were kept sharp.

Why let your customers go without sharp tools or borrow their neighbor's grindstone when they can buy one of their own for a few dollars?

"Grind your axe in the morning"
Do it on your own "CLEVELAND"

THE CLEVELAND STONE COMPANY - Cleveland, Ohio

If interested tear out this page and place with letters to be answered.

An Axe is as Strong as its Handle

STILL'S

—will give you a stronger working tool, for **STILL'S HANDLES** are made from the best of Canadian Woods.

The sale of

STILL'S HANDLES

far exceeds all other makes.

There's a reason.

Axe, Pick, Sledge and Hammer Handles, Cant Hook and Peavie Handles.

It pays to sell **STILL'S.**

J. H. Still Mfg. Company
ST. THOMAS -:- ONTARIO

WHY EXPERIMENT ?
WE DID IT FOR YOU YEARS AGO



IMPERIAL GENUINE



For Heavy Engines and Extraordinary Hard Work

HARRIS HEAVY PRESSURE

THE COPPER COATED CAKE

For Donkey Engines, Saw Carriages, Small Motors, Transmission Line Shafting and all steady heavy pressure duty.



Matchless

Suitable For Slow-Moving Bearings

Write For Prices

THE CANADA METAL CO., LIMITED
TORONTO HAMILTON MONTREAL
WINNIPEG VANCOUVER

"Hercules" Sash Cord

The reputation of this brand has been thoroughly established in the Canadian market for the last eighteen years. It compares in quality with the best imported brands, but is sold at a considerably lower price and can be safely recommended for any job.

All wholesale hardware dealers carry "Hercules" Sash Cord and can fill orders promptly.

Manufactured in Canada

Garland Guaranteed Products
(Made in Canada)



PROTEX ON FELT

PROTEX

A Protex roof is a continuous, one piece, plastic layer without a lap joint, seam or nail in it. Protex is a Plastic Asbestos Compound applied with a trowel and is guaranteed for ten years. Protex specifications do not require the tearing off of the old roof — instead we use it as a foundation.



SUPERCOTE ON TIN

SUPERCOTE

Supercote is a Semi-liquid Asbestos Roof Coating particularly made for protecting, preserving and waterproofing irregular, uneven surfaces such as Gravel and Corrugated Iron Roofs, but it can be used just as well, with the same satisfactory results on all other roofs such as Paper, Composition and Metal.

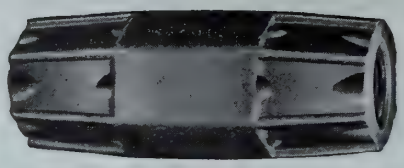
Also ask for circulars on Roof Paints, Industrial Paints, Concrete Floor Hardeners, Hot Surface Paints, etc.

Distributed by

D. J. LADD & COMPANY
WINNIPEG, CANADA

If interested tear out this page and place with letters to be answered.

Welded Steel



Demon Grip Pump Rod Coupling

Hardware dealers in rural districts will find Demon Grip Welded Steel Pump Rod Couplings easy to sell, when they explain the following superior features to their prospects:

Made of Steel—same as the rod.
Hot Forged—perfect hex.
Welded—makes solid job.
Strongest—over three times as strong as a malleable.
Packing—twenty-five in a box to go on your shelf.
Novel — the above advantages make a novelty of a very staple article. The DEMON GRIP cannot help attracting attention.

Manufactured by

Edward E. Johnson, Inc.

2304 Long Avenue
St. Paul - Minn.

MADE IN CANADA

Blacksmiths' Boiler Makers' Machinists' AND Pipe Fitters' Tools

Write for Catalogue

A. B. Jardine & Co.
LIMITED
HESPELER, ONT.



More Profitable Lines for the Hardware Dealer



Our products earn maximum profits for the dealer. A trial order will convince you of their great sales-producing qualities.

We manufacture—

Iron, Copper and Brass Rivets
Small Washers and Burrs
Wire Nails
Countersunk Clout Nails
Escutcheon Pins (Brass and Steel)
Tubular and Bifurcated Rivets
Copper and Steel Boat and Canoe Nails, Etc.



The Parmenter & Bulloch Co., Ltd.
GANANOQUE, ONTARIO

John R. Anderson, 36 Dizier St., Montreal. E. Fielding & Son, 9 Front St. East, Toronto. David Philip, 138 Portage Ave. East, Winnipeg. W. O. Webster, 1220 Hamilton St., Vancouver.

BALE TIES

Prevent Broken Bales And Commercial Loss With Laidlaw

Laidlaw Bale-Ties have had a long and thorough test, resulting in their general choice by buyers throughout the Dominion—in fact throughout the world.

Laidlaw Bale-Ties mean prevention of broken bales and severe commercial loss. Laidlaw Bale-Ties are superior in material, design and manufacture.

The Laidlaw Bale-Tie Company
Limited
Hamilton, Canada

Agencies:

Norman Jessiman, Vancouver, B.C.
A. T. Diggins, Toronto, Ont.
Harry F. Moulden & Son Winnipeg, Man.
H. E. O. Bull, Montreal, Que.
M. Bryan, 24 Aldgate, London, Eng.

If interested tear out this page and place with letters to be answered.

Water  Pails

(Seamless)

The outstanding features of the Davidson article are quality of workmanship and superior finish. Davidson's pails embrace a very full line, being obtainable in "Colonial," "Premier" and White Enamelled Ware. They are made in five sizes—8 to 16 quarts.

The ears are strong and sturdy, electrically welded. Handles of tinned wire with wooden grips.

Information and prices furnished on request.

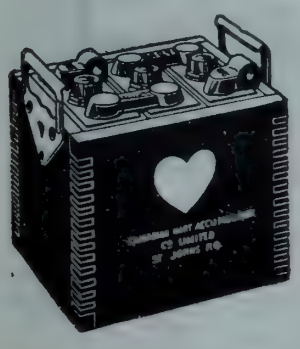
The Thos. Davidson Mfg. Co. Limited

DAVIDSON

Head Office : Montreal
Branches: Toronto and Winnipeg
Steel Foundry Division : Lachine Canal, Turcot

The Hardware Man Who Handles Auto Accessories Should Write for Our New Catalog

A handy, up-to-date catalogue with prices, that every dealer should have on hand. Liberal terms and discounts. We ship all goods same day order is received.

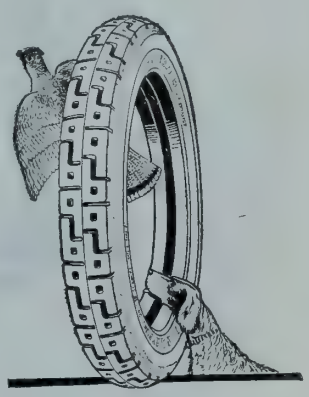


Batteries and Battery Service

Besides being headquarters for the famous Hart Battery, we maintain a repair department in charge of experts, where work on all batteries is done at moderate charge, leaving generous margin of profit for the dealer.

Tires and Vulcanizing Service

We are special distributors for the Partridge Tire. We also have a Vulcanizing and repair department, where we do work for the trade at a low charge. Estimates given; satisfaction guaranteed. Express your tires prepaid to us for any work you have.



Samuel Trees & Co., Limited

Manufacturers and Jobbers of Automobile Accessories
42 Wellington Street East, Toronto
Winnipeg Branch: Trees, Spriggs Co., Ltd., Ross Ave., Winnipeg

If interested tear out this page and place with letters to be answered.

Challenge Brand Grass Shears



give the greatest satisfaction because they are made of the highest grade carbon cutlery steel.

And, because of their satisfactory service, they create a good-will that helps to sell other tools and implements. There is an unqualified guarantee back of every pair.

Prices and discounts on request.

Wiebusch & Hilger, Ltd.

Sales Representatives

106-110 Lafayette Street, New York

Canadian Selling Agent:

Jas. Gerard Kerr, 411 St. Nicholas Bldg., Montreal



"GOVERNOR" BLOW LAMPS *and* STOVES



This is one of them, viz.: our No. 1916. Capacity: 5 Pints. Solid Steel Body. No seamed or welded joints.

Prices obtainable through Jobbers or our Representatives:
Wm. Drysdale, 307 Coristine, Montreal.
N. Jessiman, 505 Hastings Bldgs., West Vancouver.

We are now supplying THE "GOVERNOR" STOVE, Silent or Roarer Burner, every part interchangeable with the original Swedish.

THE OLDEST BRITISH BRAND of Continental Patterns, and THE ONE ADOPTED BY THE WAR OFFICE FOR OTHERS TO COPY when war requirements exceeded our output.

The MOST COMPLETE VARIETY of Patterns and Sizes for Plumbers, Painters, Shipyards, Engine-starting.

JOHN SHAW & SONS (Wolverhampton) Ltd., WOLVERHAMPTON, ENGLAND

If interested tear out this page and place with letters to be answered.

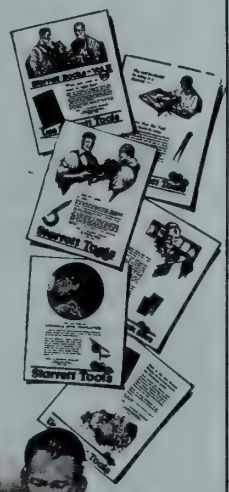
We tell 'em---
You sell 'em!

In the shops and factories and building operations of the country, two generations of America's finest mechanics are teaching the younger men to know Starrett Tools, and to demand them.

And in the publications that mechanics read, Starrett advertising month in and month out steadily hammers home the story of Starrett Tool quality and service.

Starrett Tool advertisements and Starrett Tool users are helping Starrett dealers everywhere to make sales—and more sales.

We tell 'em—you sell 'em. Look over the new Starrett catalog, No. 22 "M. A.," and stock up.



The L. S. Starrett Co.

The World's Greatest Toolmakers

Manufacturers of Hack Saws Unexcelled

ATHOL, MASS.



42-166

Sell Starrett Tools

Three Special Reasons Why You Should Order Your FREEZERS Now



(1) We can ship more promptly now than when the big demand is on.

(2) Transportation is better now.

(3) Hot weather is sure to come. So will the rush for Freezers, all along the line, from user to dealer,—to jobber,—to us. But we cannot supply every demand promptly the last minute. Be wise in time, get your stock now while the getting is good. Be ready to supply your customers the moment they are in a humor to buy. If you hesitate now you may lose later. We venture to guess that your stock is low, so there is every good business reason why you should prepare in time. Place your order with your jobber now—you cannot lose.





North Bros. Mfg. Co.

PHILADELPHIA - PA.

If interested tear out this page and place with letters to be answered.

Maple Leaf Saws



Premier Cross Cut Saw

Built for Service

A high quality saw that will meet with approval of your customers wherever displayed. Maple Leaf Saws are the Standard of Canada, both in service to the consumer and sales to the dealer.

The fastest cutting Saw made. It has held the record for over 30 years.

Shurly-Dietrich Co.
LIMITED
GALT CANADA

Buy saws made by an all Canadian firm and all Canadian workmen.

TRADE GM MARK

Roofing and Building Papers That Continually Boost Your Store

Building Papers, Tarred Felt, Sheathings and Tar Products, and Wrapping Paper of all kinds that give service in use, reflecting credit on the dealer and inspiring confidence in all the lines he sells—that's the McArthur line.

Drop us a line for an interesting little booklet on Roofing Materials. It will tell you of each one of our lines—reasons why they sell, and serve the consumer so that you hold his future trade.

We cannot tell of all the lines here, but, for instance, "Black Diamond" Tarred Felt is pure wool tarred roofing felt, from selected woollen rags saturated with pure coal tar, producing the most durable roofing felt possible to make.

Ask for Literature

Alex. McArthur & Co., Ltd.
Established 1879
82 McGill Street Montreal, Canada

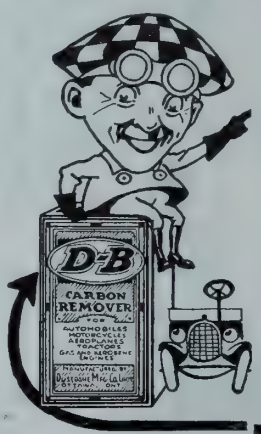
Look! Mr. Dealer—

Have you heard about our extensive Advertising Campaign and our exceptional sales proposition which we offer you on

D-B CARBON REMOVER

Every motorist will know about it, and will ask you for it. Why? Because it costs them nothing.

This is our plan—We want you to give **D-B Carbon Remover** to your customers on trial. If it does not prove satisfactory they are to return it and it costs them nothing. No! you don't lose the sale, because—WE GUARANTEE TO PAY YOU FOR EVERY CAN THAT IS RETURNED TO YOU IN THIS MANNER.



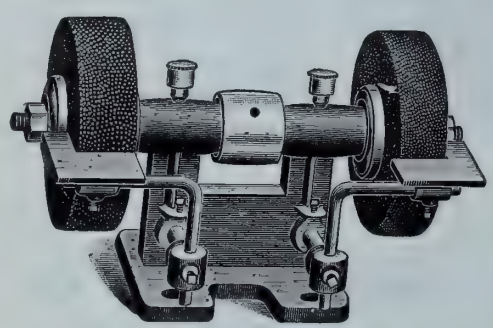
Therefore, you are certain of your profits—and good profits they are, too!—when you stock **D-B Carbon Remover.**

"We have confidence in our product.

AUTO JACK says:

D-B Carbon Remover makes a "clean sweep" of 90% of your engine troubles. It is not injurious to the metal; does not cut compression.

The Dustbane Mfg. Co.
LIMITED
Ottawa, Ontario



Perfection Grinder
No. 80

PERFECTION BELT DRIVE GRINDER No. 80 is designed for small machine shops, garages, and farmers having power, either gasoline or electric. It is fitted with two 6x1¼x1-inch wheels, one fine and one coarse (other sizes up to 7 inches can be used).

Frame is 7 inches high. Arbor 13 inches long. Pulley 3x2 inches, operated by belt, either direct from gasoline engine or line shaft. Has babbitted bearings.

Canadian Representative: T. MORTIMER, 64 Wellington St. W., Toronto

Star Specialty Manufacturing Company
227-233 West Erie Street Chicago, Illinois

If interested tear out this page and place with letters to be answered.

McDougall

"Built for Service"

PUMPS

Pitcher Pumps
Open and Closed Spouts

Well Pumps
Lift and Force

Power Pumps
For Gas, Electric and Other Power

Electric House Pumps
For Pressure and Open Tanks

Diaphragm Pumps
Bottom or Side Suction
Suitable Hose Carried in Stock

House Force Pumps
On Base or Plank
Attractively Finished for House Use

Spray Pumps
With and Without Agitator

Thresher Tank Pumps
Fulcrum or Cog Gear Handle

Hydraulic Rams
Pipe and Fittings Carried in Stock

Drive Well Points
Brass Jacket or Washer
Strainers and Fittings
Foot and Check Valves, Etc.

We can ship any quantity immediately from stock.

Write for Circulars, Catalogues and Price Lists

The R. McDougall Co.,
Limited
Galt - Canada



The Files They Ask For

File users ask for our files, because these five brands are the standard of file quality — have been for over fifty years.

Therefore no selling effort is required. Your stock turns over easily and steadily, and you can count on a regular profit.

Specify one of these brands when ordering:

KEARNEY & FOOT
GREAT WESTERN
AMERICAN
ARCADE
GLOBE

FILES AND RASPS

We carry large reserves, so you can restock quickly from your jobber

Made in Canada by

Nicholson File Company

Port Hope, Ontario

If interested tear out this page and place with letters to be answered.

STANLEY
NAIL HAMMERS



Illustrating No. 12. Curved claw, bell face, round neck, and poll. Weight 16 ounces. Thirteen inches over all.

No. 12 is also made in 5, 7, 10, 13 and 20 ounce weights.

THE hammer is the carpenter's pal. He takes more care in selecting his hammer and also more pride in ownership in a good hammer than any other carpenter tool, because it's his every-day companion.

Stanley Nail Hammers are made of a special steel, carefully forged, hardened and tempered. The handles are of selected second growth white hickory, painstakingly manufactured and uniform in design.

Have some of the Stanley Nail Hammer folders on your counter when your carpenter customer calls.

OUR NEW TRADE MARK

STANLEY S.W.

THE STANLEY RULE & LEVEL PLANT.
THE STANLEY WORKS
NEW BRITAIN, CONN. U.S.A.

Canadian Representative:
A. MacFARLANE & CO., - Coristine Bldg., Montreal



How is your supply of No. 34 Catalogs?

If interested tear out this page and place with letters to be answered.

The Only Weekly Hardware Paper in Canada

Member Audit Bureau of Circulations *Member Associated Business Papers*

Hardware and Metal

CANADA'S NATIONAL HARDWARE WEEKLY

Vol. XXXVII. TORONTO, APRIL 23, 1921 No. 17

Unwarranted Abuse for Tinsmiths 35
Independent Mills Booking Orders 36
Planning Sixth Annual Bicycle Week 37-38
An "Annual Spring Hardware Opening" 39
Editorial Comment 40
Scheme to Interest Hardware Trade 41
News of Western Canada 42
Grouping Household Hardware Lines 43
Events in the Trade 44-45
Hardware Letter Box 46
Twenty Years Ago—Gillette Co. Announces Adjustment Plan 47
New Hardware Goods 48
Weekly Market Reports, Montreal, Toronto, London, Winnipeg and Pittsburgh 49-55
Gives Important Facts About Painting 58
Considerable Delay in Paint Shipments 62
Weekly Paint Markets 64-66

The MacLean Publishing Company, Limited

JOHN BAYNE MACLEAN, President. H. T. HUNTER, Vice-President.
H. V. TYRRELL, General Manager.

Publishers of Hardware and Metal, The Financial Post, MacLean's Magazine, Farmers' Magazine, Canadian Grocer, Dry Goods Review, Men's Wear Review, Printer and Publisher, Bookseller and Stationer, Canadian Machinery and Manufacturing News, Power House, Sanitary Engineer, Canadian Foundryman, Marine Engineering of Canada, Canadian Motor, Tractor and Implement Trade Journal, Druggists' Weekly.

Cable Address, Macpubco, Toronto; Atabek, London, Eng.

ESTABLISHED 1887.

HARDWARE AND METAL

GEO. D. DAVIS, Manager.

CHIEF OFFICES:

CANADA—Montreal, Southam Bldg., 128 Bleury St., Phone Plateau 946. Toronto, 143-153 University Ave., Telephone Adel. 5740; Winnipeg, 901 Confederation Life Bldg., Telephone Main 3449. Vancouver, 314 Carter-Cotton Building, 198 Hastings St. West.

GREAT BRITAIN—London, The MacLean Company of Great Britain, Limited, 88 Fleet Street, E.C., E. J. Dodd, Director, Telephone Central 12960. Cable Address: Atabek, London, England.

UNITED STATES—New York, A. R. Lowe, Room 1606, St. James Building 1133 Broadway (corner 26th St.), Telephone Watkins 5869; Boston, C. L. Morton, Room 734, Old South Building, Telephone Main 1024; Chicago, H. A. Maguire, 405-6 Transportation Bldg., 608 So. Dearborn St., Telephone Wabash 9430.

SUBSCRIPTION PRICE—Canada, $4 a year; Great Britain, South Africa and West Indies, 16s. 6d. a year; United States, $4.50 a year; other countries, $5 a year. Invariably in advance.

Appliances You Can Sell With Confidence

THE retail merchant who succeeds in winning the confidence of a fair-sized group of customers has taken a long step toward a comfortable business success.

The secret is—the wares the dealer handles. If his wares be all that the public expects, and worth the money spent on them, that dealer—provided he has shrewd business ability and a good merchandising system—is practically sure of eventual success.

In the electrical appliance trade the New Canadian Beauty line is helping many a dealer to quick and sure success, because the New Canadian Beauty line is a ***quality line*** from beginning to end.

Electrical Appliance dealers have found that the New Canadian Beauty line is one that can be sold with every degree of confidence. They back our absolute guarantee with their own sincerest recommendation—***a thing they would not dare risk unless they knew for certain that New Canadian Beauty Irons, Toasters, Grills, Stoves, Percolators, etc., were dependable, and bound to give the service expected.***

The New Canadian Beauty line makes a beautiful window display. Our new window cards are artistic and effective. Our national advertising, to be launched shortly, is especially forceful. Our discount plan is sound and liberal in your interests.

Write to-night for our proposition.

RENFREW ELECTRIC PRODUCTS, LIMITED

Head Office and Works: Renfrew, Ontario

29 Richmond St. West, Toronto, Ont. **803 Lindsay Building, Winnipeg, Man.**

The New
Canadian Beauty
Electrical Appliances



If interested tear out this page and place with letters to be answered.

Canada's National Hardware Weekly

Hardware and Metal

Published Every Saturday Since 1888

Vol. XXXIII. TORONTO, APRIL 23, 1921 No. 17

Unwarranted Abuse of Tinsmiths

Inland Revenue Inspectors Threaten Tinsmiths Who Do Not Take Out Manufacturers' License and Make Returns of Sales Tax—High Official of Department at Ottawa Says Tinsmiths Not Liable as Manufacturers Pending Test Case—Some Technical Points Explained

Ottawa, April 21—"Where tinsmiths are selling to consumers they are not asked to collect and pay to the Government the manufacturers' tax until the test case against Ottawa tailoring firm is decided. If the finding of the case is that merchant tailors are not manufacturers, then same will apply to tinsmiths."—Department of Inland Revenue, Ottawa.

THE point brought out in the above official message from a high official of the Department of Inland Revenue at Ottawa, in answer to an enquiry by HARDWARE AND METAL, confirms the previous statements made by this paper as to the status of tinsmiths and is ample justification for hardware merchants who are being informed otherwise by local Inland Revenue iuspectors to take issue with them on this question.

During the past week HARDWARE AND METAL has received a number of enquiries concerning this matter. While it was definitely stated in March 12 issue that tinsmiths were not liable to the manufacturers' license and to collect 2 per cent. sales tax on sales to consumers of lines "manufactured," the recent enquiries have come as result of the fact that Inland Revenue inspectors are telling the trade that the test case at Ottawa against merchant tailors has nothing to do with tinsmiths and that the latter are responsible as manufacturers.

Some indication of the attitude being taken by inspectors is gleaned from the following verbatim report of a conversation between an inspector of the Inland Revenue Department and an Eastern Ontario hardware merchant during this week. The hardware merchant states the officer was exceedingly overbearing, and this is evident from the following conversation:

I. R. O.—Mr. ——, is it?

Merchant—Yes.

I. R. O.—I am from the Inland Revenue Department. I want to see your books.

Merchant—What books do you wish to see?

I. R. O.—I want to see all your books. I have the authority and I am going to see them!

Merchant—That's all right, but in what connection?

I. R. O.—In connection with your tinshop.

Merchant produces book where workmen have entered charges. These have been crossed out as entered on the firm's books.

I. R. O.—You had no right to cross these out in this manner.

Merchant—We have done this ever since we have been in business.

I. R. O.—You had no right to. I can't read them.

Merchant—The workmen didn't write them for you to read.

I. R. O.—Now I will take possession of your office.

Merchant—I will read these charges if it will be of any assistance.

I. R. O.—All right. Produce the ledger in which it is entered.

After some minutes' hunting the item is found and is copied on a paper. The next three items are for cleaning stoves, etc.

I. R. O.—It would take me a week at this rate to get the figures.

I. R. O.—What is your license number.

Merchant—Haven't such a thing.

I. O. R.—You should have. This tax should have been paid since May 19. Our men have been here four or five times trying to get you to make returns.

Merchant—There has never been an officer enter the door or a single letter from the department.

I. R. O.—Any way, you knew you had to pay this.

Merchant—We understood it hinged on the test case to be tried.

I. R. O.—This has no connection with you. It is very funny every other tinsmith has made returns.

Merchant—It is too bad we are the only exception in Canada, as we generally plan to pay what we should.

I. R. O.—I will be back in a few days' time and if returns are not ready, the law will take its course.

EXIT.

Tax on Purchases

An enquiry from another merchant states that he has received notice that his license fee (manufacturers' license) was again due. "I understand that the only difference it would make to me by taking out this license is that I will only have to pay 1 per cent. sales tax on goods purchased by me in place of 2 per

(Continued on page 45)

Independent Mills Now Closing Business

Freight Rates and Wages Factors in Predictions of Further Revisions—Gradual Recovery Expected

THE chief effect of the coming together of independent and Steel Corporation prices by the raising of the former and the lowering of the latter was the closing of business by the independent companies on which they had made quotations below the new level, says the Iron Age.

Thus the bulk of the new orders of the past week has gone to the independents, but at the same time the Steel Corporation has been helped by the reinstatement of business which had gone off its books while it was maintaining Industrial Board prices.

There is no indication that consumers will change their policy of limited buying. Generally they count on further revisions of prices as the result of the expected reduction in freight rates. In addition, the Steel Corporation's policy in respect to wages is admittedly a factor in the determination of future prices.

Published predictions of larger building operations because of the Steel Corporation's reduction of $5 in structural shapes are received with reserve by fabricators. The cut in steel is of small moment in comparison with the high labor scales in all building trades.

In the Pittsburgh district a recovery of 10 per cent. is noted from the extreme low point of operations by the leading producer, but the Steel Corporation percentage in some other districts is lower this week. In the Chicago district the Steel Corporation has about one-third of its mill capacity active, while the average of independent companies there is above 40 per cent.

The new wire schedule represents a reduction by the Steel Corporation from 3.25c. to 3c. on annealed fence wire, but no change in its $3.25 price on wire nails. Some independent producers had sold plain wire at 2.85c. and nails at $3.

Wage reductions in foundries on May 1 and consequent strikes are a further factor of weakness in the foundry iron market, particularly in Central Western and Chicago districts.

Signs are that Germany with a 50 per cent. duty on exports, is finding it difficult to compete with France and Lorraine and fears that an improvement of the mark would be disastrous. How long bonuses and rebates from the German Government can be kept up as an offset to high wages, costs and taxation is a question.

Further Adjustments

Buyers generally are showing a reluctance to accept the new price level at its face value in the apparent belief that further readjustments are probable before stability will have been restored, says the Iron Trade Review. At the same time, the business situation is so swept by cross current that it is doubtful if any price level, no matter how low, could prove immediately effective. In the building trades, for example, to which the steel industry is looking for much tonnage, the wage factor, at this time, far supersedes in importance that of material costs. Plant operations are slightly better among the independent companies reflecting some tonnage driven in when recent advances were made from the lowest levels.

The composite market average of the Iron Trade Review this week is practically unchanged at $43.82, which compares with $43.90 last week.

Production of merchant pig iron so drastically reduced has reached an approximately balanced condition with current shipments and stocks more stationary. The market lacks activity and price strength.

Mere Totals Will Not Be Acceptable

Merchant in Western Ontario Asks for Criticism of Income Tax Returns—Has Not Arrived at Income in the Right Way—Follow Detailed Instructions

A WESTERN Ontario retail general merchant writes:

"I have read your article on making income tax returns, which is very much to the point at the present time. Below I am giving my trading returns. Is this statement correct?"

Total assets	$17,500
Total liabilities, Dec. 31, 1920	5,250
	$12,250
Less net worth, Dec. 31, 1919	$10,050
Net profit or income	$ 2,200
Exemptions	$ 1,150
Balance	$ 1,050

"Is this correct? Do I pay the tax on the balance $1,050?"

Answer.—You have not arrived at your income in the right way and have probably assessed yourself for far more than you should pay, and the income tax commissioner does not desire anyone to pay one cent which is not due.

Now take your income tax paper form TI; turn to page 4 and begin to fill in each item as it appears. Below will be found an example.

Only Way Acceptable

The example as is here shown is the only way the Government will accept your return. Everyone was told they must keep proper books of account last year, and to try to scrape through by merely showing totals of assets and liabilities and the net worth is useless today.

A merchant may have made a large sum on a side deal in real estate on which profit is not liable for income tax, yet in the same year his actual trading account may show a very small margin of profit. Follow the detailed instructions I have given in the two previous articles dealing with the subject. First obtain your forms and begin at once as directed and you cannot possibly go wrong if you make a clean-cut, honest return.

An Example to Follow:

Merchandise sold during year		$24,875
Inventory of stock, Jan. 1st, 1920 (net valuation)	$ 8,200	
Add cost of merchandise bought, including freight	16,000	
	$24,200	
Inventory of stock, December 31st, 1920	6,500	
	$17,700	$17,700
Gross profit		$ 7,175
Commission from Cream Agency		241
		$7,416
Expenses:—		
Wages, $2,350, Rent, $450	$ 2,800	
Advertising, $50, Depreciation on Rigs, $15	65	
Horse Feed, $120, Horse Shoeing, $30	150	
Gas, Oil and Tires, actual figures for Truck	200	
Cartage, $18, Telephone, $70	88	
Office Supplies and Counter Check Books	105	
Interest on Borrowed Capital used in Business	....	
Bank charges, $16, Water Tax (if any) $10	26	
Heating Store, $160, Lighting Store, $48	208	
Tax on Business Premises	16	
Business Tax, $5, Motor Truck License, $10	15	
Insurance on Stock, Fixtures, Horse and Rig	25	
Insurance on Truck, $30, Depreciation on Fixtures, $10	80	
Cost of Wrapping Paper, Bags and Twine	205	
Freight and Express Charges, Outward	55	4,038
Total Net Profits for Year		$ 3,378

Planning Sixth Annual "Bicycle Week"

Sixth Annual "Bicycle Week" in Canada Soon to Be Held—Suggestions for Hardware Merchants to Link up With This National Campaign—How the Event Has Been Celebrated in Other Cities in Past Years

CANADA'S sixth annual bicycle week will be held from April 30 to May 7. Already elaborate preparations are under way by manufacturers and bicycle dealers in order to arouse as much enthusiasm over the event as possible and to stimulate trade. Last year "Bicycle Week" reached proportions previously unknown and the hardware trade joined in the campaign to good effect. This year's event is expected to be even more effective and much effort is being expended toward that end.

The occasion this year will be marked by a repetition of many of the events previously held, including bicycle races, parades, advertising and window displays.

Discussing the bicycle situation with B. B. Halliday, sales manager Canada Cycle & Motor Co., West Toronto, Hardware and Metal was informed that trade at present is rather "spotty," being in restricted volume from some districts while other districts are showing large increases in business compared with last year. Taken as a whole business was said to be opening up fairly well though in comparing with last year it must be kept in mind that last year trade opened up exceptionally well. Mr. Halliday stated that Eastern Canada shows up better than the West at the present in respect to bicycle business. He further stated that the closing down of a number of factories in this part of the country had been a factor in curtailing bicycle trade. He stated that extra effort was being put forth as a result of this condition and that by means of advertising, special events such as "bicycle week," etc., a stimulation to business was expected.

Some Important Arguments

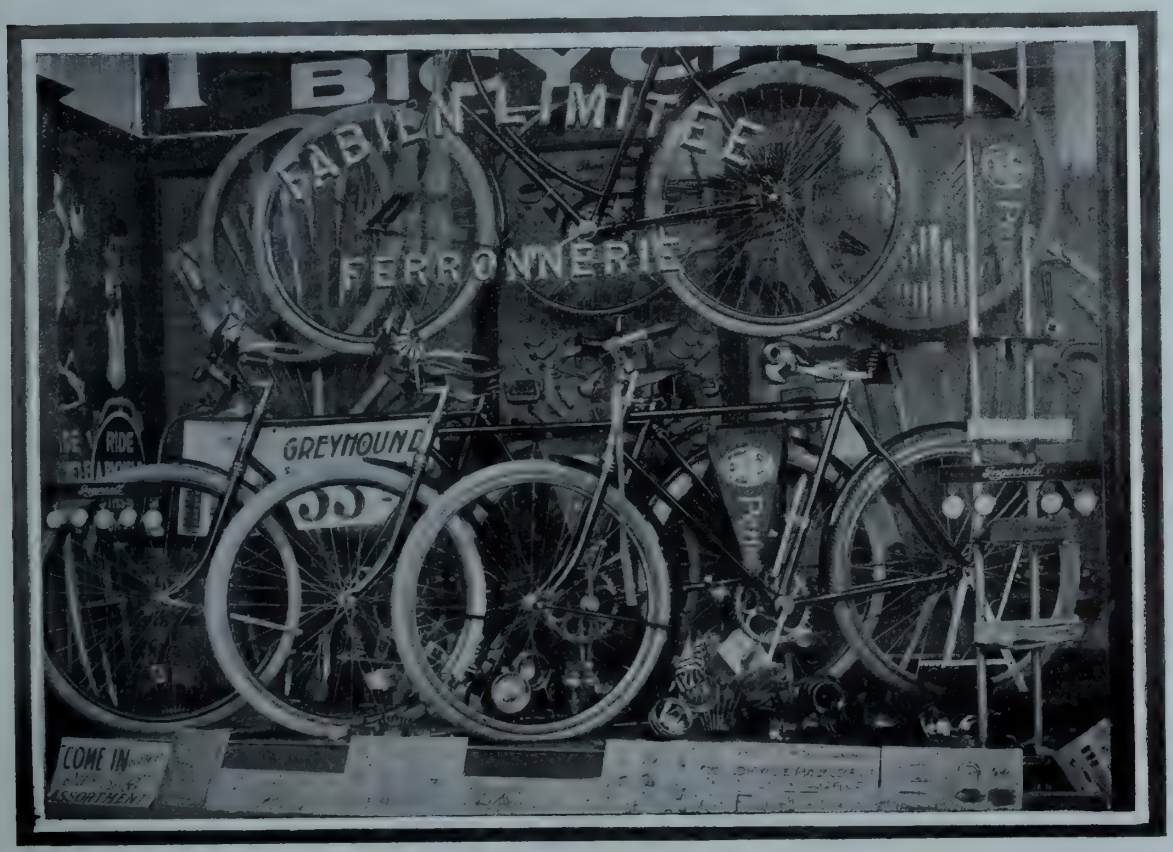
There are many good arguments to be used in selling bicycles at present and advantage can be taken of conditions to point out the usefulness of the bicycle. Practically everything is being bought to-day on the basis of utility rather than pleasure or decorative value, so that the point should be emphasized in selling bicycles, as it is in selling other lines. A bicycle is an economical means of transportation which makes its rider independent of other conveyances and in fine weather nothing is more exhilarating or health-giving than riding a bicycle. These points can be emphasized in the advertising, in the displays and in the personal selling effort put forth.

Some suggestions for conducting a "bicycle week" are given herewith as a result of many novel plans followed in other cities during past campaigns. To begin, due notice was given of the approach of the event by the use of large space in the local newspapers, all bicycle dealers co-operating and using space to emphasize the merits of the bicycle. An individual known as "the bicycle man" was employed and his photo was reproduced in the newspapers. During the week he rode about the city on a bicycle, and anyone accosting him with the phrase "I ride a bicycle" was given a prize of $10.

Distribute Pennants

In another city pennants bearing the statement "I ride a bicycle. Do you?" were distributed by the retailers to boys and others entering their stores. Prizes for the best window displays of bicycles and accessories have also been offered as a means of encouragement.

Many cities hold parades with both fancy and dress sections. In one case



How a hardware merchant makes good use of his restricted window display space to show bicycles and accessories. This kind of window display with a few flags, pennants, neatly printed window cards, etc., will help to draw to the store some of the bicycle business expected to result from the annual "Bicycle Week" now being planned.

a first grade bicycle was given as first prize for the best costume.

Recently discussing the effect of "bicycle week" with a hardware merchant who had participated in these events, Hardware and Metal was told that the best results are the cumulative results rather than the immediate effect. The campaigns have been found to be instrumental in getting people to think and a tendency has been noted for trade to be maintained more evenly over the year than was formerly the case. In his advertising this merchant made an appeal to fathers and mothers to buy their children bicycles as a reward for passing examinations to be held shortly.

Extent of Bicycle Industry

The bicycle industry in Canada is rapidly assuming large proportions, and to give the merchant some idea of its extent let it be noted that in many cities and towns there is an average of one bicycle to each family and taking the country as a whole there is a bicycle for approximately every fifteen people. The value of bicycle production runs into millions of dollars. In recent years there is said to have been a considerable increase in the sales by city dealers and it is thought this is the result of intensive effort along the lines suggested.

Steps are being taken by various organizations to encourage bicycle racing in Canada as a means of helping to popularize this means of conveyance. "Bicycle week" has proved a marked success in Canada, so much so that it has been adopted in the United States and the combined efforts of dealers in both countries will continue to make itself felt in increasing the numbers of those who ride bicycles.

Some Effective Appeals

A number of suggestions recently offered to help the dealer sell bicycles include that of appealing to business firms to buy bicycles for delivery boys in order to speed up service. Such sales also carry sales of accessories such as baskets, etc., for carrying parcels. A recent ad suggestion on this point was as follows:

"Speed up your delivery service. Equip your errand boys with bicycles. The initial cost is very low. The actual cost of operation is practically nothing. A bicycle is the most economical mode of transportation in the world. It is always ready to go anywhere, everywhere at a moment's notice. One boy on a bicycle can do the work of two on foot, without the expense of carfare. You please your customers more by giving prompter, more efficient service and you actually save money."

Another ad suggestion is as follows:

THRIFT

Real thrift means wise investment. The purchase of a bicycle is one of the wisest investments a man can make for before the year is over the bicycle has paid for itself in carfares saved and is still ready for several more years of active duty.

The bicycle pays a profit as well—in the form of healthful, moderate outdoor exercise to be obtained as one goes back and forth from his daily task.

Letters Help Sell Wheel Goods

LETTERS have been used to good advantage in increasing sales of bicycles and other wheel goods, especially when used in conjunction with displays and special sales effort. One merchant who has used letters with good results recently addressed the following letter to some hundreds of married women in his district, and the results were said to be beyond expectation:—

Dear Madam:—

Children—whether your own children or your friend's children—look forward to certain times in their lives—times which all parents and friends of the children like to remember. Their Birthdays, their Christmas times, their promotion times—and it is the Oh's; the Ah's, the laughter and delight, and the youthful determination to do better, when rewarded for the good work they have done that gives you the one real joy and pleasure of Life.

Happy, healthy children are a delight to every Home; a necessity to the life and Democracy of a Nation. For Children to be happy and healthy it is necessary that they are strong in mind and body. It is not enough for you to see that they have good books to read, the proper text books to study—but their recreation hour requirements should be looked after with the same keen interest. We specialize in health building and out-door recreation toys—we can help you to bring many a pleasant hour into any child's life regardless of age—our line of toys will fill your every want. There are the Baby Cars, the teenie-weenie wagons and coasters; solid tire and pneumatic tire Velocipedes; miniature automobiles; coaster wagons; Hand-cars with gear drive and brake; and a number of other toys on wheels. Then the very best of all is the Bicycle—the Birthright of every Canadian Boy and Girl. Remember, it will be a distinct pleasure for us to show you the entire line—our salesmen are experts and will gladly give you any information you may desire.

You may not have thought of it—but be sure when buying this line of merchandise that the article fits the child. This can easily be accomplished without knowledge to the child by measuring the child from the crotch to the floor the same as a tailor measures for a pair of trousers. This measurement is all that is necessary to buy any child a toy that will fit.

Our store is conveniently located in the shopping district. When window shopping of an evening, remember it is the one bright spot on —— Street.

Very truly yours,

Hardware Merchant.

Hamilton Plate Mill Commences Production

Hamilton, Ont.—Production of large steel plates is being conducted by Dominion Foundries & Steel, Ltd., now that the new universal plate mill recently installed in the plant at Hamilton has commenced operations.

Representing an investment of one and a half million dollars, C. W. Sherman's announcement as president of the company is of interest to the steel trade. Mr. Sherman stated, while the steel trade was undergoing a process of change at present, he felt that change had run its course. Besides, he had sufficient faith in the future of Canada to instal such costly equipment as, after years of study of the Canadian steel market, he became convinced that what was most sorely needed to take care of domestic requirements was a universal steel plate mill.

Mr. Sherman, referring briefly to the capabilities of the mill again, said that it can turn out billets and blooms from three inches by three inches to eight inches by eight inches thick, and from six inches to forty inches wide. These are now available, while skelp of all sizes and weights, from eight inches upwards, can be made. All sizes and weights of sheet bar sheets can be produced, as well as universal plate from seven inches to forty-one inches, of any thickness and length. Sheared plate up to sixty-six inches in width and of any thickness are procurable. The mill has a capacity of 150,000 tons per year.

An Annual "Spring Hardware Opening"

Early Drive Made on Spring Business by Ingram & Davey, St. Thomas, Ont.—Put on Attractive Bargains to Draw Crowds to All Departments, Then Demonstrators Work Effectively—"Screen Early" Campaign—Increasing Trade in Lubricants.



Some extensive local advertising is done in large space by Ingram & Davey, Ltd., St. Thomas, Ont., in connection with the development of spring business. The large ad. in the centre is a full page used in a local newspaper announcing the annual "spring opening," as outlined in the article herewith. A number of lines for housecleaning, spring sporting goods, paints, tools, farmers' requirements, etc., are dealt with. In the other ads. used in connection with the campaign screens are featured along with garden tools, and in another ad. mechanics' tools and farm implements are shown. The ad. on the right is devoted to information on scientific lubrication, dealing with axle grease, coal oil, cylinder oil, gasoline, etc. The plan of devoting good sized space to the pushing of a certain line in each ad. has been found valuable by this firm. Read the details of how other selling effort is linked up with the spring advertising.

THE tailoring and millinery shops, departmental stores, etc., stage their "annual spring openings" at which new and seasonable lines are shown. Then why should the hardware stores not follow the same plan? There are many lines in a hardware stock which become seasonably active in the spring. so why not make a special demonstration when their time comes to be shown. Thus reasoned Ingram & Davey, Ltd., St. Thomas, Ont., in introducing this plan into their hardware business.

Discussing the matter with Hardware and Metal, G. L. Davey pointed out that for the last thirteen years that store has held an annual spring opening during the latter part of March or first of April, with the idea of getting the people interested in spring lines at an early date. Securing such early interest has been found to be a factor in extending the period of usefulness of such lines as are featured, and thereby increasing sales.

"A few years ago we followed the practice of giving souvenirs in order to get the people into our store," said Mr. Davey, "but we found that a large percentage did not spend the time we desired with our demonstrators and consequently we adopted another plan, namely, that of putting on very attractive bargains which get more people into our store and get them into every department whereby the demonstrators gain a better opportunity of telling their little story about their products."

Using Demonstrators

Mr. Davey stated that for the annual spring opening this year the firm had fifteen demonstrators, who were put in all departments and they interviewed nearly everyone that came into the store throughout the day.

"We have found that our opening does a great deal of good and is a good business starter," said Mr. Davey. "The people see the new lines on display first and when they need that article the first thought that enters their minds is 'Ingram & Davey'—which brings the customer back again."

The local newspaper has for a number of years run a "Paint and Clean-up" week and Ingram & Davey have found it advantageous to link up with this campaign in pushing seasonable lines. The clean-up week started on a Saturday and the ad on garden tools, etc., as shown herewith, was run in the paper on Friday. The cumulative effect of these campaigns is said to be very great where every merchant lends his support and the results are said to have been very satisfactory.

"Screen Early" Campaign

The "screen early" idea is an original one with Ingram & Davey, Ltd.. and it has been carried out with good results.

"The thought we tried to bring home was that by screening early people would 'stop the fly' rather than 'swat the fly'," said Mr. Davey.

Though it was thought to be a little early to advertise screens, the advertising combined with a brief spell of warm weather started business in screen doors

(Continued on page 42.)

Hardware and Metal

Canada's National Hardware Weekly

Member Audit Bureau of Circulations Member Associated Business Papers

The Only Weekly Hardware Paper in Canada

PUBLISHED EVERY SATURDAY SINCE 1888 BY

The MacLean Publishing Company, Limited

Montreal TORONTO, CANADA Winnipeg

SATURDAY, APRIL 23, 1921

ALREADY an amendment has been introduced at Ottawa to strike out the amendment made last session in regard to the necessity of securing permits to buy or own firearms or weapons.

* * *

IT HAS been suggested that Premier Drury, in calling into conference representatives of all branches of the trade during the past week, had taken a leaf from the notebook of the Dominion Government which brought upon itself a storm of abuse for not consulting those who were to be the object of its edict in regard to taxation matters last year.

* * *

PREMIER DRURY, of Ontario, this week held a conference with retailers, wholesalers and manufacturers to discuss means of improving commercial conditions in the province. There are many ways in which the merchants can help the administration in meeting problems of the day and especially in these times when the greatest economy of all resources must be practised it is encouraging to note this step in the right direction.

Case of Tinsmiths

A GREAT deal of confusion has been caused in connection with the application of taxes to the product of tinsmith shops, owing to the fact that the exact status of this trade has been indefinite. In March 12th issue of Hardware and Metal a statement was published from the Assistant Deputy Minister of Customs and Inland Revenue to the effect that pending the test case being instituted against a tailoring firm in Ottawa to establish whether a retailer could be classed as a manufacturer, tinsmiths and certain other trades would not be responsible for taking out manufacturers' licenses and collecting 2% sales tax from their customers. Despite this assurance a number of letters have been received from hardware merchants during the past week stating that Inland Revenue officers have been overbearing in their dealings with tinsmiths and pay no attention to the above ruling, stating that tinsmiths are not affected by what the tailors' case establishes.

In order to clear up misunderstanding and give tinsmiths and hardware merchants operating tin shops, something to work on, a definite statement from a high official of the Department of Inland Revenue appears in this issue confirming the previous statement. With this assurance these merchants can refrain from taking out or renewing manufacturers' licenses and from collecting any sales tax whatever on their sales. This must not be confused with the sales tax they pay on materials purchased from wholesalers or manufacturers. If a tinsmith classes himself as a retailer he pays 1% on materials bought from wholesalers and 2% on materials bought from manufacturers. He has no part in making returns for this tax, however. This statement should clear up any difficulty and the result of the test case will be made known in Hardware and Metal in a short time. It is due for consideration early next month.

Where Caution Is Needed

MANY attempts have been made at various times, to secure the co-operation of hardware merchants in deals which were of a questionable character and it is therefore in the interests of the trade as a whole and of each merchant individually that very careful consideration be given to any such schemes in which he may be asked to participate. Every plan which is not quite in line with the merchant's regular routine of business may not need to be looked upon suspiciously, but there are generally some earmarks which justify suspicion where the scheme is not above reproach, and these should be watched for.

During the past week a plan for securing the co-operation of the hardware trade in the formation of a company to enter upon a building construction campaign has come to the notice of Hardware and Metal. The matter was gone into in detail and the proposition is outlined fully elsewhere in this issue. While this proposal may be made in good faith yet there are several features about it, not evident at first glance, on which the merchant should be fully informed before he gives his co-operation. He must remember, for example, that as a preferred stockholder he is entitled to no say in the affairs of the company, and that profits, other than the 8 per cent. dividend, are not to be divided until the company is wound up. Obviously this action is not within the power of the preferred stockholders. Another factor is that real estate values are, now, at pretty high levels, and while no one will say that they will decline, yet it is very doubtful if the investment is sufficiently sound to carry $4,800 in mortgages on a house built to-day to sell at the top price of $5,500.

The plan in question seems to have for its object the sale of stock to raise money to build houses, the profits on which will accrue to the officers of the company and the holders of the common stock. Therefore looked upon purely as an investment proposition for the merchant, it is a question of the relative values of 8 per cent. preferred stock. There are many angles to propositions of this kind and they should be carefully considered. The hardware merchant should ask himself if he would invest his own funds in the stock compared with other stocks paying similar returns. The hardware business secured should not enter into the question.

Much Revenue Needed

AS the date for the presentation of the Budget draws nearer, interest is centering on what action the Minister of Finance will recommend to raise the necessary revenue. A glance at some statistics reveals the fact that during the fiscal year it will be necessary to raise more than half the national revenue from taxes by means of new impositions to be outlined, probably by means of a sales tax, business profits tax and income tax. During the past year customs revenue totalled $162,812,000 while inland revenue, consisting chiefly of luxury and sales taxes, yielded $76,441,000. Business Profits taxes yielded $37,601,000 and Income Taxes $38,814,000.

Customs revenue is rapidly declining and if the profits tax is eliminated, as has been suggested, it is evident the Government will have a large sum to raise by a tax on commodities. From present indications it is thought most likely that the recommendation of an adjustment of the present sales tax, will be acted on.

Scheme to Interest Hardware Trade

Toronto Hardware Merchants Approached by Financier and Building Contractor to Take Interest in a Construction Scheme by Selling Them Hardware "At the Market" and Taking Part of Payment in Stock — Interesting Dialogue Reveals Points in Proposition.

A CO-OPERATIVE plan for the construction of houses on a large scale has been introduced to the hardware trade in at least one part of the country within the past week. This plan has many features which require much consideration. The first word received by the hardware trade concerning the scheme consisted of the letter as follows from an investment company addressed to a Toronto hardware merchant:

> "We have been instructed by a large building company that they purpose erecting one hundred houses during the present season. They propose placing the orders for the various supplies with those firms who will assist them in financing the enterprise.
>
> "If your firm would care to tender for any of these supplies and wish to have information regarding same, please let us have your reply at an early date.
>
> "Yours truly."

Upon receipt of this letter the officials of the company were notified by the hardware merchant that he would like full details of the plan, and a conference was arranged, at which Hardware and Metal was in attendance. The plan, briefly, is as follows:

To Sell Some Shares

A financial house and a building contractor have conceived the scheme of building houses on a large scale, forming an incorporated company and selling shares to raise sufficient funds to make a start. The plan, in so far as the hardware trade is concerned, is to get a hardware merchant or group of hardware merchants to supply the hardware for the houses to be built. Part of the payment for such hardware would be in the form of preferred stock in the company. Thus if the hardware in each house totalled $250 and 10 per cent. of it was taken in stock, the hardware merchant would be paid $225 in cash as soon as the hardware was delivered and he would take $25 in preferred stock. The preferred stock is an 8 per cent. cumulative issue with a par value of $10. Of course the hardware merchant could take the whole thing in stock if he wanted to.

The same plan is being followed in securing subscriptions of part of the value of goods supplied, or work done, from bricklayers, plumbers, etc.

What Governs Price of Hardware

"What will govern the price at which the hardware merchant puts in his bid?" asked Hardware and Metal.

"The hardware merchant will have to meet the market price, and we will secure bids from other merchants to confirm it," was the reply, adding that the merchant as a shareholder would be taking money out of his own pocket by quoting too high.

"Ten per cent. of the value of goods supplied in stock would be about equivalent to the merchant's profit on the goods in any case, so that his shares would virtually cost him nothing as the business secured would be in addition to his regular trade," suggested Hardware and Metal.

Upon receiving an affirmative answer to this query Hardware and Metal asked what, then, was the advantage to the investment company of handling the matter in this way. The answer was that in this way the company could sell its stock without any costs for selling and thus save much money for the treasury.

The Plan in Detail

Figured out in detail, the plan is to build five-room houses to sell at $5,500 in Toronto. Fourteen hundred feet of land is said to have been purchased and the total cost to the company of these houses is figured at $4,250, thus allowing $1,250 profit on each house. It is figured that a first mortgage of $2,300 can be raised and with a cash payment of approximately $700 this totals $3,000, leaving $1,250 to be secured for each house. The supscription plan outlined is expected to raise $675 from the various trades, thus leaving only $575 to be secured to complete each house. To secure the money for this, some stock is now being sold. When the houses are sold it is evident that second mortgages for $2,500 will have to be taken on each house for the balance. Thus the company figures at the end of the year, if all the houses are sold at the above figure, that they will have $125,000 in profits and $250,000 in second mortgages in the treasury.

The contractor emphasized the fact that he could build the houses much cheaper than could other builders. On asking how this was accomplished, Hardware and Metal was informed that the paint could be bought direct from one firm and other supplies from other firms, and that no fancy wages would be paid to anybody.

"If you secure the paint and other hardware in this way you are taking business away from the hardware merchants whose support you are seeking," suggested Hardware and Metal.

"Oh, well, if the retail hardware merchant comes in on this he should certainly get the business," was the answer.

"When will the profits be split up among the shareholders?"

"When the company is wound up," was the reply.

"Is the preferred stock held by the hardware merchant of voting power?"

"No, only the common stock," was the reply.

"What is to be done with the common stock?" was asked.

"Oh, that will remain in the treasury, with the exception of what is sold to raise money required to finance the deal," was the answer.

"Therefore the hardware merchant as a preferred shareholder will have no say in the affairs of the company and any share of the profits will therefore be beyond his reach?" suggested Hardware and Metal. The answer was non-committal on this point.

Where Does Merchant Gain?

"If the only evident return to the hardware merchant is 8 per cent., the same as is paid on high-class industrial stocks, it is difficult to see where the merchant stands to gain by this investment," stated Hardware and Metal.

The answer to this was that in view of conditions prevailing to-day real estate is a sounder investment than are the industrial stocks.

The whole proposition seemed to simmer down to a matter of investment and a comparison between investment values. As to the likelihood of the firm showing such a desirable condition of finances at the end of the year after building 100 houses, it must be remembered that a price of $5,500 is being asked for a five-roomed house, that they are being built to the same plan, that mortgages to the extent of $4,800 are being held against a property expected to sell at $5,500. There seems to be little margin in case of depreciation of values and it is doubtful if such second mortgages could ordinarily be secured from any loan company.

Summing the matter up the hardware merchant would naturally like the business he would not otherwise get, but he wants it only if he is assured of his usual profit without any strings attached. Therefore the merchant who was approached offered to handle the proposition on a 6 per cent. basis and not take any stock. This suggestion was not received with much welcome, however, because the investment company wanted to sell stock at no cost to themselves and to secure supplies at as near cost as possible.

News of Western Canada

Dominion R. M. A. Board Will Meet In Winnipeg

Winnipeg, April 19.—The twenty-fifth annual convention of the Dominion board of the Retail Merchants' Association of Canada will be held here August 22, 23, 24 and 25.

Delegates from every province in the Dominion will be present, and the convention will be given over to the discussion of the regular business transacted during the year, and the programme for the next twelve months.

J. A. Banfield, Dominion president of the association, will preside at all sessions. T. M. Trowern, Dominion secretary, will be present.

It is expected that a special meeting of all the members of the Retail Merchants' Associations of Manitoba and Saskatchewan will be held in the city at the same time.

The first day of the convention will be devoted to a conference of the provincial secretaries of the association with the Dominion secretary, E. M. Trowern. Each secretary will submit a report of the activities of his own particular branch.

The following three days will be given over to a general discussion of the business of the Dominion board.

There will be an extensive social programme arranged, and a banquet will be held in one of the large hotels on the last evening of the convention.

Last year the conference was held in Vancouver.

Propose Three Per Cent. Tax at Source of Supply

Moose Jaw, Sask., April 19.—The Retain Merchants' Association of this town favors a three per cent. tax at the source of supply in preference to a one per cent. tax on all turnover as has been proposed. A resolution was made supporting the one per cent. tax, but an amendment favoring a three per cent. tax on the source of supply, namely, the manufacturers and importers, was moved, and when put to a vote carried by a majority of one.

A More Equitable Tax

In support of the amendment it was stated that it was not a fair proposition to put a one per cent. tax on a retail store turning over a $100,000 business at a three or four per cent. profit while another line of business with a turnover of only about $30,000 and a profit of between ten and twenty per cent. escaped with the same tax. In the hardware business, for example, some articles only yielded a very small profit and it would be difficult to add a one per cent. tax on the selling price. Therefore, the merchant would be forced to absorb the tax himself.

The three per cent. tax on the manufacturer on the other hand would be added on to the wholesale price of the goods and thus would be absorbed by the retailer in the selling price of his wares. This would be the more equitable tax of the two, although either would be much better than the present two per cent. sales tax on the manufacturer and one per cent. on the jobber.

The amendment as passed at last night's meeting reads as follows: "We, the Retail Merchants of Moose Jaw, in session last night, recommend that instead of placing the collection of the proposed turnover tax on the retail trade, that it be collected at the source of supply, viz., from the manufacturers and importers, and in this way would be absorbed in the same manner all systems of taxation are absorbed;

Oppose Heavy Expense

"And whereas, collections in the past, such as the Luxury Tax, have been very expensive, we go on record as being opposed to any system of collection which involves the heavy expense of collection that the proposed system of 'turnover tax' obviously would, and we further recommend that a system by which the maximum amount will be collected at the medium cost be adopted."

This resolution was endorsed a short time ago by the retail merchants of Swift Current and Langham.

WESTERN NOTES

Brandon, Man.—N. A. MacDowell, tinsmith, has sold to R. H. Huddlestone.

* * *

Cowichan, B.C.—A. S. Hadden has bought the hardware stock of the late J. H. Smith Co. from Messrs. Kirkpatrick & McLaughlin and will carry on business as Hadden's cash hardware.

Hyas, Sask.—The Manning Co., hardware and furniture, have commenced business.

Hyas, Sask.—J. Newman has sold the hardware section of his business to the Manning Co.

AN "ANNUAL SPRING OPENING"

(Continued from page 39.)

and windows much earlier than usual. Such is the power of effective advertising.

Big Year for Oils

Dealing with the sale of lubricants Mr. Davey stated, "We have always handled a good quantity of different oils, but this year we are out after a bumper year on everything and oils are used in great quantities by city and farm folk. We put in a large window display and ran the ad as shown elsewhere in the automobile section of the local newspaper. The results so far are better than we expected. We made special prices for the week and we are endeavoring to have Ingram & Davey known as the headquarters for all kinds of oils."

This firm believe in the effectiveness of window displays. Speaking on this subject Mr. Davey stated that it costs every merchant a lot of money to have people walk in front of his store, and by putting in an attractive window one stops to see the article that one has already seen advertised, and the windows thereby become a factor in selling.

"We try as much as possible to run a window and an ad on the same thing at the same time," said Mr. Davey, "and we feel confident that we are not only doing a good business now but we are getting our firm better known in the city and district than it ever was."

COMPARE NEW AND OLD FIGURES

Here are the new prices of the United States Steel Corporation, compared with the old:

	New Prices	Industrial Board Prices
4 x 4-in. and heavier billets, per gross ton	$37 00	$38 50
Slabs, per gross ton	38 00	41 00
Sheet bars and small billets, per gross ton	39 00	42 00
Bars, per 100 lbs.	2 10	2 35
Plates, per 100 lbs.	2 20	2 65
Structural shapes, per 100 lbs.	2 20	2 45
Wire rods, per gross ton	48 00	52 00
Plain wire, base	3 00	3 00
Wire nails, per keg, base	3 25	3 25
Tin plate, per base box	6 25	7 00
Blue annealed sheets	3 10	3 55
Box annealed, black	4 00	4 35
Galvanized sheets	5 00	5 70

Grouping Household Hardware Lines

Use of Small Baskets For Displaying 5, 10 and 15-cent Lines Proves Effective, Say Armstrong, Smyth & Dowswell, Regina, Sask.—Customers Questioned Regarding Use of Utensils Before Demonstrations Are Arranged.

DEVOTING a special section to the sale of kitchen utensils, bathroom fittings and the large range of small goods shown in this illustration has been found an effective way of concentrating interest in the Armstrong, Smyth & Dowswell store, Regina, Sask. In the illustration shown herewith wire baskets can be noted inclined at an angle so as to be easily reached, containing a large number of lines of small goods for use in the home. Price tickets are shown on each basket and one set of baskets is grouped containing articles at ten cents each.

Facilitate Handling of Goods

On the doors of the next section a number of bathroom fixtures are shown, including mirrors, towel hangers, tumbler holders, glass shelves, etc. Kitchen utensils are arranged in good order on the shelves above this section. These shelves are placed so that the customer may walk right up to them and handle the various articles with little exertion. It is found that facilitating the handling of the actual goods is responsible for many sales of such lines.

Small Goods Counters

The use of small goods counters at set prices of 5, 10 and 15 cents has helped this store's trade a great deal. Tables are provided on which baskets, similar to those shown in the illustration, are grouped, each bearing plainly marked price tickets. The management is greatly in favor of demonstrations for stimulating business. Frequently household utensils are shown in actual use and it is found that showing these lines in use combined with the freedom allowed customers in handling the goods has secured that close interest in the store which results in bringing in much business not otherwise secured. It also creates a good feeling between customer and merchant and results in much good advertising for the store.

Sound Out Customers

Before demonstrations are arranged a point is made of sounding customers concerning the use of various household utensils, to see if they fully appreciate the value of them and use them to best advantage. If any misapprehension is evident a demonstration is arranged to clear up the difficulty. This is thought to be more effective than sales talk; at any rate it is a good supplement to the latter.

Bulletin re Hardware Possibilities in India

The Department of Trade and Commerce, Ottawa, has issued bulletin No. 898 dealing in detail with the possibilities for hardware and paint trade with India. Illustrations of various lines required in the Indian market are shown. Manufacturers interested in that market may find this bulletin of interest and value.



Grouping household requirements in shelf goods and putting them within easy reach of customers has been found by Armstrong, Smyth & Dowswell, Regina, Sask., to be a good way of securing closer interest as it encourages the handling of the actual goods and brings many questions concerning the use of the various articles. Note the wire baskets containing many items of small goods, all plainly ticketed. Bathroom fittings are displayed on cabinet doors and other kitchen utensils are neatly grouped on shelves within easy reach. Customers are questioned regarding the use of the various utensils and if there is any misapprehension, a demonstration is immediately arranged.

Events in the Trade

Business Changes

Toronto.—D. E. Locke, hardware, has been succeeded by Millard & Tansley.

* * *

Toronto.—Thos. Muir, hardware, has sold to Alex. Levin.

Obituary

W. A. Archibald, member of the staff of the Dominion Oilcloth & Linoleum Co., Ltd., Montreal, passed away this week. For several years he had been in charge of the oils and varnish department.

* * *

After an illness of over three weeks from heart trouble, George McGowan, of Caverhill, Learmont & Co., died at his home, 65 Rushbrook St., Montreal.

Mr. McGowan was in his fifty-second year and had been identified with the above firm for over twenty-five years. He had always taken a prominent part in Oddfellowship circles of the province of Quebec for many years, being a member of the Beaver Lodge for thirty-five years. He was also a member of the Centenary Methodist church. Surviving him are a widow and one daughter.

This is the second respected employee of Caverhill, Learmont & Co. that death has called in the past three weeks.

Incorporations

The General Forgings & Stampings, Ltd., Merritton, Ont., has been incorporated with a capital stock of $900,000 by William S. Morlock, 107 Roxborough Street West; Sydney E. Wedd, 85 Bay Street; Roy B. Whitehead and others, all of Toronto, as provisional directors, to take over as a going concern the plant and business now being carried on by the General Forgings & Stampings, Ltd.

Personal

Mr. Howison, Pilkington Bros., St. Catharines, is in Western Canada on a business trip.

* * *

At a meeting of the directors of the Stanley Steel Co., Hamilton, held this week, Lt.-Col. Harry Hatch was elected vice-president and general manager of the concern. Col. Hatch graduated in mechanical engineering from Queen's University. Previous to the war he was purchasing agent for the Canada Steel Goods Co., of which his father is president. He served with distinction with the 19th battalion in the great world war. On his return he was made assistant superintendent of the Stanley Steel Works at New Britain, Conn. His latest promotion is a most important one for a young man and he will receive many congratulations.

* * *

P. T. Flanagan, H. S. Beecher, D. P. Cotter, F. C. Ritchie, C. H. Edick, P. C. Shaver, W. F. Shaver, G. P. Shortrede, F. A. O'Reilly and V. G. Byers from the Canadian factory of the Gillette Safety Razor Co. of Canada, Ltd., attended the convention in Boston, Mass., last week, where final arrangements were made for the announcement of their new safety razor.

Change of Address

Consolidated Tool Works, Inc., New York, will move on or about May 1 to new quarters at 296 Broadway, where general offices and New York warehouse will be under one roof.

Adds Hardware Stock

A. J. Freiman, Rideau Street, Ottawa, who already operates some thirty departments in his Rideau Street store, has added a kitchen hardware department with a large and up-to-date assortment of everything needed in the kitchen. For the opening special prices were featured on enamelware, wash basins, dish pans, teapots and aluminum tea kettles.

Steel of Canada Annual Meeting

Hamilton. — At the eleventh annual meeting of the Steel Company of Canada it was reported that the company had made profits of $3,924,041.50 during the year, which was considered very satisfactory. This amount remained after deduction was made for repairs, maintenance, improvements and provisions made for inventory reserve and income tax payments.

The following officers were elected:

Directors — Cyrus A. Birge, A. J. Brown, J. H. Duggan, Lloyd Harris, Robert Hobson, Ross H. McMaster, Hon. John Milne, F. G. Osler, Sir Thomas White, K.C.M.G., Hon. Smeaton White, Charles S. Wilcox.

Executive officers: Chas. S. Wilcox, chairman of board; Robert Hobson, president; Ross H. McMaster, vice-president; H. H. Champ, secretary and treasurer; H. S. Alexander, assistant treasurer; Corbett F. Whitton, assistant secretary.

Convention of Quebec R.M.A.

Montreal.—A convention of the Retail Merchants' Association of Canada, for the province of Quebec, will be held in Montreal on June 8, 9 and 10. It is the endeavor of the association to bring all available members in the province together on the above dates, when entertaining and instructive speeches and talks will be given. The work of the association will also be explained very thoroughly. It is felt that there is vast room for improvement, and an increase in membership of the association in Quebec province, and it is hoped that closer co-operation, which is really necessary, will be shown in the future.

Goethals & Co. Will Manage Beaverboard Co.

New York.—The management of the Beaver Board Co. in Buffalo, and its 23 subsidiaries in various sections of the United States and Canada, have been taken over by the firm of George W. Goethals & Co. General C. C. Jamieson, of the Goethals firm, has been elected vice-president and general manager of the Beaver Board Companies, and is working under a one-year contract. G. C. Miller, also of the Goethals firm, is associated with Gen. Jamieson in the operation of the companies. Mr. Miller is also president and general manager of the Tillotson Manufacturing Co., of Pittsfield, Mass.

Stage All Set For Test Case

The stage is all set now for the commencement before the Exchequer Court in Ottawa on Friday, May 6, of the important test case which is to establish whether or not the Government is justified in classifying certain retail merchants as manufacturers and insisting that they pay the two per cent. tax.

The case is being taken primarily against Messrs. Pedrick & Palen, merchant tailors of Ottawa, to decide the standing of merchant tailors, but the decision will have a far-reaching effect. The proceedings will be watched with intense interest by those engaged in other lines of trade as there is no doubt but that the Government's attitude towards retail merchants in general will be influenced by the outcome of the case.

The British American Oil Company purchased a site at Chatham, Ont., this week and work will proceed shortly on the erection of a station for handling oil and gasoline.

Week's Campaign For Bigger Merchants' Association

Montreal. — Commencing on Monday, May 9, and continuing throughout the week, a campaign for a wider and bigger Merchants' Association of Montreal will be staged. The work will be carried out by team work and each member of the teams will be asked to devote two hours each day to the work, and will be given a list of fifteen prospects whom he will ask to get into line for membership.

Joins Niagara Metal Stamping Corporation Staff

Paul J. Driscoll, lately general manager of sales of Tacony Steel Co., and prior to that connected for a number of years with the selling organizations of the U. S. Steel Corporation and of the Lackawanna Steel Co., has become associated with Niagara Metal Stamping Corporation, Niagara Falls, N.Y., manufacturers of hardware and harness specialties, metal letters and figures and light metal stampings. Mr. Driscoll will be located in Philadelphia, with offices also in New York, and will asssume control of the distribution of the company's products in the metropolitan and adjacent territory.

Western Ontario Notes

George Rutherford has joined the sales staff at F. Bladson's hardware store at Burford, Ont.

* * *

W. J. Heaman, hardware merchant at Exeter, after being ill for several days is able to be around again.

* * *

At the annual meeting of the vestry and congregation of St. Thomas' church in Seaforth, H. Edge, hardware merchant, was elected as one of the auditors.

* * *

At the regular meeting of the retail merchants of Chatham, Ont., this week it was decided to close on Thursday afternoon from May until the end of August.

* * *

Southampton ratepayers carried a by-law in connection with raising $20,000 and as a result the firm of Panels, Ltd., of Toronto, formerly the Toronto Veneering Co., will locate there.

* * *

The death occurred at Listowel on Wednesday last of Wm. G. Tatham, aged 72, formerly of Guelph but for many years past in the hardware business at Listowel with his brother Sidford.

* * *

Following an attack of heart weakness the death occurred at his home in Detroit on Tuesday of William A. McGregor, sales manager of the D. M. Ferry & Co. seed firm, Detroit and Windsor. Mr. McGregor had a wide circle of friends in the hardware trade.

Kingston News

Kingston, Ont. — McKelvey & Birch, Ltd., are featuring quite a novel article and the time is most appropriate for it. The firm is turning out fur boxes for the protection of furs from moths, and a big sale is predicted just at this season when furs must be stored. The box is round, five feet high by twenty-four inches across the top, with rack and hooks to hang coats and garments without creasing. The box takes up very little room and is perfectly air-tight and moth-proof. The boxes are made any shape or size to meet requirements and are sold for $8.50.

* * *

McKelvey & Birch, Ltd., have been given the contract to instal the fixtures at the addition recently erected at the Royal Military College. The contract price is $20,000.

* * *

A big batch of vessels are still in port here and hardware merchants have been reaping a harvest in the fitting out of these vessels. This rush will be over the latter part of next week, when it is expected that quite a number of the vessels will clear.

* * *

All the local hardware stores are making special displays of housecleaning necessities.

A line that is being pushed forward by all the hardware men with great vigor is the sale of garbage cans. Kingston has a good garbage collection and the city council passed a by-law requiring every householder to provide proper receptacles and the local hardware men were right on the job in providing the cans that the by-law calls for. Nearly every hardware store is displaying samples of the cans in front of their store.

* * *

Kingston.—A report which should be of interest to hardware men has been secured from the Civic Utilities Commission and it shows that in Kingston there are 3,600 houses wired for electricity and 3,400 equipped with gas. To the dealer supplying electrical and gas fixtures this should be of great value for it shows the market for these goods in the city and it will be an easy matter for him to figure out just how much of the business he is securing.

* * *

Kingston.—A representative of Hardware and Metal had an interesting visit to the plant of the Canada Cutlery Co. recently started here. The company has hundreds of samples of pocket and penknives, each knife bearing the stamp, "Canada Cutlery Company." These are the first knives to bear this trade mark and are also the first pocket knives manufactured entirely in Canada. They are thought to be quite as fine as any similar article ever seen in Kingston. C. A. Eaton, of Toronto, head of the enterprise, says that he has already received orders but he does not care to hire a large staff of men until he has sufficient to keep the plant running continuously. Mr. Eaton is optimistic for the outlook.

Canadian General Electric Plant Enlarged

Owing to the development in the electrical equipment business of the Canadian General Electric Co., it has been found necessary to take over some of the space that has formerly been included in the Allis-Chalmers plant, Toronto.

This will be utilized after the necessary equipment has been secured, some of which will be taken from other plants, for the making of transformers.

J. J. Ashworth, general manager of the Canadian General Electric, intimated that it would take some time to finish making the change, but that when completed the plant would be capable of much greater production of electrical equipment.

UNWARRANTED ABUSE OF TINSMITHS

(Continued from page 35)

cent. if I do not take out a license. Is it compulsory to take out a license? Also is it compulsory for me to oclect two per cent. sales tax on goods I manufacture when I have already paid a tax to the wholesaler on the materials used in these goods? I have one shop at —— and a branch in another town. Is it necssary for me to take out two licenses?

The first part of this inquiry brings up the question of the liability of the tinsmith for sales tax in connection with purchases. If the tinsmith is to be classed as a retailer rather than a manufacturer (and retailer is the category in which he is being classed pending the outcome of the test case), he has to pay a one per cent. tax on materials purchased direct from a wholesaler or two per cent. on purchases of materials direct from a manufacturer. In selling the product of this material he, as a retailer, would not collect any sales tax from the consumer. If the manufacturer's license is taken out by the tinsmith, it is true that he will only have to pay one per cent. on purchases of materials, but as a manufacturer he will have to collect a two per cent. tax on sales of the product of that material and make periodic return for that amount to the Government. Obviously, when the Government agrees to postpone classing tinsmiths as retailers pending the test case, the tinsmith will have less difficulty by classing himself as a retailer than as a manufacturer. Only one license is needed for the business, irrespective of the branches, providing such license is found to be necessary.

Hardware Letter Box

Information on trade topics will be gladly supplied to subscribers through this department.

HENS' NESTS

Webster & Van Male, Welwyn, Sask.—Can you advise us who sells a hen nest in which the egg disappears when laid?

Answer—A nest of this description is sold by firms carrying poultry supplies and can be procured from the following: Wm. Rennie, Ltd., Toronto and Winnipeg; J. A. Simmers, Ltd., 143-151 King St. East, Toronto, Ont.; Keith & Sons, 124 King St. E., Toronto, Ont.

HOME COMFORT RANGE

Robert Roycroft, Shaunavon, Sask.—Can you tell us who make the Home Comfort Range?

Answer—This range is made by the Wrought Iron Range Co., Ltd., 149 West King St., Toronto, Ont.

STORE FIXTURE LADDERS

The Central Hardware & Paint Store.—Kindly give us a list of makers of store fixture ladders?

Answer.—N. Slater, Ltd., Hamilton, Ont.; Beatty Bros., Ltd., Fergus, Ont.; John Calander Mfg. Co., St. Paul, Minn.; F. E. Myers & Bros., Ashland, O.; Milbradt Mfg. Co., 2410 North 10th St., St. Louis, Md.; Bicycle Step Ladder Co., 62 W. Randolph St., Chicago, Ill.; Berger & Co., Philadelphia, Pa.

LAWN RAKES

Lewis Bros., Ltd., Montreal, Que.—Kindly advise us where we could procure steel lawn rakes similar to the Star which used to be made by the Canada Steel Goods Co?

Answer.—Similar rakes are made by Shurly & Dietrich, Ltd., Galt, Ont., and by the Erie Iron Works, St. Thomas, Ont. The following is a list of some of the manufacturers of lawn rakes in Canada and the U.S.: Shurley & Dietrich, Ltd., Galt, Ont.; The Bedford Co., Bedford, Que.; Canada Axe & Harvest Tool Mfg. Co., Montreal, Que.; Erie Iron Works, Ltd., St. Thomas, Ont.; Maple Harvest Tool Co., Tillsonburg, Ont.; Welland Vale Mfg. Co., St. Catharines, Ont.; Rugg Ball Mfg. Co., Ayers, Cliff, Que.; The Cronk & Carrier Mfg. Co., Elmira, N.Y.; The Pull Easy Mfg. Co., Waukesha, Wis.

BLACKHAWK SOCKET WRENCHES

Summer Co., Ltd., Moncton, N.B.—Kindly let us know where we can get the Blackhawk socket wrenches?

Answer.—The Blackhawk socket wrench is made by the American Grinder Mfg. Co., Milwaukee, Wis. The Canadian sales agents are A. H. Fraser & Co., 501 Confederation Life Bldg., Winnipeg, Man.

SELF WRINGING MOPS AND PAILS

Summer Co., Ltd., Moncton, N. B.—Could you inform us who makes self wringing mops and pails similar to those formerly made by the Dana Mfg. Co?

Answer.—The Erie Mop & Wringer Co., Erie, Pa.; The United States Mop Co., Toledo, Ohio; The White Mop & Wringer Co., Fultonville, N. Y.; The Bushnell Novelty Co., Mansfield, Ohio.

WALKER HOT BLAST HEATERS

The Watt Hardware Co., Ltd., Innisfail, Alta.—Kindly say where we can get repairs for the Walker Hot Blast Heater?

Answer.—The stoves formerly made by the Walker Steel Range Co. have been taken over by the Hall Foundry, Ltd., Hespeler, Ont., from whom repairs can be obtained.

QUICK MEAL OIL STOVES

J. H. Bundy, Pickering, Ont.—Kindly let us know where we can get repairs for the Quick-Meal Oil Stove.

Answer.—The Jas. Stewart Mfg. Co., Ltd., Woodstock, Ont.

GAS COCKS

Sumner Company, Moncton, N.B.—Will you inform us who are manufacturers of brass pillar and L burner gas cocks in Canada?

Answer—The James Morrison Brass Mfg. Co., Ltd., Toronto, Ont.

"BRANTFORD" & "WOOD" MOWING MACHINES

James Simmonds, Ltd., Halifax, N.S.—Can you give us the address of the firms making the "Brantford" and "Wood" mowing machines.

Answer.—The Brantford Mowing Machine is made by the Goold, Shapley, Muir Co., Ltd., Brantford, Ont., and the Wood by the Frost & Wood Co., Smiths Falls, Ont. The Frost & Wood Co. is now owned and operated by the Cockshutt Plow Co., of Brantford, Ont.

Catalogs and Booklets

A review of new catalogs, etc., as published by manufacturers, wholesalers and others in the trade for the information of hardware dealers.

NEW ASHDOWN YEAR BOOK

A record for rapid and efficient work is that which has just been completed by the printing department of J. H. Ashdown Hardware Co., Winnipeg, with the completion of a new Year Book, which is now ready for distribution. This catalog was formerly 2,100 pages, but due to recompilation, being set in linotype, and due to the reduction in size of cuts, the new catalog is equally complete and numbers only 900 pages. The catalog was turned out in the record time of five months, and the completed work is a credit to the printing department of the company, which, under the direction of W. S. McDonald, handled all details of the printing.

"MILL SAWS AND SPECIALTIES"

The new revised price list issued by E. C. Atkins & Company, Indianapolis, is not as yet applicable for Canadian business. E. C. Atkins & Company, Hamilton, have in preparation a supplement to their No. 14 catalogue, which will give revised prices on all mill saws, and a number of mill specialties. This will shortly be issued by them.

"TURNING THE DARK CLOUDS INSIDE OUT"

McDonald & Willson, of Toronto, Ont., are manufacturers of the Trojan electric washing machine, and have issued a booklet under above title describing this machine, and point out the many superior features of the Trojan washer. The dark cloud that looms large on the horizon of the average house-wife in these days when domestic help is so hard to find and keep is the family wash. The cloud has a silver lining, it is stated, and may easily be turned inside out by employing the methods modern science offers in the form of the electric washing machine.

GURNEY GAS RANGES

A new "Gurney" Gas Range catalog, No. G211, is just off the press. The Gurney Foundry Co., Ltd., Toronto, Ont., have brought out some very fine catalogs in the past, but in the latest addition to their list they have certainly excelled themselves. The letter press and illustrations are splendidly done, the paper being of good quality and the binding of a tan shade with lettering of silver and black is very effective.

The increase of facilities for manufacturing Gurney stoves by the completion of a new and extensive plant during the past year has enabled the company to add many new types to their line.

Gas ranges, and especially the combination gas and coal range, has rapidly grown in popularity the last few years, and there is hardly any woman who does not appreciate the advantage of being able to maintain in her stove a low coal fire sufficient to keep the oven moderately warm, and at a moment's notice raise it to baking temperature.

Many types of combination ranges are shown including some with independent ovens for coal or wood and gas, in which both fuels may be used at the same time if required. Besides the combination ranges many lines of gas ranges in cabinet style are illustrated as well as single and double ranges, hotel gas ranges, gas water heaters, hot plates, etc.

Most of the ranges shown are trimmed with white or pearl grey enamel which not only adds to the appearance of the range but also makes cleaning easier.. A copy of the catalog may be had by hardware dealers on request.

SHERWIN-WILLIAMS CO., BOOKLET.

A booklet introduced as "Your Prescription" has been prepared for distribution to the trade by the Sherwin-Williams Co. of Canada, Ltd., Montreal. In it are set forth brief statements by W. H. Cottingham, president; W. S. Fallis, vice-president and managing director; R. C. Misson, manager, and other branch officials of the company. These statements emphasize some factor designed to help the trade to a better solution of the difficulties with which they are faced to-day and to extend some helpful suggestions. Some window suggestions are also offered.

NEW MARBLE'S CATALOG

The 1921 trade catalog of the Marble Arms & Manufacturing Company, Gladstone, Michigan, has just been completed. Several new items have been added to the "Marble's" line and the catalog can be secured on request.

Trade Enquiries

Names and addresses of enquirers can be obtained only by those interested in such lines upon application to Hardware and Metal. Please quote reference number when requiring addresses.

2846. **Seeds.**—Inquiry is made for 50 tons of vegetable seeds for Japan. Samples with lowest prices to be sent and particulars quoted.

2843. **Mechanical rubber goods and asbestos packing.**—Firm in Glasgow wish to hear from Canadian manufacturers of mechanical rubber goods and asbestos packing.

2845. **Kitchen utensils.**—Glasgow firm of manufacturers' agents are interested in hearing from Canadian manufacturers of kitchen utensils of enamelware, etc.

2906. **Sporting goods.**—A Genoese firm wish to buy sporting goods in Canada.

2899. **Colours in powder, varnishes, brushes, etc.**—An old-established house in Milan would be glad to consider offers from Canadian firms doing business in colours, varnishes, etc.

2908. **Rubber goods.**—A firm in Milan would like to establish relations with Canadian firms exporting rubber goods.

2909. **Household utensils.**—A very important co-operative society in Milan would be glad to receive offers from Canadian exporters.

2910-2911. **Paints and dyes.**—Two dealers in paints and dyes at Belgrade, Jugo-Slavia, would be interested to receive particulars from Canadian exporters of these lines.

2912. **Trade with Jugo-Slavia.**—A firm in Belgrade, Jugo-Slavia, with an office in New York, would be interested to hear from Canadian exporters desirous of appointing representatives for Jugo-Slavia.

2913. **Hardware and metals.**—A firm in Belgrade, Jugo-Slavia, would be interested to hear from Canadian exporters of hardware, iron and steel, and other metal lines, and agricultural implements.

Twenty Years Ago

Items of interest reprinted from Hardware and Metal of April 27, 1901:

"M. Weichel & Son, hardware dealers, Elmira and Waterloo, Ont., are about as ambitious as they are enterprising. About 20 years ago Mr. Weichel started business in Elmira in a small way and succeeded in building up a good trade. Five years ago the firm opened a branch in Waterloo. They have prepared and are now distributing among their customers a neat memorandum booklet showing why their business has grown."

* * *

"J. B. Cane has bought out Jas. A. Shoeman, hardware, Virden, Man."

* * *

"E. E. Gauvin & Co., hardware dealers, Magog, Que., have been burned out."

* * *

"Arrangements have been made for the establishment of an automobile factory in London, Ont., capitalized at $250,000."

* * *

"J. Trelford, who opened a hardware store in Proton, Ont., some time ago, has secured a good trade."

* * *

"The Farmers' Binder Twine and Agricultural Implement Mfg. Co., of Brantford, Ont., Ltd., has been authorized to increase its share capital from $100,000 to $155,000."

* * *

"Quotations from the Ontario markets are as follows: The shipping rooms of the different wholesalers are the scene of a great deal of activity. A good deal of merchandise is being got ready for shipment by the regular steamship lines plying on the Upper Lakes as soon as they begin running."

* * *

"H. G. Rutledge, who was for over a quarter of a century buyer for M. & L. Samuels, Benjamin & Co., Toronto, has been stricken with paralysis. He is in no immediate danger."

* * *

"E. V. Clergue, promoter of the Sault Ste. Marie enterprises, states that his company, in addition to completing the 600-ton steel plant, are planning for a second iron and steel plant with a capacity of 2,000 tons, which will be ready within eighteen months."

Gillette Co. Adopt Adjustment Policy

Price of Older Design of Gillette Safety Razor Reduced—New Razor Being Marketed—Trade Protected by Adjustment Plan

WITH the announcement made that a new safety razor is being marketed by the Gillette Safety Razor Co., and that prices on the old line are to be reduced, Hardware and Metal inquired as to what becomes of the razors the merchants now have in stock.

An adjustment policy has been established whereby a rebate based on the discounts received at time of purchase will be given, thus the merchant at once becomes protected on his present stock and the number of razors now on hand become the lower priced razors. The older design of Gillette safety razor will still be marketed, but the retail price will be reduced to $3 (6 Gillette blades) and $3.50 (12 Gillette blades).

For example: a retailer has one dozen razors in stock; he fills in a form supplied stating this, and mails it to the Gillette Safety Razor Co. He is sent one dozen of the new improved, and accompanying the invoice will be a credit note covering a rebate on the twelve older designed razors which he can then sell at the reduced price.

Premier Drury Seeks Merchants' Advice

Premier of Ontario Held Conference This Week With Retailers, Wholesalers and Manufacturers to Discuss Commercial Conditions

PREMIER DRURY of Ontario has evidently come to realize the importance of securing information from the trade regarding subjects he is not familiar with. The truth of this assertion is found in the fact that this week he gathered around him for a conference at the Parliament Buildings in Toronto representatives of the Canadian Manufacturers Association, the Association of Wholesalers and the Retail Merchants' Association of Canada, in Ontario. The object of the conference was to discuss the best means of improving the commercial conditions of the province.

The Retail Merchants' Association was represented by four members of the Ontario provincial board, including Henry Watters, of Ottawa, representing Eastern Ontario district.

This is said to be the first time in the history of the province of Ontario when a Premier has called together representatives of these organized bodies to consult with him on matters of provincial trade, and officials of the Retail Merchants' Association say they feel it is a step in the right direction. They say the retail trade of Ontario involves more capital than any other industry, and it can only be understood by those who are in the business.

Scientific Purchasing Being Taught

AT a dinner tendered by the Toronto Purchasing Agents' Association to the visiting executive of the International Purchasing Agents' Association Saturday night tentative arrangements were made for the holding of the annual convention of the Purchasing Agents' Association of Canada in Toronto on May 14.

International President W. L. Chandler stated that scientific purchasing was now being taught in many universities, and that the standardization of commodities had received its first impetus through the association. "Our work as an association," he said, "is the scientific buying of essential commodities, and it is our business to help one another to secure full value for all money expended."

Mr. Chandler deprecated any attempt to take part in a buyers' strike at the present time. "Our work should be constructive, and not destructive," said he, "and our main mission should be to see to it that the wheels of industry are kept whirring without clogging."

The following officers have been elected by the Toronto Purchasing Agents' Association for the ensuing year: President, W. F. Dodd, Canadian Kodak Co., Ltd.; vice-president, W. K. McGuffie, Sheet Metal Products Co., Ltd.; secretary, G. P. Boswick, Boynton and Williams; treasurer, R. M. Sedgwick, Standard Chemical Co., Ltd.; executive committee, F. J. Lucas, Purdy-Mansell Co., Ltd.; E. B. Ross, Dunlop Tire & Rubber Co., Ltd.; J. A. Fraser, Gutta Percha & Rubber Co., Ltd.

New Hardware Goods

OFFERED TO CANADIAN HARDWAREMEN

POLAR EXPRESS FREEZER

The Polar Express all metal ice cream freezer is now being made by the Leslie Tinware Co., Ottawa, Ont. Among the special features and advantages claimed for it by the manufacturers are that it is lighter and easier to handle than a



Polar Express Freezer

heavy wooden tub, weighing as it does only two and a half pounds, it takes up less space, and after freezing the Polar Express can be put away in an ordinary refrigerator, effecting a saving in time and packing. It is also claimed that it means a big saving in ice, using fully one-half less than a wooden freezer, and the ice cream freezes quicker in the metal case than it does in a wooden tub. The Polar Express is said to be strongly made and should any part become broken it can be procured quickly through a dealer or direct from the makers.

NEW TANGLEFOOT PRODUCTS

The O. & W. Thum Co., of Grand Rapids, Mich., are putting out two new Tanglefoot products; namely, Tanglefoot roach powder and Tanglefoot ant powder, and are advertising them, as well as Tanglefoot fly paper, fly ribbon and tree tanglefoot, extensively.

Every sheet of Tanglefoot fly paper now being manufactured carries an advertisement of Tanglefoot roach powder and Tanglefoot ant powder.

Attractive show cards for window display will be sent by mail to the trade on request to the makers.

Thum & Company state that Tanglefoot roach and ant powders have been carefully developed by experiment and test to secure dependable roach and ant exterminators and are recommended only for use against roaches and ants, and that Tanglefoot roach and ant powders are guaranteed to keep at least three years in any climate. They deteriorate slowly, if at all, with age, if stored according to the simple directions appearing on each case, i.e., kept dry.

BISSELL'S TOY CARPET SWEEPERS

After an absence of about three years from the market, there is again a line of toy sweepers bearing this familiar trade name. It seems that it became necessary for the Bissell Company to discontinue their line of toy sweepers during the war in order to properly take care of the demands of their regular carpet sweepers and to produce certain government orders assigned to them.

They state that they have been experimenting for some time to produce a very superior toy sweeper at such a low price that it would have a wide sale, and they seem to have succeeded, for they are now announcing two new models which are described as being most attractive in design and finish and of excellent construction.

These new Bissell toys are made along entirely new lines in many respects and the installation of special machinery and manufacturing processes for big production is counted on to keep the costs down to a point which makes their low prices possible. Each Bissell toy sweeper placed in the home is an ever-present suggestion to the mother for acquiring or continuing the use of the regular Bissell carpet sweeper.



Bissell's Toy Sweeper

One of the models called the "Little Daisy" is 7 inches long with a 24-inch handle and is finished in deep blue. The "Little Queen" is more finely finished in a grain mahogany effect with gilt lettering, etc., and is a little larger.

"SERVICE" BOTTLE CAPPER

A new bottle capper designed for home and store use has been put on the market by the Service Commodities Mfg. Co., 442 North Wells Street, Chicago, Ill. An exclusive feature is claimed for the tapering capping head, made of chilled grey iron, which, it is said, insures perfect capping and long wear. Other features claimed by the makers are the following—operates quickly and easily; quickly adjusted for different sized bottles; does not break bottles or waste caps; need not be screwed to table; non-rusting; has double guide pins, which allow perfect play, and can be operated by a child. There is said to be a large field for bottle cappers, and they are in demand for the home and also by grocers, druggists and confectioners.



"Service" Bottle Capper.

"ARMOROID" TIRE RELINERS

A puncture proof device known as "Armoroid" has been on the market for some years, but the manufacturers have recently made some changes in the construction and with the introduction of new features claim to have greatly improved this device. Armoroid is stated to not only prevent punctures, but also to reinforce the inside fabric of the lining so that the mileage of the tire is increased. Armoroids are built of four layers of gum fabric separated by layers of metal discs, which are specially treated, allowing the rubber to be vulcanized to them, so that they are held permanently in position, thus preventing heat and friction. They fit closely into a tire, being built circular to the exact inside dimensions, and after the tire is worn out they can easily be taken out and put in a new one. They are manufactured by the Armoroid Co., 1381 Queen Street east, Toronto, Ont.

Weekly Hardware Market Reports

STATEMENTS FROM BUYING CENTRES

MARKETS AT A GLANCE

PRICE changes continue on many hardware lines this week. Galvanized wares, including pails, tubs, and garbage cans are reduced in price. Other reductions include plated butts, barrel bolts, shelf brackets, wheelbarrows, drag scrapers, seine twine and coal oil. Lower quotations are made on some makes of wash boards, ratchet braces and steel squares.

A new design has been introduced in a well-known safety razor and the older patterns are being reduced in price. Hockey sticks for fall booking are slightly reduced. A firmer tendency is visible in linseed oil and turpentine, although prices are held unchanged. Little change is shown in basic lines of iron and steel though some slightly lower quotations are reported on sheets, plates and bars. The scrap market remains dull and ingot metals show little increase of activity but are inclined to be firmer.

In the primary steel markets the action of the Steel Corporation in reducing prices has been favorably received, and though it is not expected that it will start a buying movement it is regarded as having brought about a better condition for future business as the market has a definite price basis to work on. It is also felt that building operations will be encouraged by a more stable steel market.

The situation among wholesale and retail hardware merchants continues to show a gradual improvement, and though the heavier lines of hardware are still moving rather slowly seasonable lines are fairly active.

Montreal Markets

MONTREAL, April 21.—The featured change in quotations this week is the reduction on galvanized tubs and pails, these being lowered 25 and 20 per cent. on the light and heavy wares respectively. Many other important declines are also made. Plated butts, barrel bolts and shelf brackets are offered at reduced prices. Wash boards are 10 per cent. cheaper, wheelbarrows of many kinds, and drag scrapers are also lowered. In tools, the P. S. & W. braces and squares will cost less. Hockey sticks for fall delivery are reduced. In the heavier goods, galvanized sheets, both English and U.S. standard show a decline, also bar iron and steel. Ingot metals are firmer. Jobbers report a continued increase in business and most of the spring lines are now forwarded.

Cotton Seine Twine Reduced

Montreal.

A slight reduction has been made on cotton seine twine, and following are present prices: No. 9, 55 cents pound; No. 12, 58 cents pound; Nos. 15 to 60, 54 cents pound; Nos. 72 to 100, 54 cents pound.

Plated Butt Hinges Down

Montreal.

Plated butts are now from 5 to 7 per cent. lower in price. This applies to dull brass, bright brass, antique copper and oxidized plated hinges. Following are quotations on No. 241.

No. 241, 2½x2½, 38c pair; 3x3, 39c; 3½x3½, 40c; 4x4, 52c; 4½x4½, 76c.

Reduction in Barrel Bolts

Montreal.

Barrel bolts will now cost less, a reduction of about 10 per cent. having been made. Following are the new net prices on the commoner selling lines:

No. 406 x 2½ in., $1.70 doz.; 3 in., $2.20; 4 in., $2.30.

No. 1078 x 2½ in., 95c; 3 in., $1.25; 4 in., $1.40; 5 in., $1.70; 6 in., $2 doz.

No. 1076 x 2½ in., $1.35; 3 in., $1.70; 3½ in., $2.40 doz.

Shelf Brackets Now Cost Less

Montreal.

Japanned shelf brackets have been reduced about 5 per cent. on all sizes. This applies to the No. 792 brackets.

30-Gallon Range Boilers Selling

Montreal.

Range boilers are moving fairly well in sorting orders. The thirty gallon boiler, however, is the big seller. Quotations on this size in standard are lowered to $12.50 this week, one manufacturer explaining this was the result of recent price cutting. The prices on all other sizes in both standard and extra heavy are unchanged as follows:

RANGE BOILERS—	Standard	Ex. Heavy
30 gallon	$12 50	$15 00
35 gallon	15 00	17 00
40 gallon	17 00	19 00
52 gallon	24 00	28 00
66 gallon	32 00	38 00
82 gallon	40 00	50 00
100 gallon	50 00	60 00
120 gallon	60 00	70 00

Scrap Market Unchanged

Montreal.

The lower prices quoted recently on waste materials are not yet bringing in business, the market still remains dull. Both ferrous and nonferrous metals were cut, in some cases nearly 50 per cent. Following are present nominal quotations:

DEALERS' BUYING PRICES.

Automobile tires	0 75
Yellow brass	0 05
Red brass	0 08½
Light brass	0 04
Scrap zinc	0 04
Lead, heavy	0 03½
Light copper	0 08
Lead, tea	0 02
Heavy copper	0 10½
Wrought iron, R. Rd., No. 1, per gr. ton	12 00
Malleable scrap (ton)	11 50
Pipe scrap (ton)	8 00
Stove plate, per ton	18 00
Heavy melting steel	8 50
No. 2 busheling	4 00
Boiler plate	0 03
No. 1 machinery cast, per gr. ton	$25.00 28.00

Stoves Continue to Sell

Montreal.

At this season there is always a good amount of moving among tenants, especially in the larger towns and cities, and this has had its results on sales of stoves of practically all kinds. One manufacturer states he has sold an exceptional number of combination gas and coal ranges in the past month. Oil stoves are now being shipped for the summer trade. Fall bookings on cast and steel ranges and heaters have commenced by some firms and they report fair sales,

Prices on all lines are steady since the decline the latter end of March.

Wrought Pipe Sells Well

Montreal.

Sales of wrought iron and steel pipe are now made in good numbers, but continue of the smaller sorting type. List No. 50 is the selling basis, which came into effect on March 28th. The market on piping is in a much healthier state than other allied products of the steel industry, and price cutting has not been nearly as prevalent as on other lines. List No. 50 will be found on current market pages.

Pipe Fittings Remain Unchanged

Montreal.

There has been no change made on the different fittings, with a fair business being done. Stocks are in good shape, being ample in all sizes for any increased activity that is hoped for in the near future. Following are quotations:

Bushings, cast	25%
Do., malleable	25%
Flanges	27%
Plugs	22½%
Flange Unions	20%
Dart unions, black	20%
Do., gal.	add 5%
Nipples, ⅛ to 4 in. close and short	40%
Do., long	50%
Do., 4½ to 8 in., close and short	30%
Do., long	40%
Couplings, 4 in. and under	20%
Do., 4½ in. and larger	Net list

Pound goods—	Black	Galv.
Class B	0 20	0 28
Class C	0 13	0 20

Add 10%.

Galvanized Tubs Reduced

Montreal.

Galvanized tubs will now sell cheaper, a reduction of 25 per cent. having been made on the light wares and 20 per cent on the heavy. Following are quotations on the three sizes of light tubs; No. 1, $14.88; No. 2, $16.20; No. 3, $18.48.

Reduction in Galvanized Pails

Montreal.

The same reduction as applied to galvanized tubs has been made on galvanized pails, with the following prices now quoted on the lighter stock:

FLARING—No. 11, $5.40 doz.; No. 12, $6; No. 13, $6.84; No. 14, $7.92.

DUFFERIN—No. 12, $4.80 doz.; No. 14, $5.40; No. 16, $6.12.

Wash Boards Down 10 Per Cent.

Montreal.

A reduction of approximately 10 per cent. has been made on glass and Globe wash boards, and the new prices are as follows: Glass, $8.25 dozen; Improved Globe, $5.85 dozen; Twin Beaver $6.55 dozen.

Lead Goods Remain Steady

Montreal.

Although orders continue small in lead products, a fair demand is shown. In the primary markets lead remains quite firm, especially in London. It is thought by some manufacturers that all lines have about reached the bottom, and if not advanced, will continue firm. Zinc sheets are also unchanged, but slightly lower quotations might be expected when spring shipments of these sheets arrive from import. Following are present quotations:

Lead pipe	0 12½
Lead waste	0 13½
Note.—Lead pipe is subject to a discount of 10%.	
CouplingsLead traps and bends	10% off
Lead wool, lb.	0 13½
Lead sheets, 2½ lbs.	0 11
Do., 3 to 3½ lbs. sq. ft., lb.	0 10¾
Do., 4 to 8 lbs.	0 10
Cut sheets ¼c lb. extra and cut sheets to size, ¾c lb. extra.	
Solder, guaranteed, lb.	0 26
Do., strictly, lb.	0 24
Do., commercial, lb.	0 21
Do., wiping, lb.	0 21¾
Do., wire lb.	0 34
Zinc, sheets, casks	0 14
Do., broken lots	0 15½

Wares Fairly Active

Montreal.

Sales on the different wares continue fair, with much more activity shown in the past few weeks. The coming of spring has made dairy supplies a good selling line. Enamel ware and tinware are holding unchanged, while galvanized ware, tubs and pails, are quoted at a decline this week.

Corrugated Sheets More Active

Montreal.

The increase in business on corrugated sheets continues. Merchants are still buying light, but many small orders keep the demand up. Continued open weather will in all probability help the sale from now on. The lightest gauge is still the big selling weight. Quotations are as follows:

CORRUGATED SHEETS—	Per 100 Sq. Ft.
No. 28 gauge	9 50
No. 26 gauge	10 25
No. 24 gauge	16 00
No. 22 gauge	19 00
No. 20 gauge	22 00
No. 18 gauge	28 00

Less 7½%.

Lighter than 24 gauge and wider than 27 inches, 75c a square extra.

Different Wheelbarrows Lowered

Montreal.

Many lines or styles of wheelbarrows are lowered in price this week, the reduction being from 5 to 10 per cent. Following are the new quotations on different brands:

City Garden, $65 doz.; No. 1 Folding Lawn, $83; General Purpose, $83; Common Bolted, $67.25; Sterling No. 2, $181.75 dozen.

Drag Scrapers Lowered

Montreal.

A slight reduction has been made on drag scrapers, and following are quotations on drags with and without runners:

WITHOUT RUNNER—No. 1R, $15.75; No. 2R, $15.25; No. 3R, $14.75 each.

WITH RUNNER.—No. 1P, $14; No. 2P, $13.50; No. 3P, $13.

P. S. & W. Braces Reduced

Montreal.

Carpenters' braces of the Peck, Stow & Wilcox make will now cost less, a reduction of from 10 to 12 per cent. having been made. Following are quotations on this line:

No. 5010, $61.50 per doz.; No. 7008, $64; No. 7010, $65.50; No. 7012, $67.60; No. 8010, $79.75; No. 8012, $91.75.

Galvanized Sheets Down

Montreal.

Both English and United States standard sheets show a decline this week. English quality are lowered 75 cents per 100 pounds on all gauges, and U.S. sheets 50 cents throughout. This reduction, however, is made on present stocks, as a little better feeling exists in the United States fields since the recent adjustment of prices, and a steadier market is expected in the future. The demand for sheets, both black and galvanized, is still backward and not what it should be at this season. Following are quotations:

PLATES—	
10 gauge	6 25
12 gauge	6 30
14 gauge	6 45
16 gauge	6 55
BLACK SHEETS—	
10 gauge	6 50
12 gauge	6 55
14 gauge	6 60
16 gauge	6 80
18-20 gauge	7 95
22-24 gauge	8 00
26 gauge	8 10
28 gauge	8 20

Sheets 36 in. wide, 10c per 100 lbs. extra.

GALVANIZED SHEETS—		
U.S. Standard—		
10¾ oz.	8 75	9 75
28 gauge	8 25	9 25
26 gauge	8 00	9 00
22 to 24 gauge	7 85	8 85
20 gauge	7 65	8 65
18 gauge	7 65	8 65
16 gauge	7 50	8 50
14 gauge	7 50	8 50
12 gauge	7 50	8 50
English Standard—	Queen Head	Fleur-de-Lis
28 gauge	10 00	9 25
26 gauge	9 75	9 00
24 gauge	9 15	8 60
22 gauge	8 80	8 15
18 and 20 gauge	8 10	8 00

NOTE.—These prices are for full bundles, an extra charge of 25c to 35c per 100 lbs. is made for broken lots. These quotations are nominal.

Nails Selling at $4.55 Base

Montreal.

Wire nails are now in fairly active demand, but are still being shipped in small quantities. At even the reduced prices of last week, dealers are not yet buying for supplies in advance. Building has not yet commenced to any great extent in Quebec province, but any activity in this will undoubtedly stimulate sales. Wire nails are $4.55 base, cut nails $5.10.

Hockey Sticks for Fall Lower

Montreal.

Jobbers state that hockey sticks of better grade booked for fall delivery will cost less this year. A reduction of about 10 per cent. is made on the better qualities, while the cheaper ones are practically unchanged.

Bar Iron and Steel Reduced

Montreal.

A reduction of 30 cents per 100 pounds base has been made on bar iron and steel, with refined iron, iron finished machinery steel, tire, toe calk and harrow tooth steel showing a similar decline. Business is still backward on these lines, but shows a gradual improvement. With

the adjustment made on United States quotations last week a steadier market is looked for locally. Stocks are fairly heavy in the jobbers' hands. Following are present quotations:

Common bar iron, 100 lbs.	3 70
Refined iron	5 20
Iron finished machinery steel	3 75
Mild steel	3 70
Band steel	3 70
Single reeled machinery steel	5 75
Spring steel	5 00
Sleighshoe steel	3 70
Tire steel	3 90
Toe calk steel	4 60
Harrow tooth steel	3 85
Mining tool steel, per lb.	0 23
Black Diamond tool and cast steel	0 23

NOTE.—Refined iron is aproximately $1.50 per 100 lbs. over base, but fluctuates owing to unsettled market.
Band steel in scroll bdles., 50c per 100 lbs. extra.
Flats, iron and steel, 3-16 and thinner, 50c per 100 lbs. extra.

Steel and Iron Squares Down

Montreal.

A reduction has been made on steel and iron squares, amounting to about 15 per cent. on the different qualities.

No. 13 Barrel Swing $12 Dozen

Montreal.

A reduction is made on the No. 13 barrel. It is now selling for $12 a dozen, formerly $13.50.

Ingot Metals Slightly Firmer

Montreal.

The tone of the ingot metal market this week is decidedly firmer in most metals, and the sentiment is much more cheerful. Most metals also show an advance in the past week and it looks as if higher prices are in sight.

TIN—Tin had a sharp advance the beginning of the week, gaining £8 on the London market. While some of this has since been lost the market is decidedly firmer, and higher prices are expected. At present there is little tin coming from England on account of the coal strike. Local price one cent higher at 37½ cents.

COPPER—This metal remains firm in London. While there is some irregularity in New York, the tendency in general is for better prices. Electro is quoted at 18 cents, casting 17½ cents.

SPELTER—East St. Louis has shown an advance, this being the first recorded for some time. London also touched the highest point since early February. The German situation tends to discourage exports from there, which has a strengthening effect. Local price is unchanged at 8½ cents.

LEAD—Although statistics go to show that lead is a little higher, there is no sign of weakness yet, and the market is especially firm in London. The future of this metal is very hard to forecast. Locally firmer at 6¾ cents.

ANTIMONY—This metal has not yet reflected the advance on other metals, but its turn will undoubtedly come soon. Chinese is offered at 6½ cents, high grade English at 8½ cents.

ALUMINUM—Aluminum is still dull on the market, with price unchanged at 35 cents.

Toronto Markets

TORONTO, April 21.—Price changes are of a minor nature this week and probably the chief feature is the considerable reduction made in the prices of galvanized pails, wash tubs, etc. Solid sash weights have been reduced in price and other declines include steel squares, ratchet braces, Eagle padlocks and wire clothes lines. Coal oil has declined 2 cents per gallon. Prices have been revised on the Clayton and Lambert line of blow torches and fire pots. A new design in Gillette safety razors is being put on the market and the prices of the older design are being reduced. No quotable changes are made this week in the prices of bar iron and steel, sheets and plates, lead products, wrought pipe, compression goods, or ingot metals. Business still remains particularly quiet in these basic lines although it is showing a slow but gradual improvement in smaller lines. Seasonable lines are moving fairly well and wholesalers report a brisk sale in these lines.

Steel Squares Decline 15 P. C.

Toronto.

There has been a reduction of about 15 per cent. on the price of steel squares.

Wire Clothes Lines Lower

Toronto.

Declines have been made in prices of galvanized wire clothes lines and the following are the new quotations:

WIRE CLOTHES LINES.

No. 17, 50 ft. lengths (per 1,000 ft)	$8 50
100 ft. lengths	7 75
150 ft. lengths	7 75
No. 18 x 50	7 10
100	6 50
No. 19 x 50	6 75
100	5 50
No. 18 in 1,000 ft. coils	6 50
Do., in 1,000 ft. spools	7 15

New Cut Nail Base

Toronto.

As announced last week a decline has been made in the price of cut nails and these are now quoted here at $5.60 per keg, base, f.o.b. warehouse.

Good Gas Range Demand

Toronto.

There is a fairly brisk demand at present for gas ranges and cook stoves as well as for combination ranges, but sales are especially good on the smaller sizes. Stocks are small and manufacturers are, in some cases, unable to keep up with the demand. Prices on these lines are maintained and little change is expected at present.

Wrought Pipe Prices Hold

Toronto.

Not much change in demand for piping is reported. Some slight increases in sales are noted but little buying is being done except for present requirements. No further changes have been made in prices and quotations are as per current market pages. The new United States prices issued by the Steel Corporation on steel pipe show reductions on both black and galvanized from the ¼-inch size up, and vary on different sizes, reaching 6 points on 1-inch to 3-inch galvanized, while the basing discount becomes 62½ instead of 57½.

Solid Sash Weights Reduced

Toronto.

A reduction has been made in the price of solid sash weights and these are now quoted at $4.25 per 100 pounds. Sectional weights remain unchanged.

Eagle Padlocks Are Lower

Toronto.

The Eagle line of padlocks have been reduced in price and the decline, which varies on the different numbers, is in some cases as much as 30 per cent.

Globe Wash Board Reduced

Toronto.

A new price of $5.85 per dozen is made on the Globe washboard. The previous quotation was $6.50.

Baskets in Good Demand

Toronto.

There is a good demand for baskets of various styles and good lines of covered market baskets, clothes baskets and fancy baskets are again on the market. Prices are a trifle lower than they were formerly.

New "C. & L" Torch Prices

Toronto.

Some changes have been made in the list prices of the Clayton and Lambert line of blow torches and fire pots and prices have been adjusted. The following are new prices on some of the best sellers:

CLAYTON & LAMBERT TORCHES— No. 18, $7.70; 31, $9.20; 32, $9.70; 38, $8.80.
FIRE POTS—No. 71, $16.50; 72, $15.00.

Changes in Gillette Razors

Toronto.

An improvement in the design of the Gillette safety razor has been made and is being marketed and the prices on the old line of Gillettes are being reduced. The older design will still be marketed but the retail price will be $3 with one-half dozen blades and $3.50 with one dozen blades. Adjustments will be made whereby a rebate based on discount received at time of purchase will be given so as to protect the trade on present stock which now become lower priced.

Coal Oil Down 2 Cents

Toronto.

There is a reduction of 2 cents per gallon in the price of coal oil this week, but gasoline has not been affected and remains at 38 cents per gallon net for motor grade. The new quotations for coal oil are 25 cents and 28 cents according to grade. An improvement in the demand is noted.

Bar Iron and Steel Quiet

Toronto.

There is not much change in the bar iron and steel market to report. Wholesalers state that business shows very little improvement. On some lines there has been a small increase in activity but consumers are not yet ready to order in any quantity. Some expectations are held that a better feeling will result from the announcement of the Steel Corporation's prices, and that a better buying tendency will be felt. With reference to the cost of producing pig iron it is pointed out that furnace coke is now quotable at $3.50 per net ton at ovens in the United States. This is quite a decline from the price of $18 and $19 paid last summer, and the present quotation is regarded as fully liquidated, with little prospect of going any lower. The only item in pig iron production showing no change is that of freight rates involved in assembling the raw materials, and there seems little prospect of any change in that for some months. Taking all the costs into consideration it is assumed that the present foundry price of pig iron now in the United States will be maintained with little change for some time. No further changes have been made by the wholesalers here on bars and quotations are the following:

Common bar steel, 3-16 in.	$ 4 50
Common bar steel, ¼ in. and heavier	4 00
Common bar iron, 3-16 in	4 50
Common bar iron, ¼ in. and heavier	4 00
Angle base	4 10
Horseshoe iron	6 00
Tire steel	5 95
Band steel	4 50
Spring steel	12 75
Crucible Cast Sheet Steel	35 00
Mining drill steel	23 00
Common Cast Tool Steel	20 00
Sleigh shoe steel	4 50
Norway iron	15 00
Toe caulk iron	6 70
Hoop Steel	6 00

Rope Demand Fitful

Toronto.

There is a considerable sorting up business being done in rope and cordage. The spring booked orders have mostly been forwarded and wholesalers are expecting to see an improvement in the demand as the season advances. Prices are unchanged and are as per market quotation pages.

Garbage Pails Down 15 P. C.

Toronto.

Galvanized iron garbage pails are now about 15 per cent. lower in price. The new discount is list plus 20 per cent. instead of the previous one of list plus 45 per cent.

Galv. Pails and Tubs Lower

Toronto.

A considerable reduction has taken place in the price of galvanized iron pails and tubs. These are now quoted at list plus 20 per cent., making a decline of 25 per cent. in the light ware and 20 per cent. in the heavy ware.

Some Ratchet Braces Lower

Toronto.

A cheap line of ratchet braces is now quoted at a 10 per cent. reduction on the previous price.

Valves and Bibbs Unchanged

Toronto.

Sales on compression work continue light and business is chiefly of the sorting variety. Wholesalers report stocks to be ample for present rate of demand. No changes in prices are recorded and quotations on chief lines are the following:

Compression work, standard	34%
Fuller work, standard	30%
Bath cocks, compression	25%
Do., Fuller	25%
Flatway stop and waste cocks, standard	34%
Roundaway stop and waste cocks, standard	34%
Brass steam cocks, standard	10%
Globe, angle and check valves, standard	5%
J.M.T.	10%
J.M.T. C.	15%
J.M.T. Gate Valves	15%
Gate or straightway	7/10%
Jenkins Globe	10%
Radiator valves, standard	23%
Do., removable disc	38%
Basin Cocks—	
No. 1 and 1, Fuller pattern	30%
Quick opening	28%
Emco J. D. Valves	10%
Emco Check Valves	10%
Webber Gate Valves	15%

Corrugated Sheets Improved

Toronto.

No further changes are reported in prices of galvanized corrugated sheets. The demand continues to gradually improve although sales are not heavy. The following are prevailing quotations:

CORRUGATED SHEETS—	Per 100 Sq. Ft.
No. 28 gauge	9 50
No. 26 gauge	10 25
No. 24 gauge	16 00
No. 22 gauge	19 00
No. 20 gauge	22 00
No. 18 gauge	28 00
Less 7½%.	

Lighter than 24 gauge and wider than 27 inches, 75c a square extra.

Pipe Fittings Are Held

Toronto.

Pipe fittings are being held at the changes announced last week. A slight improvement in sales is noted, but buying is mostly in small sorting up orders. Present stocks of wholesalers are adequate. The following are current quotations:

Cast iron fittings	20%
Plugs, cast iron	27½%
Do., solid	10%
Do., countersunk	net
Bushings	30%
Unions, ¼-in. to 2-in.	40%
Do., ⅜ in., 2½ to 4 in.	35%
Flanged Unions	20%
Dart Unions, blk., ¼ to 2 in.	29%
Do., ⅛ in., 2½ to 4 in.	14%
Do., galvd., add to black	30%
Nipples, blk. and galvd., ⅛ to 4 in., close and short	40%
Do., 4½ in. and larger	30%
Do., long, ⅜ in. to 4 in.	50%
Do., 4½ in. and larger	40%
Do., running thread	20%
Couplings, 4-in. and under	20%

MALLEABLE FITTINGS

	Black.	Galvanized
Class A	0 60	0 75
Class B	0 23	0 32½
Class C	0 15	0 23

Wire Nails Slightly Improve

Toronto.

Wire nails are holding at the reductions reported last week. Sales are showing a small improvement and as building operations increase a better demand is expected. Buying generally has been light and stocks on the whole are stated to be much below normal. The wire nail base is $4.65 per keg.

Some Fry Pans Reduced

Toronto.

One of the lines of steel fry pans of the Acme type is now quoted about 10 per cent. lower.

Mop Wringers Lower

Toronto.

There has been a further decline of about 12½ per cent. in the price of the all steel Reliance mop wringer.

Garden Hose Moving

Toronto.

Rubber garden hose is moving out satisfactorily and orders are said to have been as numerous even if the volume has been lighter than usual. Prices are holding at the declines made early last month.

Lead Products Unchanged

Toronto.

Sales show little variation in lead and zinc products and prices are maintained generally. The demand for lead in the primary markets is very dull, but the market continues firm, helped, it is stated, by the fact that production is being greatly curtailed. The following are wholesalers' quotations here:

Lead pipe, list, per lb.	0 12½
Lead waste pipe, list, per lb.	0 13½
Do., over 8 in., list, per lb.	0 14½
Lead pipe is subject to a discount of	10%.
Lead traps and bends	10%
Lead sheets, 4 to 6 lbs. sq. ft., in rolls, lb.	0 09½
Cut sheets, ½c to ¾c lb. extra and cut sheets to size 1c lb. extra.	
Solder, wire, per lb.	0 34
Do., strictly, lb.	0 24
Do., commercial, lb.	0 22
Do., guaranteed, lb.	0 27
Do., wiping, lb.	0 22
Zinc sheets, per lb.	0 16

Sheet Demand Still Low

Toronto.

While wholesalers state that they have made no changes in sheet prices there is reported to be a tendency to shade prices on some sizes and gauges in an effort to reduce stocks. While there has been a slight improvement in sales the demand is still a long way below normal. It is reported that the new prices fixed on sheets in United States markets by the Steel Corporation will no doubt become general with the independent mills also, and in most cases where recent quotations have been lower than the new Corporation prices they have been withdrawn. The independents

are stated to have a fair amount of business on their books at present and some releases are expected. Following are current quotations here:

PLATES

10 gauge	from $5 00 to $6 00
12 gauge	5 05 6 05
14 gauge	5 10 6 10
16 gauge	5 20 6 20

BLACK SHEETS

14 gauge	5 10 to 6 10
16 gauge	5 20 6 20
18-20 gauge	5 75 6 75
22-24 gauge	5 80 6 80
26 gauge	5 85 6 85
28 gauge	6 00 7 00

Prices shown are for full cases. An extra charge of from 25c per 00 lbs. is made for less than case lots. An extra 10c per 100 lbs. is also charged on sheets 36 in. wide.

GALVANIZED SHEETS

Premier and Apollo

10¾ oz.	8 60 to 9 60
U. S. 28	8 20 9 20
U. S. 26	7 90 8 90
22 and 24	7 75 8 75
18 and 20	7 60 8 60
16	7 45 8 45
12 and 14	7 40 8 40

An extra 40c per 100 lbs. is charged for Keystone brand copper bearing sheets.

An extra is now charged on galvanized sheets, 10¾ oz. and 28 ga., when shipped out in sheets 3 feet wide. The extra charged over prices shown above is 20c per 100 pounds. Other gauges show no change for different widths.

Prices shown are for full cases. An extra charge of 25c per 100 lbs. is made for less than case lots.

Corrugated Fasteners Reduced

Toronto.

A reduction has been made in the price of corrugated fasteners and the plain edged are now quoted at 35 and 10 per cent. off list. The multiplex point or saw edge is now list less 12½ per cent. f.o.b. Toronto.

Scrap Demand Still Weak

Toronto.

The waste market is in practically the same position that it has been in for the past few months and the demand for any particular line has been strictly limited. It is believed that improvement is at hand but trading among dealers has been little affected. The tone in the scrap iron and steel market has continued easy but the reduction in steel prices in the United States is believed to be a step in the right direction and should the steel mills become active a better demand for scrap will be felt. Lead scrap has had some movement but zinc has been dull. The following is an average dealer's buying price in fairly large quantities but is strictly nominal.

WASTE MATERIAL

No. 2 busheling	**$13 00**
Stove plate, per ton	19 00 20 00
Yellow brass	6 50 7 50
Red Brass	10 00
No. 1 machinery cast	24 00 25 00
Heavy melting steel	13 50 14 50
Heavy Copper	10 50 11 00
Scrap zinc	3 75 4 25
Light brass	4 00 4 50
R.Rd. wrought iron, No. 1, gr. ton	13 50 14 50
Scrap pipe	8 00 9 00
Heavy lead pipe	4 00 4 50
Old rubbers, boots and shoes	2 00 2 50
Overseas lumbermen's rubber boots	1 50 2 00
Auto tires	0 50 1 00
Solid tires	0 75 1 25
Tea lead	1 75 2 00

Ingot Demand Still Limited

Toronto.

There is a firmer tendency in ingot metal markets but under consumption is still the chief characteristic of the market. Prices on outside markets have been largely dominated during the greater part of the week by the British labor troubles and have advanced or receded according to the strike developments. Most metals have been dull and neglected and local quotations remain unchanged.

TIN.—Standard spot advanced £8 to £169 on London markets but trading has been narrow and dealers generally preferred to wait until the strike situation has cleared up. Other markets have been dull and irregular and quotations here remain unchanged at 36 cents per pound.

COPPER.—Copper continues to slowly sink and despite drastic curtailment of production this still exceeds consumption. Leading selling agencies in the United States report that inquiries are more numerous although business has shown no material improvement. The local price remains 18 cents for casting copper.

LEAD.—Values have been maintained in the lead markets but demand is still limited and fitful. In United States markets dealers are generally willing to shade official prices and shipments have arrived there from Spain. London markets show fluctuations but are above last week's levels. Prices here are still $6.

SPELTER.—The demand has been intermittent in this and prices are unchanged on domestic and United States markets. London is slightly firmer. Quotations here remain at $7.25.

ANTIMONY.—This metal has been dull and neglected again and no change has been shown in prices, which are held here at 8 to 9 cents.

ALUMINUM.—No alterations have been made in this and markets have been dull but more inquiries are reported. Prices are still 30 cents here.

London Markets

LONDON, April 21.—The chief price changes this week are linseed oil, cut nails, lamp chimneys and lantern globes, galvanized ware, tire tape, wrought washers and Miller padlocks. Window glass is now sold from the new list and discount has been changed. Business here continues good although the spell of cold weather slowed up the sale of many warm weather goods. Collections are reported to be good.

Linseed Oil at 77 Cents

London, Ont.

Linseed oil has declined three cents this week and is quoted at 77 cents for single barrels for raw. The demand has been improving and there is a good sale at the present time for oil. The following are present quotations:

	Raw.	Boiled.
1 to 2 barrels, per Imp. gal.	0 77	0 80
3 to 5 barrels	0 76	0 79
6 to 9 barrels	0 74	0 77

Less barrels, add 15 cts. gal.

Turpentine is Firmer

London, Ont.

There is a firmer tone to the turpentine market and it is expected there will be a new higher price before this report appears in print.

Nail Demand Improving

London, Ont.

The demand for wire nails is improving and better sales are being made each week. The base price remains unchanged from recent decline and is quoted at $4.65 per keg.

Cut Nails Are Down

London, Ont.

A decline has been made in the price of cut nails and the new base price is now $6 per keg.

Small Sales on Glass

London, Ont.

There is not a big movement of window glass at the present and sales are mostly limited to sorting orders. A new list is being used and 50 per cent. is quoted off list prices. The discount for cut lights remains 60 per cent. off cut light list. The following is the case list:

GLASS CASE LIST.

	Single.	Double.
Up to 25 in, per 100 ft. case	$11 00	$16 40
26 to 40 in.	14 00	20 90
41 to 50 in.	15 00	23 00
51 to 60 in.	16 00	24 00
61 to 70 in.	17 00	25 00
71 to 80 in.	.....	27 00
81 to 84 in.	.....	34 00
85 to 90 in.	.....	36 50
91 to 94 in.	.....	37 25
95 to 100 in.	.....	43 75

Lantern Globes Reduced

London, Ont.

New lower prices on lantern globes show a reduction of about 10 per cent. The long and short pattern are quoted as follows:

Long or Short Pattern—1 doz. to case, $1.75 doz.; 3 dozen to case, $1.60; 6 doz. to case, $1.40.

Lower Price Lamp Chimneys

London, Ont.

A decline has taken place in the price of glass lamp chimneys and the new quotations are the following:

LAMP CHIMNEYS—6 doz. to case, O, $10.00 per case; 8 dozen to case, A, $13.00; 6 doz. to case, B, $11.00.

Wrought Iron Washers Lower

London, Ont.

Wrought iron washers are now quoted at 50 per cent. off list in place of 45 per cent., making a decline of 10 per cent.

The usual extras are still charged for small lots.

Tire Tape is Reduced

London, Ont.

New lower prices have been made on tire tape and the new quotations are the following:

1 oz. rolls, 70c lb.; 2 oz. rolls, 70c; ¼ lb. rolls, 67c; ½ lb. rolls, 67c; 1 lb. rolls, 67c.

Reduction on Galvanized Wares

London, Ont.

New prices have been made on galvanized wares, tubs, pails and garbage cans, and the new prices are considerably lower. These are now quoted at list plus 20 per cent. The former discount was plus 50 and 60 per cent. on pails and tubs. New net prices on some of the better selling lines are as follows:

STRAIGHT PAILS—No. 12, $4.80 doz.; No. 14, $5.40; No. 15, $6.12.
FLARING GALVD. PAILS—No. 11, $5.40 doz.; No. 12, $6.00; No. 13, $6.84; No. 14, $7.92.
TUBS—No. 8, $11.10 doz.; No. 1, $14.88; No. 2, $16.20; No 3, $18.48.
GARBAGE PAILS—No. 1, $1.08 each; No. 2, $1.44; No. 3, $1.86; No. 4, $2.74.

Fair Sale of White Lead

London, Ont.

There is a fair sale of white lead in oil at the present time, although orders are not large. The price is unchanged and is as follows:

	Tons.	Less Tons.
Pure, per 100 lbs.	$14 95	$15 30
Elephant, per 100 lbs.	15 45	15 80

Putty Shows No Change

London, Ont.

Sales of putty continue to be seasonable and no changes are made in prices, which are the following:

Standard, 100 lb. drums, $7.05 per 100 lbs.; 25 lb. drums, $7.30.
Pure, 100 lb. drums, $8.55; 25 lb. drums, $8.80.

Miller Padlocks Reduced 20 P.C.

London, Ont.

Miller padlocks are quoted at new lower prices and the reduction figures at about 20 per cent.

Poultry Netting in Demand

London, Ont.

Good sales are being made in poultry netting, and the Canadian make in 1-inch and 2-inch mesh is quoted at list plus 10 per cent.

Screen Wire $3.50 Square

London, Ont.

Screen wire cloth is quoted at $3.50 per 100 square feet in the standard painted black quality. There is a good movement of this line at present.

Spades and Shovels Selling

London, Ont.

Sales on spades and shovels are particularly good at the present time. The net prices figured at 35 per cent. off list on some of the best sellers are the following:

Net Prices on Full Polished.

Black Cat or Star, dozen	$16 60
Fox or Olds, dozen	17 25
Bull Dog or Jones, dozen	19 85

Garden Tools Moving Well

London, Ont.

A good movement of garden tools is reported at the present time here and the following are the selling prices on some of the good sellers figured at 50 and 10 per cent. off list.

COMMON BLUED RAKES — 12-tooth, $7.20 dozen; 14 tooth, $7.65.
WELDLESS STEEL RAKES—12 tooth, $9.00 dozen; 14 tooth, $9.45; 16 tooth, $9.90.
STRAIGHT STEEL RAKES—12 tooth, $10.80 doz.; 14 tooth, $11.70; 16 tooth, $12.60.
CONCAVE STEEL RAKES—12 tooth, $12.60 doz.; 14 tooth, $13.50; 16 tooth, $14.40.
WIRE LAWN RAKES—20 tooth, $13.28 doz.; 24 tooth, $14.18.
BLUED FIELD HOES, $5.85 doz.
SOLID FIELD HOES—$10.35 doz.
SOCKET FIELD HOES—$11.48 doz.
SOLID GARDEN HOES—$9.90 doz.
SOCKET GARDEN HOES—$11.03 doz.
LADIES' HOES—$7.65 doz.
TURNIP HOES—8 in., $9.45 doz.; 9 in., $10.35; 10 in., $11.25.
SPADING FORKS—4 prong D. H., plain, $17.33 doz.; 4 prong D. H. strap, $19.35.

Alabastine Sells Well

London, Ont.

There is a good sale reported on alabastine this spring and the list price is 15 cents per pound less 40 per cent. for less than case lots and 45 per cent. discount for full cases.

New Fitting Prices

London, Ont.

New lower prices are in effect on pipe fittings and are as follows:

MALLEABLE FITTINGS.—Class A, black, 60c lb.; galvanized, 75c lb.; Class B, black, 24c lb.; galvanized, 35c lb.; Class C, black, 15c lb.; galvanized, 24c lb.
CAST IRON FITTINGS—Bushing, 30% off list; plugs, 27½% off list; unions, 40% off list; iron stop cocks, 30% off list.

Winnipeg Markets

WINNIPEG, April 21.—Some important price changes are noted this week and among the lines being quoted lower are the following goods, wire nails, sash cord, cotton wrapping twines, butts, churns, alarm clocks, black and galvanized sheets, Canada plate, annealed and bright wire, barbed wire, malleable and cast iron pipe fittings, galvanized wares, tacks, building papers, lumbering tools and toilet papers. There are also several minor reductions in smaller lines.

Business continues to make a slow but steady improvement and a growing demand is shown for spring lines and general shelf hardware, but heavy lines are still moving very slowly.

Wrapping Twine Down

Winnipeg.

A reduction of 15 to 20 per cent. has been made on wrapping twine, both in balls and cones. Following are the new prices: 3 ply in balls, 40 cents per pound; 4 ply in balls, 43 cents per pound; 3 ply in cones, 45 cents, and 4 ply in cones, 47 cents per pound.

Galvanized Sheets Are Reduced

Winnipeg.

The price of black and galvanized sheets have again been reduced. Stocks are low and the demand is light. Following are the new prices:

BLACK

10 gauge, per 100 lbs.	$7 15
12 gauge, per 100 lbs.	7 15
14 gauge, per 100 lbs.	7 20
16 gauge, per 100 lbs.	7 30
18 and 20 gauge, per 100 lbs.	7 80
22 and 24 gauge, per 100 lbs.	7 85
26 gauge, per 100 lbs.	7 90
28 gauge, per 100 lbs.	8 15

GALVANIZED

10¾ oz., per 100 lbs.	$10 55
28 gauge, per 100 lbs.	10 15
26 gauge, per 100 lbs.	9 55
24 gauge, per 100 lbs.	9 40
22 gauge, per 100 lbs.	9 40
18 and 20 gauge, per 100 lbs.	9 25
16 gauge, per 100 lbs.	9 10

Pipe Fittings Reduced

Winnipeg.

The discounts have been on fittings this week and these now cost less. Stocks are in good shape and the demand is increasing. Following are the new quotations:

MALLEABLE FITTINGS—
Class A, 55 per cent. off.
Class B and C, 65 per cent. off.
Crossovers, 45 per cent. off.
Union Elbows and Tees, 55 per cent. off.
Boiler Elbows and Couplings, 55 per cent. off.
Unions, 35 and 5 per cent. off.
Railing Fittings, 45 per cent. off.
Cast Iron Elbows, Tees, Crosses, Return Bends, Caps and Lock Nuts, 12½ per cent. off.
Reducers, 20 per cent. off.
Bushings, 20 per cent. off.
Plugs, 20 per cent. off.
Flanged Unions, Standard, 12½ per cent. off.
Companion Flanges, 12½ per cent. off.
Branch Tees, 12½ per cent. off.
Drainage Fittings, 25 and 10 per cent. off.
Suspension Bars, 60 per cent. off.
Wrought Couplings, 1 to 4-in., 15 per cent. off.
Wrought Iron Nipples, close and short, 4-in. and smaller, 40 per cent. off; 4½ in. and larger, 30 per cent. off; Long, 4-in. and smaller, 50 per cent. off; 4½-in. and larger, 40 per cent. off.

Churns Are Reduced

Winnipeg.

The price has been lowered again this week on hand and power churns and these are quoted as follows:

HAND CHURNS—No. 0, $7.75 each; 1, $7.85; 2, $8.75; 3, $10.00; 4, $12.00.
POWER CHURNS—No. 0, $9.75; 1, $9.85; 2, $10.75; 3, $12.00; 4, $16.00.

No. 241 Butts Reduced

Winnipeg.

The prices on No. 241 butts have been reduced this week and are as follows:

Antique Copper and Dull Brass Finish—2½ x 2½ in., 39c per pair; 3 x 3, 40c; 3½ x 3½, 42c; 4 x 4, 54c; 4½ x 4½, 79c; 5 x 5, $1.38.

Alarm Clocks Reduced

Winnipeg.

Prices have been reduced on some of the Westclox make of alarm clocks this week and are as follows:

Big Ben, $4 each; Baby Ben, $4; Sleepmeter, $2.40.

Canada Plate Reduced

Winnipeg.

Another reduction has been made in the prices of Canada plate and are as follows:

CANADA PLATE, BLUED—18 x 21, $9.75 per box; 18 x 24, $9.75; 20 x 28, $10.

Galvanized Ware Reduced 25%

Winnipeg.

Discounts have been changed this week on galvanized pails and tubs and the cost is now 25 per cent. lower. Following are the new discounts:

Light Galvanized Pails and Tubs, 31½% adv.
Heavy Galvanized Pails and Tubs, 31½% adv.
Galv. Garbage Pails, 31½% adv.

Galvanized Wire Reduced

Winnipeg.

Prices are reduced this week on galvanized wire and are as follows:

8, $7.25 per 100 lbs.; 9, $6.25; 10, $7.32; 11, $7.45; 12, $6.45; 13, $6.65; 14, $7.80; 15, $8.47; 16, $8.65.

Annealed Wire Reduced

Winnipeg.

Prices have been reduced on bright market and annealed wire in coils. Following are the new quotations:

BRIGHT MARKET—0 to 9, $6.25 per 100 lbs.; 10, $6.31, 11, $6.37; 12, $6.45; 13, $6.55; 14, $6.65; 15, $6.80; 16, $6.95.

ANNEALED—0 to 9, $6.00 per 100 lbs.; 10, $6.06; 11, $6.12; 12, $6.20; 13, $6.30; 14, $6.40; 15, $6.55; 16, $6.70.

Wire Nails Down 25 Cents.

Winnipeg.

The price has been dropped 25 cents per keg on wire nails and the base price now is at Fort William $5.30 and at Winnipeg $6.20 base.

Barb Wire Reduced

Winnipeg.

The price of barbed wire has been reduced this week and is quoted now at the following prices:

Lyman, Winnipeg, $5.00; Ft. William, $4.50.
Glidden, Winnipeg, $4.80; Ft. William, $4.35.
Baker, Winnipeg, $4.70; Ft. William, $4.25.

Linseed Oil Unchanged

Winnipeg.

Linseed oil prices are held unchanged again this week and quotations are $1.05 per gallon for raw and $1.08 for boiled oil in single barrels.

Turpentine Held Unchanged

Winnipeg.

There is no change this week in the price of turpentine and last week's quotation of $1.30 per gallon in barrel lots still holds.

Pittsburgh Markets

PITTSBURGH, April 21.—The slight advances in steel prices begun by independents, as noted last week, became general among the independents not merely in bars, shapes and plates, which were covered by the first advances made, but also in sheets and wire products. Then the United States Steel Corporation began making reductions, the result being that the Corporation and the independents are again on the same basis. The common expression is that the market is "equalized." Roughly speaking, the advances of the independents represented on an average about one-third, and the reductions of the Corporation about two-thirds of the total gap that had separated the two sets of prices.

Neither the independents nor the Steel Corporation made any formal statements as to the cause or causes of their action. One might assume that the Steel Corporation reduced its prices upon finding that it would not take as much reduction as it formerly would have to equalize the market, or one may assume that the independents made their advances from having information that the Corporation had decided to reduce its prices, and as the Corporation would of course reduce its prices to the lowest levels made by independents it would be good policy on the part of the independents to put their prices up so that the Corporation would not have so far to go.

Practically the whole trade is convinced that the latter is what occurred. The independent advance was too sudden to be a mere matter of chance. It looked decidedly as if the independents had word that the Corporation had set a time when it would reduce its prices and hastened to give the Corporation a higher basis on which to work. That the Corporation did plan the matter a trifle in advance is known from the fact that the advances started with a meeting in New York of the subsidiary company presidents, some of whom had to travel long distances to get to the meeting and had to be notified in advance.

Price Changes

The price changes in most of the commodities can be shown in a table, as given below. The Industrial Board prices of March 21, 1919, were those of the Steel Corporation until its present reduction. The second column gives the independent prices prior to the adjustment, while the third column gives the prices to which the independents advanced and the Steel Corporation reduced:

	Industrial Board	Independent	Present
Bars	2.35	1.90–2.00	2.10
Shapes	2.45	2.00–2.10	2.20
Plates	2.65	1.90–2.10	2.20
Black sheets	4.35	3.75	4.00
Blue annealed sheets	3.55	2.80–3.00	3.10

The case of galvanized sheets was different. The Industrial Board price was 5.70c, independents having gone to 4.70c and 4.80c, according to size of order, while they advanced to 5.10c, but the Corporation did not recognize this price, naming instead 5c.

In plain wire there was another difference. The Industrial Board price was 3c, but wire was one of the three or four commodities on which the Corporation made advances in August, 1920, advancing the price to 3.25c. The independents had been quoting 3c and sometimes less, and the Corporation came down to 3c. Nails showed another divergence. They were $3.25 on the Industrial Board schedule, while the independents after going up to $4.25 and higher in 1920 got down to $3 a few weeks ago, and then advanced to $3.25, while the Corporation has reaffirmed that price. Thus nails are the only product remaining on the Industrial Board schedule.

In the products mentioned above the cutting began about February 1. In tubular goods cutting did not appear to any extent until March, and just before the Steel Corporation began making reductions the Steel & Tube Company of America, as noted in last report, made a further cut, making the total about $10 a ton below the Industrial Board or Steel Corporation prices. The independents made no effort to go up from their extreme cut prices, but the Steel Corporation instead of reducing by the same flat amount has made various reductions, which in general may be described as involving five points (a point being approximately $2 a net ton) on sizes 6-inch and under, and four points on sizes 7-inch and over, this applying to standard steel pipe, line pipe and in general to oil country goods. The smaller sizes of standard pipe were reduced less, and ⅛-inch was not reduced at all. Doubtless the independents will now advance on the smaller sizes.

Hoops and bands are reduced by the Steel Corporation from 3.05c to 2.75c. Hot rolled strips are formally quoted by the West Leechburg Steel Company at 2.75c and cold rolled strip at 5.50c.

Effect of Equalization

The Steel Corporation, as a result of its price adjustment, will doubtless have heavier specifications and more releases against suspended orders, from its regular customers, and its operating rate may increase somewhat from the 40 per cent. or thereabouts to which it has declined, from over 90 per cent. at the beginning of the year. The independents cannot expect to book more business than they were booking in the past few weeks, but it seems they rounded up some business that was hanging fire, when they withdrew their lower quotations. The independents have been operating at about 35 per cent. lately, against 30 per cent. in both January and February. These percentages are higher than have been commonly estimated in the trade. For one reason or another the independent mill operations have been underestimated in trade talk for four months or more, while the figures here given are substantially correct.

Already Outselling the



Going After Paint

These windows of John Bishop & Son, Ltd., Brantford, Ontario, illustrate

John Bishop & Son, Ltd., of Brantford, have recently taken on the exclusive sale of Scarfe Paints and Varnishes, and according to Mr. Bishop, this Paint, manufactured by the well-known firm of Scarfe & Company, Limited, is already out-selling the old line four to one. This sale

Scarfe & Com

Domestic Paint

Brantford

If interested tear out this page and place with letters to be answered.

Old Line Four to One



Business Right

how the Scarfe Paint and Varnish People get behind their Dealer Agents

is due to the modern merchandising methods which the Scarfe Co. have adopted in placing their line in Distributing Dealer hands. Full information regarding this new method of selling paint will be forthcoming to any dealer addressing a card to —

pany, Limited

Sales Department

Canada

If interested tear out this page and place with letters to be answered.

Gives Important Facts About Painting

W. H. Thorne & Co., Ltd., St. John, N.B., Co-operate With Local Painters in Boosting Paint and Brush Sales and Set Forth Real Facts Showing Relative Costs of Painting—Other Local Effort Toward Increasing Building Activity

W. H. THORNE & Co., Ltd., St. John, N.B., are running a "Clean Up and Paint Up Campaign" and are also linking it up with special displays of brushes and brooms.

For a full week a splendidly trimmed window displayed brooms and brushes for every need, and caused considerable interest to the St. John citizens, because of the fact that the entire display was manufactured in St. John.

No expense was spared in the arranging of this window trim of brushes and brooms, and about a week was spent in making up the backgrounds and framework. The trim has been photographed and will be used as an idea for merchants stocking this line.

This special advertising comes at a most appropriate time when the citizens are taking down their self-feeders and heating arrangements and cleaning up the home for the summer months.

Co-operate with Painters

An important feature in connection with Thornes' campaign is that they are co-operating with the painters, and urging their customers to get in touch with their painters. They are also showing the public by figures that oil, white lead and ready mixed paints have gone down in price, and also that it will cost them a good deal less to paint their buildings than it did early last fall. Thornes are also pointing out the fact that money is easily borrowed on well painted property and greatly increases its value.

Encourages Building

The woodworking companies of St. John are also using large space in the local papers urging the citizens to build now, as lumber prices will go no lower. One firm is urging the public to "Get Out of the Rent Rut" and are offering to advise prospective builders how to finance the deal. This company specializes in a system whereby the builder can pay for his home while he is living in it.

Another firm advertises, "There is but One Home, the Home You Own." This company also emphasizes the fact that

Paint Your Property and Save Repair Bills

Clean Up and Paint Up Campaign

It will cost you less to paint your Buildings now than it did early last fall. Your painter will tell you THAT. Ask him.

Paint increases the value of your Property. Any building with nicely painted exterior, and the interior well painted and varnished, will bring a higher price and sell quicker than if dirty, shabby and smoke-stained. Paint boosts value and is, therefore, a good investment.

Money is easily borrowed on Well Painted Property. Bankers everywhere fully realize that well painted property means thrift on the owner's part, and longer life for the building. Paint protects the surface from wear and weather, keeps wood from decay and metal from rust.

Paint is really Property Insurance, because it protects property from deterioration in value and keeps down repair bills.

Paint is Cheaper Now, because the materials of which it is made have gone down in price. For instance: Raw Oil has decreased in price 50 per cent.; White Lead has decreased in price 25 per cent.; Ready Mixed Paints have decreased in price 20 per cent. since early last fall.

GET IN TOUCH WITH YOUR PAINTER AND LET HIM FIGURE ON THE JOB.

We can supply him with Everything in Paint, Materials and Brushes.

W. H. THORNE & COMPANY, LIMITED
HARDWARE MERCHANTS
ST. JOHN, N. B.

Ad. used by W. H. Thorne & Co., Limited, St. John, N.B., in connection with a local Clean-Up and Paint-Up Campaign. This sets forth some important arguments for the use of paint at this time. It points out that painting can be done at much less cost now than last year, that a coat of paint is good from an investment standpoint and that repair bills can be saved. This ad. was run in large space in the local newspapers and was in conjunction with a window display of paints.

Paste Filler
Crack Filler



Floor Wax
Floor Oil

HILLCREST
A GUARANTEE OF QUALITY

HILLCREST
A GUARANTEE OF QUALITY

Hillcrest Products

Sort Up For The Spring Clean-Up

Spring housecleaning brings in its wake a host of renovating jobs about the house. Not least of these is fixing up the floors and inside trim. Preparatory to painting, varnishing, using Hillcrest Floor Wax or Floor Oil, there is need for Hillcrest Paste Filler and Hillcrest Crack Filler.

Don't overlook these important products. Not only do they increase your spring sales, but they serve to give your customers greater satisfaction in their use of other Hillcrest Products which naturally follow. The "Hillcrest" salesmen run across many retail merchandising problems of interest to you; when they can help you, they'll be cheerfully willing to. Ask them.

We Also Manufacture:

Hillcrest Colors in Oil; Hillcrest Colors in Distemper; Hillcrest Colors in Japan; Hillcrest Porcelain White Enamel; Hillcrest Ebony Black; Spanish Enamel; Hillcrest Bath Enamel; Hillcrest Motor Car Enamel; Hillcrest Paste Filler; Hillcrest Crack Filler; Pearcy's Pure Prepared Paints; Hillcrest Barn Red Paint; Hillcrest Outside Gloss White; Hillcrest Inside Flat White; Hillcrest Aluminum Paint; Hillcrest Carriage Paint; Hillcrest California Gold Paint; Hillcrest Graphite Machine Paint Liquid; Hillcrest Orange Shellac; Hillcrest White Shellac; Hillcrest Oil Stain; Hillcrest Varnish Stain; Hillcrest Shingle Stain; Cottage Shingle Stain; Hillcrest Varnishes—all kinds; Hillcrest Pure Lead; Hillcrest Bronzing Liquid.

Watch For Our Semi-Monthly Bulletin Next Saturday

Sanderson Pearcy & Co.
Limited
272 Van Horne St.
Corner of Dufferin Street
West Toronto - - Canada.

Hillcrest Paint Products

If interested tear out this page and place with letters to be answered.

lumber has reached its lowest point. They also call attention to the horrors of moving day, and show that by owning your own home you can secure comfort and a settled feeling which is impossible in the house you rent. One of their large local newspaper advertisements reads, "Mr. Business man and moneyed man, you are responsible for the shortage of houses in St. John; why live in another man's house when you can well afford to live in your own?"

This company have also advertised instances of men earning less than a thousand a year who have been able to finance the building of their own homes.

Messrs. T. McAvity & Sons, Ltd., hardware merchants, are also specializing on paints in their advertising and urging the public to use paint for the decoration of the interior of their homes, this being economical and sanitary, and can be washed with soap and water.

Emerson & Fisher, Ltd., are using large space advertising paints and colors for inside decorations. A large amount of paint advertising is going on in St. John, and the painters expect to have a busy time this spring and summer.

SUCCESSFUL PAINT DEMONSTRATION.

On Thursday, Friday and Saturday of this week a most successful demonstration of a special line of paint and varnish for housework was given at Conn's Hardware in Tillsonburg. The event was well advertised in advance, Mr. Conn taking double column space in the local paper and, in addition to featuring the demonstration, making an offer, through the return of a coupon, of a can of the finish to everyone buying a 25-cent brush. In connection with the demonstration, a very attractive window display was arranged. The demonstration went across with a bang and attracted great numbers of householders not only from the town but from all over the countryside. The women showed particular interest in the work, especially the methods of touching up furniture and finishing rooms, and a large number of cans were sold to them.

When You Buy
A Brush or Broom

Ask for ———

You know the good old substantial policy of the ——— concern:—Best in Quality, Best in Workmanship, Best in Finish, Perfect Satisfaction to the User; BEST VALUE DOLLAR FOR DOLLAR in each grade and class of ——— product.

OUR BIG VARIETY OF ——— BRUSHES AND BROOMS

includes Hearth Brushes, Dish Mops, Window Brushes, Radiator Brushes, Sanitary Brushes, Silver Polishers, Milk Bottle Brushes, Stove Brushes, Combination Shoe Cleaners, Sink Brushes, Bath Tub Brushes, Laundry Scrubs, Skirt Whisks, Furnace Brushes, Floor Brooms, Dusters, Shoe Daubers, Handy House Brushes, Table Brushes; in fact we have a ——— Brush or Broom to meet your every need.

SEE OUR SPECIAL ——— BRUSH AND BROOM WINDOW DISPLAY

King Street Store

W. H. THORNE & CO., LTD.
HARDWARE MERCHANTS

Store Hours: 8 a.m. to 6 p.m. Open Saturday till 10 p.m.

ST. JOHN, N.B.

Linked up with the campaign for paint selling is the sale of brushes and brooms. W. H. Thorne & Co., St. John, N.B., always find that interest in a number of hardware lines is more or less related at spring housecleaning time and a number of such lines can be featured simultaneously. Attention is also drawn to the display of brushes and brooms in the window.

SOME STRIKING PAINT DISPLAYS

London, Ont.—Two window displays of paints that have been attracting a lot of attention here this week and incidentally pulling a nice volume of business are those of the Cowan hardware and the hardware of John W. Brownlee. The Cowan company has given over both of its large show windows to paints and wall finishes. In one is a very attractively arranged display of paints and varnishes, including a special section for auto finishes. In the centre of the display on the floor of the window is a splendid display of brushes. In the other window a demonstration has been given every day this week of what can be done with a wall finish the firm is handling. A lady demonstrator with a large brush and a number of the tints most adaptable for home use shows by actual application in the window just how easily and quickly it is done. She is surrounded by packages of the goods and the demonstration has not only been the centre of crowds of house owners but it has been a big producer from a turnover standpoint.

John W. Brownlee's paint window consists of an artistic arrangement of cans of paints, paddles, brushes and advertising helps. The brushes are given a very conspicuous place. The name of the firm "Brownlees" is formed in dry colors, striking shades being chosen so as to make them stand out. At vantage points are set various advertising helps and cans of paints and varnishes. The window faces the market square where thousands of farmers gather three days each week and it is said to have brought in a splendid lot of business.

The Weaver Manufacturing Company of Springfield, Ill., will locate a Canadian branch plant at Chatham, Ont., for the manufacture of auto accessories and supplies. Two acres were purchased this week and work on a new factory will be commenced at an early date.

A Complete Paint Line

Here are just a few of the Glidden products that should convince you of their wide range of utility:

Endurance Paint (Prepared)
Floorette and Wearette Varnishes
Endurance Auto Finishes
Flat Wall Finish
Stucolor Liquid Cement Coating
Endurance Wood Stains
Endurance Shingle Stains
Japspar Exterior Varnish
Inside Floor Paints
Concrete Floor Dressing
Velvet White Enamel
Superior White Enamel
Handy Home Paint
Barn Paint
Endurance Porch and Deck Paint

JAP-A-LAC

TOO

Glidden dependable painting products are known throughout the Dominion. Write for the Glidden proposition now, while there is still time to take advantage of the spring and summer buying seasons.

THE GLIDDEN COMPANY, LIMITED

Toronto, Ontario

Branches at Montreal and Winnipeg



If interested tear out this page and place with letters to be answered.

Considerable Delay In Shipments of Paint

Paint Manufacturers Already Experiencing Difficulty in Forwarding Supplies

Montreal.—During the early months of this year the prediction was made to Hardware and Metal, by a prominent paint manufacturer, that although no shortage of paints and paint specialties would be manifest during the busy painting season, a delay in shipments to merchants would in all probability be brought about by dealers not buying their requirements until the actual demand was in evidence. It is yet early in the season but already complaints from merchants are coming to hand that immediate deliveries are not being made.

The manufacturers state that while they appreciate the just complaints coming from their customers, they are finding it utterly impossible to cope with the situation, and get the goods on the rail the same day or the day following the rush order. One local manufacturer stated to Hardware and Metal this week, "We are now doing an active spring business in paints and varnishes, the volume of which, if continuing, will be well up to the gallonage of last year for this month. The increasing number of smaller rush orders, however, is making it impossible for us to give the service we would like, and every day brings fresh complaints of rush orders being held up."

The slogan, "Buy carefully, but buy," is being practised by practically all merchants, and it is believed by manufacturers, jobbers and retailers to be the best method of conducting a business at these times. And there are times, such as are now brought forward in the paint industry, when the full meaning of the above slogan should be well thought out. The season is not yet very far advanced for the painting trade, and merchants would do well to ascertain their requirements, based carefully from other years' demands, and have same forwarded at as early a date as possible, so as to avoid the delay that is really beyond the power of the paint house to prevent.

Make Screw Cutting Tools.—Galt has a new industry in Hi-Speed Tools, Ltd., organized to manufacture screw cutting tools, taps, dies, gauges, standard and special punching, stamping and forming dies. They plan to be in full operation by May 1. The directors are: W. W. Champ, Regina, Sask., president; L. W. O'Connor, Galt, secretary and manager, and J. A. Johnston, Galt., vice-president. Harry Champ is factory manager. The company starts with a staff that has had much experience in this department of tool production. Machinery is now being installed in their temporary factory in a wing of the Perfect Machine building.

Paints and Accessories

London, Ont.—Two very attractive and very seasonable window displays arranged by the Cowan Hardware Co. this week were a big help in boosting turnovers. In one window paints, varnishes and auto finishes were shown. The window was very carefully and very tastefully arranged. At each end on two small stands at the back were shown auto finishes. Right in the center of the display on a board covered with green baize brushes of various sizes were shown. Radiating from these, like the rays of the sun, were cans of paint and at various points the cans were pyramided. Interspersed throughout the window were a large number of colored advertising helps directing attention to the various uses the materials shown could be put.

"We are looking for a big trade this spring in paints," said Manager Thomas Jones to Hardware and Metal, "and we have got away to a splendid start. With warm weather from now on paints will move rapidly and the season promises to be one of the best we have ever had."

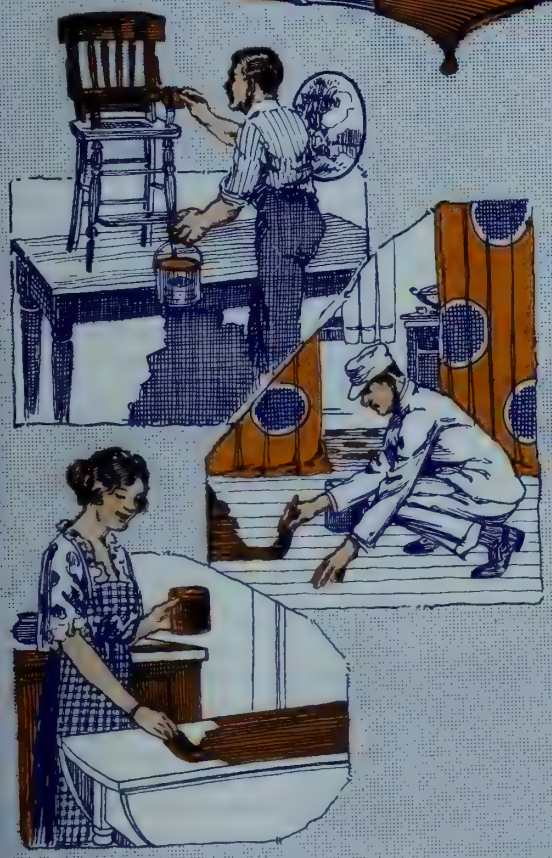
In its other window the Cowan Co. had a mixed display of various things required around home for spring cleaning and for household use during the warm weather. In one corner was shown a refrigerator. In another a number of strongly built and attractive looking wicker hampers were featured. In the centre was a stepladder and at various points were shown door mats.



Attractive displays of paints and brushes should be frequently used at present in conjunction with all other effort being put forth by the merchant to increase paint trade. Here is a display with an attractive background built in and three pyramids arranged to show literature, color cards, etc., and the brushes are shown in just sufficient quantity and in just the position which will suggest them as a necessary accessory to the satisfactory job.

FLINT EASIFLOW VARNISH STAIN





Every Merchant wants a leader—here is one

The turn of merchandising events occasionally brings a profitable sales opportunity.

Many Jobbers and Retail Merchants have investigated the Flint Easiflow Varnish Stain Proposition, have seen in it an opportunity for large and profitable sales and have placed their orders for immediate delivery. In justice to yourself, Mr. Hardware Merchant, it will be well for you, too, to investigate.

Our proposition includes Color Cards in which the five stains are shown on actual wood chips and also a very handsome Slat Rack which will be a rare addition to your store.

Easiflow is a genuine high grade product at a low price and is rapidly getting onto the shelves of the hardware stores. Now is the time for you to write us for full information.

FLINT VARNISH & COLOR WORKS
OF CANADA LIMITED
owned and operated by
CANADIAN EXPLOSIVES LIMITED
HEAD OFFICE
MONTREAL
TORONTO · WINNIPEG · VANCOUVER
· SUDBURY · HALIFAX ·

PAINTS FLINT STAINS

If interested tear out this page and place with letters to be answered.

Weekly Paint Markets

Montreal

MONTREAL, April 21.—The feature of the paint markets this week is 67 cent raw linseed oil, a further reduction having been made. These figures are not uniform, however, other jobbers maintaining higher quotations, but oil can be purchased at this price. Turpentine is also easier and is quoted three cents lower. Shellac is reduced, while white lead in oil and putty are unchanged. Window glass is practically in the same situation as has been shown in the last two months, namely, very dull and unsettled.

Ready mixed paints, paint specialties and varnishes show an increased activity and manufacturers are already experiencing difficulty in making immediate shipments on rush orders.

Linseed Oil Decline Varies

Montreal.

Quotations on linseed oil are again lowered this week. There is now quite a variation in prices from the different quarters, and quotations below are given with a range. The reduction according to some jobbing houses amounts to 10 cents per gallon, while other sources are maintaining a level of only a 3 cent decline. The market on linseed oil has now dropped to such a figure that all interest for increased business has waned, and both crushers and paint manufacturers are satisfied to let the recent fluctuations have their full sway and await a steadier situation before any orders are sought. There can be little said of the seed market and no one seems willing to form any opinion at present. Following are present quotations:

LINSEED OIL—	Raw		Boiled	
1 to 2 barrels	0 67	0 75	0 69½	0 78
5 to 10 barrels ...	0 65	0 73	0 67½	0 76

Turpentine is Again Easier

Montreal.

A lower level has been reached on turpentine, and quotations are now 87 cents in one barrel lots. While the demand shows a slight improvement, sales are much below what they should be at this season. The recent firming of the Southern market, accompanied by a slight advance, reported last week, has not been long maintained, and this week brings the situation in the South with little improvement. The present quotations are the following:

TURPENTINE—	Per Imp. Gal.
1 barrel lots	0 87
2 to 4 barrel lots	0 84
Broken lots	0 95

Putty Sales Small

Montreal.

With stocks low throughout the country, putty sales are still small. This demonstrates the course that merchants are following, buying only their actual requirements, while in other years the needs of the building trade were bought even before this. Any spurt or activity in putty will be brought about by the activity in building as otherwise the demand is usually light during the spring months. Prices are unchanged as follows:

Standard Putty—	5 ton	1 ton	ton
Bulk barrels, 800 lbs.	$5 00	$5 25	$5 60
Bulk drums, 100 lbs.	6 00	6 25	6 60
Do., or tins, loose, 25 lbs.	6 25	6 50	6 85
Drums or tins, cased, 25 lbs.	7 00	7 25	7 60
1 lb. tins	9 75	10 00	10 35

Pure Linseed Oil Putty, $1.50 per 100 lbs. advance over above prices.

Shellac Again Lowered

Montreal.

A reduction in shellacs, both white and orange, of 30 cents a gallon has been made this week. Orange shellac is now selling at $3.80 in one gallon jugs. A gradual improvement in sales is shown but in line with paints and paint specialties, there is still room for more activity. Following are quotations with the decline.

Orange shellac, in barrels, $3.50; in one gal. jugs, $3.80; white, in barrels, or 5 gal. jugs, $3.85; in one gal. jugs, $4.25.

White Lead Moving Well

Montreal.

White lead continues to sell well and although shipments are small, they are very numerous. Stocks are heavy in the hands of corroders, and a continued increase in sales is hoped for. While there continues a rather unsettled feeling, and talk of concessions being made to secure business, quotations remain unchanged at $14 in five ton lots, $14.50 in one ton lots, and $14.85 in less quantities.

Paint, Paint Specialties, Varnish

Montreal.

There is a continued increase in sales of paint and paint specialties, with a steady market on all lines. The forecast was made in the early months of the year by a paint manufacturer to Hardware and Metal that if dealers waited until the actual painting season was at hand before buying some delay might be experienced in forwarding supplies in the rush periods. Although still early in the painting season, this is beginning to show itself, manufacturers finding it difficult to ship so many rush orders the same day or the day following that on which they are received.

Window Glass Remains Dull

Montreal.

Little improvement is now expected in window glass until after May 1st at least. This date may show some change from the Belgian field. The present demand continues small and the market is practically in a stagnant condition. Later on also the building in Quebec province will be in a more advanced stage, the movement then in all probability will show more activity. Quotations are as reported in our later issues, 50 per cent. off Montreal list.

Toronto

TORONTO, April 21.—The feature of the paint market this week is the firmer tone shown in turpentine and linseed oil markets. For the first time for a considerable period an advance is reported in turpentine prices. Linseed oil is unchanged but from present indications may also be higher before very long. Lower quotations continue to be made on shellacs, but other products of paints and varnishes are holding unchanged. Business is steadily improving, although sales are not large, and it is fairly evident that dealers do not intend for the present to carry normal stocks. Manufacturers appear to be satisfied with this policy and it is conducive to a steady sorting up trade throughout the coming season.

White Lead Sales Improve

Toronto.

Paint manufacturers report an increased demand for white lead in oil and though sales are not as heavy as usual orders are being received more often. Stocks in retailers' hands are stated to be lower than the average and the fact that while it is unlikely to advance any higher for the present and the possibility of lower prices than the present at a later date is said to be the cause of smaller stocks all round and it is believed that any sudden increase in the demand would be difficult to meet. Prices show no changes and quotations will be found on current market pages.

Putty Demand Unchanged

Toronto.

There is very little change in the demand for putty and sales are stated to

Registered Floglaze



"Save the surface and you save all" *Paint & Varnish*

The Seven Floglaze Lines

Home and Farm Finish
Velvet Finish
Art Shades
Auto Finish
Floor Finish
Lac Shades
Exterior Finish

Lac Shades

Stain and Varnish in One Operation

Universal varnish stains are big business getters in the paint department.

Floglaze Lac Shades can be used on floors, woodwork, furniture and wickerware.

Also finishes and refinishes many other surfaces about the home.

Its many uses produce big turnover.

It is a concentrated line of shades that increases paint department profits.

The brilliant finish and enduring qualities of Floglaze Lac Shades fix the quality of the product in customers' minds, producing repeat sales.

Altogether Floglaze Lac Shades are bigger business builders and larger profit producers.

Our dealers' booklet, "A Guide to Larger Profits," gives the wide usefulness of Floglaze Lac Shades and the other six Floglaze line. Write for a copy.

THE IMPERIAL VARNISH & COLOR CO. LIMITED

HEAD OFFICE **TORONTO** CANADA

MONTREAL **WINNIPEG** **VANCOUVER**

Sole Distributors for Manitoba, Saskatchewan and Alberta:

MILLER-MORSE HARDWARE CO. LIMITED
"THE BIG WINNIPEG HOUSE"

Distributors for British Columbia:
The Callander Shore Co.
155 Pender St. W. Limited
Vancouver, B.C.

Eastern Distributors:
Paint & Varnish Limited
243 Beaver Hall Hill
Montreal

If interested tear out this page and place with letters to be answered.

be just normal for a quiet season. With any increase in the building construction there should be a better movement in this product. Prices are maintained and show no changes. Quotations are the following:

PUTTY—	Per 100 lbs.
Standard in 100-lb. drums	7 05
Do., 25-lb. irons	7 30
Do., bladders in bbls.	8 30
Do., less quantities	8 55
Pure, in 100-lb. drums	8 55
Do., 25-lb. irons	8 80
Do., bladders in bbls.	9 80

Shellacs Still Falling

Toronto.

Quotations on shellacs continue to decline and the market does not appear to have reached bottom. For orange prices in bulk are $3.25 and $3.75 in one-gallon jugs. White is being quoted at $3.65 and $4.15. These prices are a considerable difference from the high peak reached last season for this product.

Window Glass A Trifle Steadier

Toronto.

There is reported to be a trifle steadier situation to the window glass market. Quotations are more on a level now than they have been for a considerable time. Buying is still largely limited to small orders and consumers are not placing orders for far ahead. The Belgian market while unchanged is displaying a slightly firmer tone and some importers state that there seems less likelihood of a lower tendency than appeared a short time ago. Jobbers are generally using the new list and are quoting 50 per cent. off for case lots. The cut light list is quoted at 60 per cent. off.

Paris Green Moving Slowly

Toronto.

Although a steady sale is being experienced for Paris green the average order is smaller than previous seasons. When the retail sale commences there is a chance of repeat orders being required. Prices are to be found on the current market quotation pages.

Varnishes and Paints

Toronto.

The general report on conditions in prepared paints and varnishes indicates that the spring demand has set in in earnest, and with smaller stocks held by many retailers there has been an increase in the sales of ready mixed paints during the past few weeks. Buying continues to be of a small nature and dealers are ordering for present requirements only. No changes are reported in prices of any products.

Turpentine Slightly Advanced

Toronto.

As was forecast last week there has been an increase in the quotation on turpentine and this week's price is 5 cents higher than the last market report. Savannah markets have shown firmness and prices have advanced there. The undertone is better, although the export demand is below normal. The weather has been good for getting in the new crop until this week when severe storms are reported to have done considerable damage. An improvement is reported in the domestic demand. The new quotations are the folloming:

TURPENTINE—	Per Imp. Gal.
1 barrel lots	0 95
2 to 4 barrel lots	0 95
5 gallon lots	1 10

Firmer Tone in Oil

Toronto.

Prices on linseed oil are held and show no change this week from the low level of 77 cents, but there is a firmer tone to the market and though crushers do not look for much change at present an increase in prices would not be surprising. The flax seed market has fluctuated considerably during the past week or two but with other grain it has recovered to a certain extent. An improvement is reported in the export demand for oil and the home demand is showing up better now. The present quotations on linseed oil are the following:

	Raw.	Boiled.
1 to 2 barrels, per gal.	0 77	0 80
3 to 5 barrels, per gal.	0 76	0 79
6 to 9 barrels, per gal.	0 74	0 77

Less barrels, add 15 cents per gal.

Further Rise in Turpentine Values

More Strength in Turpentine Market—Holders Will Not Sacrifice Holdings—Expect Fluctuations in Rosin Market

THE turpentine situation at London has very materially strengthened this week, spots advancing from their lowest point of 45s per hundredweight to 52s 9d, with a strong undertone and a heavy demand. July-December was quoted Thursday at 51s 6d, approximately 50c at Savannah. The strike has not affected the market. The deliveries from the London stocks have continued very large, aggregating to March 26, 29,359 casks against 20,317 casks for the same time last year, and 12,766 for the same period of 1919, while the stocks of American turpentine had been reduced from 44,201 on January 8 to 24,794 on March 26, says the Naval Stores Review, Savannah, Ga. This steady haul on the supplies has had its effect in infusing more strength in the market, and the fact that the American markets have once or twice reacted and recovered some of their losses has not been without its influence. London is expected to be a buyer on this side for May shipment before long, barring grave disturbance of business from general strikes, and this is not lost on the local situation. The domestic demand, too, seems to be slowly bettering. Receipts may be lessened a bit by the cold of recent nights, but the effect will hardly be conspicuous. April and May do not bring any large volume of fresh offerings from the woods and this gives an additional basis for any bull movements that may be engineered. The dealers, as a rule, have small holdings of turpentine, and the factors show no inclination to sacrifice any of their holdings from the last crop or weaken the improving situation by offering it. The advances on the local market this week from 46½ to 52 cents may be followed by a further rise in values, as things now look.

Rosins

Receipts of pale rosins generally are said to be moderate, producers showing inclination to hold back some of the new crop in the woods. The carried-over rosins from the last crop are being quite firmly held. Only now and then is a small lot offered, one of something over 600 barrels being sold at Savannah this week at about $4 per 280. The rosin market is steady and regarded as liable to fluctuations growing out of differences in dealers' needs for particular grades. Pales were advanced a bit this week, while commons, after being shoved up rather forcibly, were allowed to drop again. American rosins are reported offering very cheaply in London, holders evidently wearying of carrying and preferring to sacrifice them with the new French crop moving across the channel. There is no improvement in the foreign demand for rosins and apparently no stimulus coming from that quarter for the time being. Domestic consumers, while poorly supplied, almost to the point of bare cupboards with many, still buy sparingly, as last season, wehn their excuse was the exceptionally high prices. This year that excuse is entirely absent. The situation as to home demand promises to slowly but steadily improve.

Canadian Hardware Finds Good Market in India

Ottawa.—The current issue of the weekly bulletin of the department of trade and commerce carries the seventh of the series of articles on the markets of India and the middle east, by H. R. Poussette, director of commercial intelligence service. There is stated to be a good market in India for Canadian hardware. One American firm is stated to be selling 1,000,000 lanterns a year in India. Builders' hardware, enamelware, stoves, refrigerators, aluminumware and other articles are needed. Emphasis is laid on the necessity for adequate packing in this market.

Retailers' Electro Service

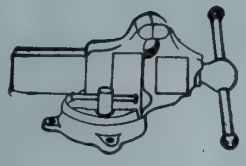
A GOOD ILLUSTRATION is worth 1,000 words. Over 400 hardware electros are shown in a booklet which Hardware and Metal supplies free to its readers. Following electros have been selected at random. Send for complete catalogue.



366



370





330



159







372

399

THE above are a few of HARDWARE AND METAL'S electro assortment, comprising 412 electros of hardware and motor accessory articles, which are available to subscribers at a cost of 30c each, cash with order. Booklet showing complete assortment will be mailed free upon request.

HARDWARE & METAL

Electro Department

143-153 University Avenue

TORONTO, CAN.



If you are in unrestricted territory you should be the

Exclusive Agent

for

Kyanize VARNISH

Varnishes and Enamels

Our Exclusive Agency Plan

One Kyanize dealer in each locality—that is our plan. We make every dealer a member of our great Kyanize Organization. We get behind you and push with you. We protect you. We build up your business on a profitable basis because we make it an exclusive business for you. That's why, once a Kyanize agent, always a Kyanize agent.

One enthusiastic, up-to-the-minute agent in a town is all we want. We believe that by co-operating with you—protecting you—and helping you to build up a profitable business on Kyanize Varnishes and Enamels we will develop a more solid and loyal line of agents and do more business than would be the case if we sold every dealer in town.

If there is no Kyanize Agent in your locality Write Us To-day

BOSTON VARNISH COMPANY

Everett Station, Boston, 49, Mass.

Canadian Wholesale Distributors:

J. H. Ashdown Hardware Company, Ltd.
Winnipeg, Edmonton, Calgary, Saskatoon

Bogardus, Wickens, Ltd. Vancouver, B. C.

Townsend Paint Mfg. Co. Montreal, P.Q.

Robertson, Foster & Smith, Ltd., St. John, N. B.

Sturgeons Ltd., Toronto, Ontario

If interested tear out this page and place with letters to be answered.

CURRENT MARKET QUOTATIONS

These prices are for such quantities as are usually ordered by retail dealers. Large buyers can frequently make purchases at better prices.

AMMUNITION, DOMINION

	Blk. List.	Lesmok List.	Smkless. List.
22 Short		$10 00	10 70
BB Caps			$ 7 00
22 S. Mush			11 50
22 Long		12 00	15 00
22 L. Mush			16 00
22 L. R., do.			18 70
22 L. Rifle		14 00	17 50
25 Short	$23 50		
25 Long	33 00		
32 Short	23 50		
25/20	56 00		70 00
25 Colt Auto.			58 00
30 Mauser			91 00
32 S. & W.	38 50		42 00
32 S. Colt	38 50		
32 Colt Auto.			63 00
32/20	56 00		70 00
38 S. & W.			54 50
44 G. Getter			66 50
44/40	66 50		84 00
455 Target			85 00
250 Sav. H.P.			160 00
280 Ross			209 00
25/35			125 50
30/30			144 50
303 Savage			144 50
303 British			190 00
32/40	102 50		121 50
32 Special			144 50
32 Rem. Rim.			144 50
33 Win.			190 00
351 Self Ldg.			121 50
35 Rem. Rim			159 50
38/55	125 50		152 00
45/70-405	133 00		

Dominion Ammunition—Discount 30/20%.

AMERICAN AMMUNITION

Winchester and Savage advance 22½% on American list.

Remington Union Metallic list plus 22½%.

Shot, standard, 100 lbs., Toronto, $16.00; Montreal, $18.00; net extras, as follows, subject to cash discounts only: Chilled, $1.50; buck and seal, 80c; No. 28 ball, $1.20 per 100 lbs.; bags less than 25 lbs, ½c per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax freight equalized.

AXES

Boys' Axes	14 25	15 50
Hunters' Axes	13 00	14 50
Single Bits, doz.	18 00	20 50
Double Bit	24 50	25 00

On weights heavier than base add to list as follows:

Group 2	$ .25	Group 3	$ 50
Group 4	.75	Group 5	1.00
Group 6	1.25	Group 7	1.75
Group 8	2.25	Group 9	2.75
Group 10	3.25		

Axes, Bench, 45 per cent. off list.

BABBITT

Prices on babbit fluctuate with the metal markets and prices are quoted on application. Prices range from 10c to 75c a lb.

BELTING Leather)

Discounts apply to Revised List of Nov. 4th, 1920.

Extra Quality, 15/10 per cent.

Standard Quality, 15/10/10 per cent.

Side Lace Leather, lb., $1.75.

Cut Lace Leather, lb..$2.00 $2.50

F.O.B. Montreal, Toronto.

BITS, AUGER

Standard List Prices per dozen.

3-16	$ 6.00	18-16	$12.00
4-16	5.00	19-16	14.00
5-16	5.00	20-16	14.00
6-16	5.00	21-16	16.00
7-16	5.00	22-16	16.00
8-16	5.00	23-16	18.00
9-16	6.00	24-16	18.00
10-16	6.00	25-16	21.00
11-16	7.00	26-16	21.00
12-16	7.00	27-16	24.00
13-16	8.25	28-16	24.00
14-16	8.25	29-16	27.00
15-16	9.50	30-16	27.00
16-16	9.50	31-16	30.00
17-16	12.00	32-16	30.00

Discounts from Standard List prices:

Beaver, 22½ per cent.
Gilmour Auger Bits, 7½ per cent.
Gilmour Eye Augers.
Irwin Auger Bits, list plus 22½%.
Irwin Car Bits, add 15%.

F.O.B. Toronto, Montreal, London and Hamilton.

BOARDS, BAKE

	⅜ Rim.	¾ Rim
0—16 x 22	$ 8 90	$12 50
1—18 x 24	10 78	12 80
2—18 x 29	12 10	14 75
3—20 x 30	13 86	17 75

BOARDS, IRONING

	Dozen
No. 1, Daisy	$38 00
No. 10, Daisy	43 00
No. 33	21 00
No. 35	38 00
No. 36	43 00
Perfection	48 00

BOARDS, SKIRT—

No. 11, doz. $14 00

BOARDS, SLEEVE

No. 3, dozen ..... $ 7 00

BOARDS (Wash) Zinc.

	Dozen
Baby Globe	$ 3 00
Beaver (brass)	9 00
Canada Glass	9 00
Competition Globe (metal)	5 99
Diamond King (glass)	8 75
Enamel Queen	9 50
Glass Globe	8 25
Improved Globe	5 85
Jubilee	7 15
Neptune	6 50
Newmarket King	7 15
Pony	3 00
Royal Globe	6 00
Solid Back Globe	7 25
Standard Globe	6 00
Surprise	
Supreme Zinc	6 50
Western King (enamel)	9 50

F. O. B. Newmarket.
Subject to acceptance.

BOILERS (Range)

30-gal., standard $12.50
30-gal., extra heavy 15 00

BOLTS AND NUTS

Discounts apply to standard list.

Carriage Bolts ($1 list), ⅜ in. dia. and smaller, 6 in. and shorter, 25%.

Carriage Bolts ($1 list), ⅜ in. dia. and longer lengths, 10%.

Carriage Bolts ($1 list), 7-16 in. dia. and larger, 15%.

Machine Bolts, ⅜ in. dia. and smaller, 4 in. and shorter, 40%.

Machine Bolts, ⅜ in. dia. and smaller, longer lengths, 15%.

Machine Bolts, 7-16 in. dia. and larger, 20%.

Sleigh Shoe Bolts, all sizes, 10%.

Coach and Lag Screws, 35%.

Bolt Ends, 20%.

Square Head Blank Bolts, 20%.

Plow Bolts, 1, 2, 3 head, 25%.

Plow Bolts, others, 25% net extra.

Elevator Bolts, large head, 10%.

Elevator Bolts, corrugated heads, 40%

Fancy Head Bolts, 10%

Shaft Bolts ($3 list), 10%.

Step Bolts, large head ($3 list), 10%

Whiffletree Bolts, 10%.

Tire Bolts, 50%.

Stove Bolts, 62½%.

Nuts, 2 in. and smaller, square Blank, add to list, $1.25.

Nuts, 2 in., and smaller, square—Tapped, add to list, $1.75.

Nuts, 2 in., and smaller, hexagon—Blank, add to list, $1.75.

Nuts, 2 in., and smaller, hexagon—Tapped, add to list, $2.25.

Terms—Cash in 30 days from date of shipment, less 2%.

BORAX

Lump Crystal Borax, lb..13c-15c

F. O. B., Montreal, London, Toronto.

BRASS

	Base
Sheets, base, Montreal	0 30
Do., Toronto	0 29
Rods, base ½ to 1 in., round, Montreal	0 25
Do., Toronto	0 26
Tubing, seamless, base, Montreal	0 35
Do., Toronto	0 36

F.O.B. Montreal and Toronto.

BROOMS

	Doz.
No. 5, 4 strings	$ 7 00
No. 5, standard	9 00
Little Beauty	10 00
Royal Blue	14 95

BUTTS

	Wrought Steel—
No. 840	Net
No. 800	Net
No. 838	Net
No. 808	add 10%
No. 804	less 10%
No. 802	Net
No. 810	add 25%
No. 814	add 25%

F.O.B. Toronto, Montreal, London, Hamilton.

CANS

For discount on milk and cream cans, etc., see list under head of wares, etc.

CEMENT

Quotations withdrawn. Prices on application.

CHAIRS

	Dozen
Step ladder	$36 00
Step ladder stools	20 00

CHOPPERS, FOOD

Universal—Dozen, No. 0, $30; No. 1, $36; No. 2, $42; No. 3, $58.

Russwin—Dozen No. 0, $24.50; No. 1, $30.60; No. 2, $36.75; No. 3, $49.00.

Full case of half dozen.

F.O.B. Montreal, Toronto.

CHURNS

List price hand churns—No. 0, $12; No. 1, $12; No. 2, $13; No. 3, $14; No. 4, $16; No. 5, $19.

List prices power churns—No. 0, $11; No. 1, $11; No. 2, $12; No. 3, $13; No. 4, $17; No. 5, $20.

Discount of 10% f.o.b. Toronto, Hamilton, Fergus, London, St. Mary's.

Net list f.o.b. Montreal, Ottawa, Kingston.

CLIPPERS, HORSE

New Market, $3.50 per pair.

No. 1 B.B. Stewart Horse Clipper, $14 list, less 25 per cent.

CLOCKS—ALARM—

Big Ben	$ 4 00
Good Morning, each	1 90
Lookout	2 35
Sleepmeter	2 50

CLOTHES BARS AND DRIERS

	Per doz.
Clothes Bars, No. 1	14 40
No. 2	19 00
No. 3	14 40
No. 4	11 00
No. 5	16 00
No. 6	13 00

CLOTHES HORSE, Etc.

	Folding	Exten.
4 ft.	$13 50	$27 00
5 ft.	17 00	34 00
6 ft.	20 00	40 00

CLOTHES LINES (Galvanized)

No.	1,000 ft.
18—100 ft. lengths	$6 50
18—50 ft. lengths	7 10
19—100 ft. lengths	5 50
19—50 ft. lengths	6 75

F.o.b. Montreal, Toronto, London.

COBBLER SETS

Common, per set $1 35

CLOTHES LINES REELS

	Doz. net
No. 3	$20 [illegible]
No. 3½	21 61
No. 4	28 30

COIL CHAIN

	Fireweld	Proof	B.B.B.
5-16 inch			19 40
⅜ inch	15 30		16 55
7-16 inch	13 15		16 15
½ inch	12 75		15 75
⅝ inch	12 00		13 65
¾ inch	11 25		13 40
⅞ inch	10 80		13 00
1 inch	10 40		12 60

F.O.B. Montreal and Toronto.

	Electric Weld Proof	B.B.B.
3-16 in.	18 50	24 25
¼ in.	17 25	22 55
5-16 in.	14 90	18 80
⅜ inch	12 90	
7-16 in.	12 50	
½ in.	12 20	
⅝ in.	11 45	
¾ in.	11 25	

F.o.b. Montreal, Toronto.

Cow ties, plus 37½%; trace chains, list, plus 25%; dog chains, add 20%; halter chains, net; tie-out chains, 32½%; stall fixtures, No. 1, or heavy, $2 doz.; stamped, No. 3 or Dominion, $2.80 doz. net.; breast chains, No. 220, ... doz. pairs.

F.o.b. Montreal, Toronto, Hamilton, London.

COMBS—CURRY—

	Doz.
No. 111	$2 00
No. 121	2 20
No. 127	2 90

CATTLE—

98	$2 60
100	3 70

F.O.B. Montreal, Toronto, Hamilton, London.

COPPER—

Casting ingot, see weekly report.

	Mont. Base	Toronto Base
Rods, ½ to 2 in.	0 32	0 34
Soft sheets, plain, 16 oz. and heavier, lb.	0 34	0 34
Plain Tinned, 16 oz. and heavier, lb.	0 38	0 [illegible]
Polished and Tinned 16 oz. and heavier, lb.	0 [illegible]	0 41
Tubing, lb.	0 39	0 38

Above prices are full sheets and bars. Cut sheets and bars are 5c per lb. higher.

COPPERS, SOLDERING—

Base, 3 to 8 lbs., 44c f.o.b. Toronto and Hamilton.

3 lbs., 47c; 4 to 8 lbs., 45c. F.o.b. Montreal.

CORD (SASH)

No. 6, lb.	$0 52
No. 7, lb.	0 51
Nos. 8, 9, 10, 12	0 50

F.O.B. Montreal, Toronto, Hamilton, London.

CROWBARS — $10.50, $11.00 per 100 lbs.

DOORS, SCREEN

Kasement, No. 2, oak stain, varnished, including hardware sets:—

2 ft. 6 in., doz.	$45 00
2 ft. 8 in., doz.	45 60
2 ft. 10 in., doz.	46 70
2 ft. 7 in., doz.	46 80

DRILLS—

Standard Lists.

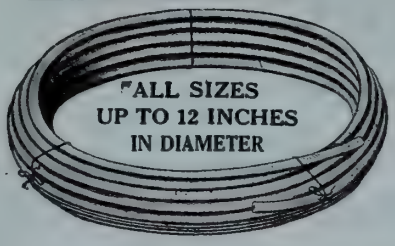
Blacksmiths', ½ in. v 2½ in. shank List each.

⅛	$0.45	19/32	$1.20
5/32	.45	⅝	1.30
3/16	.50	21/32	1.40
7/32	.55	11/16	1.50
¼	.60	23/32	1.60
9/32	.65	¾	1.70
5/16	.70	25/32	1.80
11/32	.75	13/16	1.90
⅜	.80	27/32	2.00
13/32	.85	⅞	2.10

"Pussyfoot" Closet Tanks

"Aristocrat" Laundry Tubs

LEAD PIPE



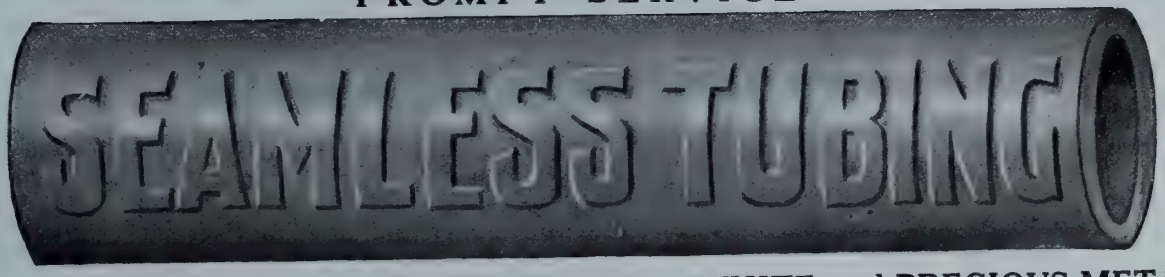
SHEET LEAD

ANY WEIGHT. EIGHT FEET WIDE. ANY LENGTH.



THE CANADA METAL CO., LIMITED, TORONTO

PROMPT SERVICE



Silver Solders in All Sizes and Shapes for All Purposes

In BRASS, COPPER, WHITE and PRECIOUS METALS
In SMALL SIZES and THIN GAUGES
In ROUND and FANCY SHAPES

ROLLING MILLS DIVISION

The Goldstein Mfg. Co., Limited

176-178-180 John St. TORONTO, CANADA

M. & L. SAMUEL, BENJAMIN & COMPANY, *Agents*, King and Spadina, TORONTO, ONTARIO



No Use Talking : This Beats Walking

The Bicycle with the C·C·M· TRIPLEX HANGER

Even Better Than Pre-War Quality

YOU can give C. C. M. Bicycles your strongest recommendation.

The materials used are fully up to the best pre-war standards.

The workmanship is equal to anything we turned out before the war.

In fact, the C. C. M. factory is working with even greater accuracy than before the war, some of the parts of present-day C. C. M. Bicycles and Hercules Coaster Brakes being made to closer limits than the delicate time fuses we manufactured for the British Government.

We stand behind every C. C. M. Bicycle with the strongest and fairest of guarantees—a guarantee that protects every dealer and every rider.

You couldn't ask for more in a bicycle than we give you in

C·C·M· Bicycles

Massey-Perfect-Red Bird-Columbia-Cleveland-Gendron-Ivanhoe

Canada Cycle & Motor Company, Limited

Montreal, Toronto, WESTON, ONT., Winnipeg, Vancouver

DRILLS Continued.

7/16	.90	29/32	2.20
15/32	.95	15/16	2.30
½	1.00	31/32	2.40
17/32	1.05	1	2.50
9/16	1.10		

Intermediate sizes take list of next larger.

Bit Stock, list per doz, less 45%

3/32	$2.70	⅝	$ 8.50
⅛	3.00	7/16	10 50
5/32	3 50	½	13 00
3/16	4.00	9/16	15 50
7/32	4 50	⅝	18 00
¼	5 00	11/16	21 00
9/32	6 00	¾	24 00
5/16	7 00	⅞	30 00

Blacksmiths', ½-in. shank, Straight Shank, Straight Shank, wire, Taper Shank, 35 to 37½%.

EMERY CLOTH
See under Sandpaper.

ENAMELWARE
See prices under heading Wares.

FILES AND RASPS
Discounts below apply to list of Nov. 1, 1899.

Grest Western, Amer.	50%
Kearney, Foot, Arcade	55%
J. Barton Smith, Eagle	55%
P. H. and Imperial	55%
Globe	55%
Nicholson	32½%
Black Diamond	32½%
Delta Files	20%
Firth Files	50%

F.o.b. Toronto, Montreal, London and Hamilton.

FITTINGS—

	Montreal.	Toronto.
Cast iron fittings	..	20%
Malleable bushings	25%	30%
Cast bushings	25%	30%
Unions	40%	40%
Flanged unions	20%	20%
Plugs, cast iron	22½%	27½%
Plugs, solid	....	10%
Plugs, countersunk	net	net
Couplings, 4 in. and under	20%	20%
Do., 2½" and larger	net	net

POUND GOODS—

CLASS—	Blk.	Gal.
		Montreal.
A	....	....
B	0 20	0 28
C	0 13	0 20
		Toronto.
A	0 60	0 75
B	0 23	0 32½
C	0 15	0 23

NIPPLES, WROUGHT
Close and short, 4 in. and under, 40%, 4½ and larger, 30%; long, 4 in. and under, 50%, 4½ in. and larger, 40%; running thread, 4 in. and under, 20%.

Terms, 2% 30 days. Approved credit. Ontario, Quebec and Maritime Provinces.

GRINDSTONES Per 100 lbs.

Under 50 lbs., 1½ to 1¾" face	5 00
Under 50 lbs., 2¼ to 3" face	4 25
Over 50 lbs., 2¼ to 3" face	4 00
Bi-Treadle, each	9 75
Cycle BB	8 75

GRIND STONE FIXTURES

	Doz.
No. 22	$ 9 60
No. 33	9 95
No. 2½	11 90
No. 3	12 50

F.o.b. Toronto.

HALTERS, LEATHER Doz.

Russet, rope tie, 1 in.	
Black, rope tie, 1 in.	
Black, rope tie, 1¼ in.	
No tie, 1 in.	
No tie, 1¼ in.	

HALTERS, ROPE

Sisal, 7-16 in.	
Do., 9-16 in.	
Jute, 7-16 in.	
Do., 9-16 in.	

HAMMERS, NAIL

	Doz.
No. 21	$14 00
No. 1	19 00
Nos. 1½, 61½	18 75

HAMMERS, SLEDGE

Can. 2-2½ lbs., cwt.	$25 00
Do., 3-4½ lbs.	23 00
Do., 5 lbs. and over	16 00
Masons, 2-2½ lbs.	31 50
3-4½ lbs.	28 25
5 lbs. and over	23 00

F.o.b. Montreal, Toronto, Hamilton, London.

HAMMERS, STRIKING

No. 38, No. 46, 5 lbs. and over	$16 00

HAMMERS, MACHINIST

No. 30, 1-lb.	$12 60
No. 30, 1¼-lb. Net.	13 50

HANDLES (WOOD)
All hickory handles, list plus 35%; all oak, ash and maple handles, list plus 20%; hay fork, hoe, rake, shovel and manure fork, list plus 20%; whiffletrees, doubletrees and neckyokes, list plus 35%; wood rakes, list plus 10%; pike poles, list plus 30%.

Terms, all goods f.o.b. factories, 2% 10 days, net 30 days.
O-Cedar Mop Handles, less 30%.

HANGERS, BARN AND PARLOR

	List
Atlas, No. 0	$13 35
Atlas, No. 1	13 80
Atlas, No. 2	15 85
Stearns, 4 in.	12 80
Stearns, 5 in.	16 00
Perfect, No. 1	10 50
Canada	13 25
Hatch	13 25
National	15 00
America	19 00
Great West	30 00

HATCHETS, LATHING

No. 3	$10 25
No. 4	11 25

HATCHETS, SHINGLING

No. 1	$10 25
No. 2	11 25

HATCHETS, BARRELLING

Nos. 50, 60	$15 75

HATCHETS, CLAW

No. 7	12 25
No. 8	13 00

F.o.b. Montreal, Toronto, Hamilton, London

HEATERS, ELECTRIC

Glower Heater	12 00
Heatray Heater	14 00

Discount 22%-33%, according to quantity.

Majestic, 1 Burner	$11 50
Majestic, 2 Burner	17 50

Discount 27½%.

Universal	13 80

Discount 20 and 5%.
F.o.b. Toronto.

HINGES, SPRING

No. 200, per doz.	$2 50

HINGES, TEE AND STRAP

Heavy in Bulk.	Strap Doz. pairs.	Tee
4-inch	$3 00	$2 55
5-inch	3 70	3 20
6-inch	4 00	3 60
8-inch	5 40	4 10
10-inch	9 60	7 30
12-inch	11 90	11 60
14-inch	13 60	11 80

DISCOUNT 35%.

Light. Net Prices		
3-inch	$0 90	$0 90
4-inch	$1 08	1 00
5-inch	1 26	1 17
6-inch	1 53	1 35

Screw Hook and Strap Hinges—
List prices, per dozen pairs—6 in., $4.30; 8-in., $4.80; 10-in., $6.40; 12-in., $7; 15-in., $7.50; 18-in., $11; 21-in., $12.40; 24-in., $16; 27-in., $17.20; 30-in., $18.50; 33-in., $21 50; 36-in., $24.50.
Discount 15%.
F.o.b. Toronto, London, Hamilton and Montreal.

HOES. Grub $10 50 $11 00

HOOKS, GRASS

	Canadian	English Fox
No. 2, per doz.	$4 90	$7 50
No. 3, per doz.	5 00	8 00
No. 4, per doz.	5 10	8 50
Little Giant	8 00	....
Barden Patent	8 00	....

F.o.b. Montreal, Toronto.

HORSESHOES

Patterns	Sizes made	Price per keg No. 2 and larger	No. 1 and smaller Less 20c.
Light iron	0-7	$8 25	$8 50
Long heel light iron	3-7	8 25	....
Medium iron	1-8	8 25	8 50
Heavy iron	6-8	8 25	....
Snow	1-6	8 50	8 75
New-light "XL" steel	1-6	8 70	8 95
Featherweight "XL" steel	0-4	10 10	....
Special-countersunk	0-4	10 60	....
Toe-weight (front only)	1-4	11 10	....

Packing—Up to 3 sizes in one keg, 10c per 100 lbs. extra. More than 3 sizes, 25c per 100 lbs. extra.
F.o.b. Montreal and Belleville.
Terms—Cash in thirty days, less 2% discount

TOE CALKS
Nos. 0, 1, 2 and larger, sharp and blunt, $2.70 to $3.00 box.

HOSE, LAWN Toronto

Corrugated, ½ in., 100 ft.	$19 00
Do., ⅝ in., 100 ft.	21 50
Do., ¾ in.	25 00

Less 5% for full reels, 500 ft.
F.o.b. Toronto and London.

IRON AND STEEL
See weekly report.

IRON, TINNED
Lion and Crown Brand, Toronto, in 22 gauge, 24 gauge and 26 gauge.

36 x 96	25c per lb.
30 x 96	25c per lb.

Less than case, 50c per 100 lbs. extra. F.o.b. Toronto.
These prices nominal.

IRONS (SAD)

Potts, polished, per set	$2 18
Potts, nickel plated, per set	2 30
Potts handles, japd., doz.	2 15
Common, No. 1, 4 and 5 lbs.	18 00
Do., 6 lbs. and up	17 00

F.o.b. Montreal.

IRONS, Electric
Model B, $7.50 list.
Classic, $8.00 list.
Discount 22% to 33%, according to quantity.

KNIVES, HAY

Spear Point	$19 00
Lightning	17 50
Heath's	17 50

LADDERS, Etc.

Step Ladders	Per ft.
Standard	0 40
Household	0 30
Shelf Lock, 4 to 8 ft. only	0 32
Faultless, 4 to 8 ft. only	0 45
Do., 10, 12 and 14 ft.	0 53
Single and Fruit Picking	
10 ft. to 16 ft.	0 28
18 ft. to 20 ft.	0 29

F.o.b. Toronto, Hamilton, London.

Roped and Straight Extension Ladders	Per ft.
20 to 32 ft.	0 32
36 to 44 ft.	0 35
Over 44 ft.	0 43
Special quality, 20 to 40 ft.	0 40
Three section extension	0 40

F.o.b. Toronto, London, Montreal, Stratford.

Fire ladders up to 32 feet are twice the price of ordinary extensions. Over 32 ft. are supplied with supporting legs at three times the price.

LANTERNS Per doz.

Short or Long Globe, plain or japd.	15 00
Dash, plain	18 75
Do., Japd.	19 25
Do., Search (r'nd reflec.)	17 00
Little Bobs	2 10-4 20

F.o.b. Toronto, Hamilton, London, Montreal.

LANTERN GLOBES—
Cold Blast, Short or Long

1 doz. cases	$1 65 doz.
3 doz. cases	1 55 doz.
6 doz. cases	1 35 doz.
Cold blast, genuine ruby	5 75

F.o.b. Toronto, London, Hamilton and Montreal.

LATCHES Per doz.

Steel Thum, No. 2	$2 25
Do., No. 3	3 15
Do., No. 4	4 70
Barn Door, No. 5	3 30
Do., No. 9	3 50

F.o.b. Montreal, Toronto, London.

LEAD
For pig lead and lead and zinc products see weekly report.

MACHINES (WASHING)

	List each
Dowswell	12 75
Noiseless	17 50
Hamilton	14 00
Peerless	14 50
Snowball	19 50
New Century, style A	19 75
New Century, style B	21 75
New Century Electric	160 00
Playtime, engine drive	27 00
Ideal Power	28 00
Seafoam, electric, style A	105 00
Seafoam, engine drive	50 00
Sunshine	10 25
Popular	14 50
Economic	16 00
Puritan	19 50
New Champion	22 75
Home	20 00
Vacuum	27 00
Home Water, motor	28 00
Whirlpool, water power	32 00
Hydro, 1 Tub, engine drive	57 00
Do., do., electric	116 50
Rotary water motor washer	29 00
Connor ball-bearing, with rack	22 75
Perfection, engine drive	65 00
Perfection, electric	124 00
Beaver	27 50
Beaver, power	28 50
Connor, vacuum	27 50
Patriot	20 00
Jubilee	12 50
Canada First	20 00

Less 25%.

Freight equalized with Montreal, Ottawa, Toronto, Hamilton, Kingston, London and St. Mary's on shipments of quarter dozen and upwards.

MATTOCKS

Cutter, doz.	$14 00
Pick, doz.	14 00

F.o.b. Montreal, Toronto, London Hamilton.

MIXERS, BREAD

Canuck—	
No. 4, dozen	$36 24
No. 8, dozen	46 92
Universal—	
No. 4, dozen	$40 72
No. 8, dozen	52 00

MOPS Doz. Net

Liquid Veneer	$20 00
O-Cedar, less handle	14 00
Do., with handle	16 00
S. W. Mops, complete	5 50
Mop Sticks, No. 8	2 00
Cast Head Mop	2 00
Crescent, No. 10	2 25 3 25
Crank wringing	3 25- 9 00

F.o.b. Montreal, Toronto, Hamilton, London.

MOWERS, LAWN

Adanac	35%
Woodyatt	10%
Empress	15%
Mayflower	25%
Ontario Daisy	15%
Star	10%
Brockville K	Net
Brockville C	Net
Brockville BB	Net

F.o.b. Toronto, Guelph, London, Hamilton, Brockville.

NAILS
List adopted Sept. 10, 1920.
Advance over base on common wire nails in kegs.

1	inch...$1 50	2¾	inch...$0 30
1⅛	inch... 1 40	3	inch... 0 20
1¼	inch... 1 15	3¼	inch... 0 15
1½	inch... 0 80	3½	inch... 0 10
1¾	inch... 0 75	4	inch... 0 05
2	inch... 0 60	4½	inch... 0 05
2¼	inch... 0 55	5	inch... base
2½	inch... 0 30	5½	inch... base
		6	inch... base

6½ to 12-inch 2 ga. and heavier, 25c over base.

Standard Steel Wire Nails, f.o.b. London; Hamilton, Milton, Toronto, $4.65 base.

Owen Sound or Collingwood, $4.75 base.

F.O.B. Montreal, $4.55 base.

Freight equalized on above points.

Windsor, Walkerville, Sandwich, f.o.b. factory prices, carload freight allowed, ...

Sault Ste. Marie, Port Arthur, Fort William, $5.55 base, f.o.b. factory; no freight allowance.

Moulding, Flooring, Slating, Box, Fence, Barrel Nails, 25c per 100 lbs. over common nail prices. Finishing Nails, 50c per 100 lbs. advance over common nail price.

Miscellaneous wire nails, 65% off miscellaneous list, f.o.b. Toronto, Montreal, Hamilton and London.

NAILS, CUT
Montreal, $5.10; London, $6.00 base; Toronto, $5.60.

Roofing Nails — American, large head, keg, $11; 25-lb. boxes, per F.o.b. Montreal, Toronto, Hamilton. 100 lbs., $12.

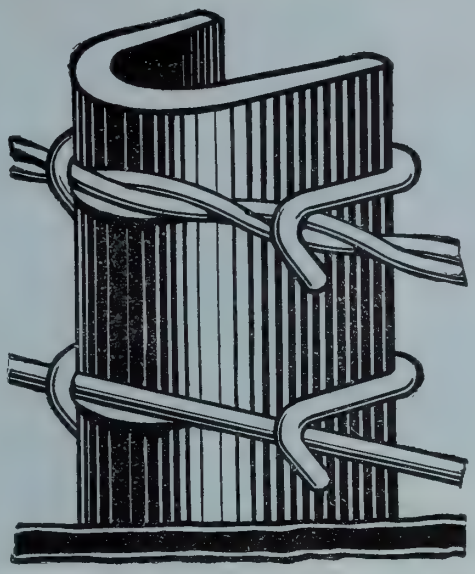
BURLINGTON STEEL POSTS HAVE THESE SALES COMPELLING FEATURES

No holes to dig nor filling in.

Absolutely fireproof.

Wire easily attached.

Cheapest in the long run.



3 times the life of wooden posts.

Strength to withstand any farm strain.

Won't sag or heave.

Trim appearance.

Now you can understand why farmers are so interested in these posts. Let us send you full particulars.

BURLINGTON PRODUCTS LIMITED

305 Sherman Avenue N.

HAMILTON, - - CANADA

Cobblers' Outfits and Specialties

GET A COPY OF OUR NEW CATALOGUE!

Write at once for new Catalogue listing a very extensive and complete line of Cobblers' outfits and kindred articles. The dealer who features this line can reap big business. Write us—now—for discounts, or ask prices of your jobber.



Taylor-Forbes Company, Limited

Head Office and Works:

Guelph -- Canada

Montreal Branch: 246 Craig St. W.
Toronto Branch: 1088 King St. W.
Vancouver Branch: 1070 Homer St.

Maritime Provinces Agents: H. G. Rogers, Limited, 147 Prince William St., St. John, N.B.
Western Agents: Harry F. Moulden & Son, Confederation Life Bldg., Winnipeg, Man.

If interested tear out this page and place with letters to be answered.

NAILS (HORSE)

Size C Brand

Capewell— Per 25-lb box

No. 5	$6 75
No. 6	6 50
No. 7	6 25
No. 8	6 00
No. 9 to 12	5 75

Discount, 10%

"M.R.M." BRAND

No.	Net Price List Lengths	Per box of 25 lbs
3	5⅝"	$20 25
4	1¾"	10 25
5	1 15-16"	5 25
6	2⅛"	5 00
7	2 16-16"	4 75
8	2¼"	4 75
9	2 11-16"	4 50
10	2⅜"	4 50
11	3 1-16"	4 50
12	3¼"	4 50

F.o.b. London, Hamilton, Montreal, Toronto.

NETTING, POULTRY

List prices per 50-yd. rolls.
Adopted March, 1900.

2-inch mesh and 19 ga. wire.

12 inch	$1 80	48 inch	$ 6 20
18 inch	2 65	60 inch	7 70
24 inch	3 40	72 inch	9 20
30 inch	4 00	84 inch	10 50
36 inch	4 75	96 inch	12 00
42 inch	5 50		

1½ inch mesh and 19 ga. wire.

12 inch	$3 50	42 inch	$10 50
18 inch	5 00	48 inch	12 00
24 inch	6 30	60 inch	15 00
30 inch	7 75	72 inch	18 00
36 inch	9 90		

1 inch mesh and 20 ga. wire.

12 inch	$4 00	42 inch	$12 00
18 inch	5 50	48 inch	14 00
24 inch	7 00	60 inch	17 00
30 inch	8 50	72 inch	20 00

¾ inch mesh and 20 ga. wire.

24 inch	$10 50	36 inch	$15 00
30 inch	12 75		

½ inch mesh and 22 ga. wire.

24 inch	$16 50	36 inch	$24 00
30 inch	20 00		

Discounts at present quoted apply only to 1 and 2 inch mesh netting. Other prices have been withdrawn and are quoted only on application.

Toronto, London, Montreal, Canadian netting, 2-in. mesh, plus 10%.

1-in. mesh, plus 10%.

American netting, 1-in. mesh, add 10%.

Invincible—	Per rod
1848	$0 95
2060	1 05

Put up in 10, 20 and 30-rod rolls. F.o.b. Montreal.

Blue Ribbon—	
24-inch, per roll	5 50
36-inch, per roll	7 15
48-inch, per roll	8 35
60-inch, per roll	9 85
72-inch, per roll	11 25

Put up in 10 rod rolls.

NIPPLES

See Fittings.

OAKUM—

Special No. 1	18 50
Plumbers'	8 00

F.o.b. Montreal, Toronto.

OILS

	Toronto
Royalite, gal.	0 25
Palacine, gal.	0 28
Gasoline, net, gal.	0 38

Above prices net.

	Gallon
Black oil (summer)	0 24.6
Black oil (winter)	0 25.1
Capital, cylinder	0 88.6
Mach. oil, regular grades	0 52.6
Imperial gas engine oil	0 59.1
Paraffine	0 31.1

List, less 15% on above.

Imperial Kerosene, tractor	1 50

List less 25%.

Polarine Oil, list	1 50
Polarine Oil, heavy, list	1 50
Polarine A, list	1 50

List, less 25%.

Gargoyle Mobiloil E and Arctic	1 60
Gargoyle Mobiloil, B	1 95
Gargoyle Mobiloil, BB	1 90
Gargoyle, Mobiloil A	1 80

List, less 15% on above.

Fuel Oil, bbl., net	0 10.2
Do., tank cars, net	0 08.2

Prices shown are barrel oasis unless otherwise specified. Barrels charged extra.

OLD MATERIALS

See weekly report.

PACKING

	Per lb.
Fine jute	$0 17
Coarse jute	0 13
Hemp	0 36
Square braided hemp	0 38
No. 1 Italian	0 44
No. 2 Italian	0 36

F.o.b. Toronto, Montreal.

PAPER

	Per 400-ft. roll Montreal	Toronto
Dry Fibre, No. 1, Anch.	1 45	1 45
Do., No. 2, Anch.	0 95	0 95
Do., No. 2 Elephant	0 95	0 95
Tarred Fibre, No. 1 Anchor	1 55	1 55
Do., No. 2, Anchor	1 25	1 25
Elephant Brand, tarred, No. 2	1 25	1 25
Surprise Fibre	1 05	1 05
Stag Sheathing	1 05	1 05
Cyclone, dry	1 45	1 45
Do., tarred	1 70	1 70
Joliette Sheathing	0 95	0 95
Do., tarred	1 25	1 25

Per 100 lbs.

	Mont.	Toronto
Monarch Sheathing, white		8 75
Do., gray		6 75
Straw Sheathing, heavy, dry		5 10

Mont. Toronto.

Imp. White Sheathing	$6 75	....
Imp. Grey Sheathing	5 50	....
Scythe Brand dry straw	4 55	....
Spruce Sheathing, 36" and 72" wide		7 25
Asbestos Sheathing		13 50
Carpet Felt		6 50
Tarred Felt, 7, 10 and 16 oz.		5 35

F.o.b. Toronto and Montreal and Hamilton.

PASTE

Stick-Fast

In barrels, 250 lbs., lb.	0 14
Barrels of 5 lbs., cotton bags, lb.	0 15
In kegs, 125 lbs., lb.	0 16
In 50-lb. boxes, lb.	0 18
In 25-lb. boxes, lb.	0 19

Solpar

Barrels (200 lbs.), per lb.	0 14
2-lb. pkgs, case lots, lb.	0 16
1-lb. pkgs., case lots, lb.	0 17

PICKS

Clay—

	Montreal	Toronto
5 to 6 lbs., doz.	11 50	12 00
6 to 7 lbs., doz.	12 50	13 00

Rock—

7 lbs.	13 50	12 50
8 lbs.	13 50	12 75

F.o.b. Montreal and Toronto.

PINS, CLOTHES

	Per case
5 gross, 4-in. (loose)	$2 25
4 gross (cartons), 4 in.	2 25
Spring, 2 grs. box	1 90

F.o.b. Montreal and Toronto.

PIPE, WROUGHT

Price List No. 50, March 28, 1921.

Standard Buttweld Pipe S/C

Per 100 feet.

Size	Steel Blk.	Galv.	Gen. Wrot. Iron Blk.	Galv.
⅛ in.	$ 6 50	$ 8 50	$	$ ....
¼ in.	4 89	6 99	5 91	8 01
⅜ in.	4 89	6 99	5 91	8 01
½ in.	6 50	8 03	7 95	9 48
¾ in.	7 99	10 06	9 95	12 02
1 in.	11 82	14 88	14 71	17 77
1¼ in.	15 99	20 13	19 90	24 04
1½ in.	19 11	24 06	23 79	28 74
2 in.	25 72	32 38	32 01	38 67
2½ in.	40 66	51 19	....	....
3 in.	53 17	66 94	....	....
3½ in.	67 62	84 18	....	....
4 in.	80 12	99 74	....	....

Sandard Lapweld Pipe S/C

Per 100 feet.

Size	Steel Blk.	Galv.	Gen. Wrot. Iron Blk.	Galv.
2 in.	$29 42	$36 08	$35 71	$42 37
2½ in.	44 17	54 70	54 11	64 64
3 in.	57 76	71 53	70 76	84 53
3½ in.	69 46	86 02	85 10	101 66
4 in.	82 30	101 92	100 83	120 45
4½ in.	95 89	1 20	1 30	1 54
5 in.	1 12	1 40	1 52	1 80
6 in.	1 45	1 81	1 97	2 33
7 in.	1 89	2 37	2 53	3 01
8L in.	1 99	2 49	2 66	3 16
8 in.	2 29	2 87	3 07	3 64
9 in.	2 74	3 43	3 67	4 36
10L in.	2 54	3 18	3 41	4 05
10 in.	3 28	4 10	4 39	5 21

Freight equalized on Chatham, Guelph, Hamilton, London, Montreal, Toronto, Welland.

PIPE (Conductor)

	Plain	List
2 in., in 10-ft. lengths, list		$18 40
3 in. in 10-ft. lengths, list		22 30
4 in., in 10-ft. lengths, list		29 60
5 in., in 10-ft. lengths, list		40 00
6 in., in 10-ft. lengths, list		49 00

Less 50/10%.

F.o.b. Toronto, Ottawa, Oshawa.

PIPE, LEAD

See weekly report.

PIPE (SOIL) Med. and extra heavy.

2 in., 3 in.	10%
4 in.	20%
5, 6 in.	15%
8 inch	Plus 5%

SOIL PIPE FITTINGS

2, 3, 4, 5, 6, in.	40%
8 in.	plus 5%

PIPE (STOVE)

See prices under Wares, etc.

PITCH

Pine, black, per bbl.	$13 25
Navy pitch, per bbl.	6 50
Coal tar pitch, per cwt.	1 55

F.o.b. Montreal, Toronto

PLANTERS, CORN

King of Field, doz.	$13 20
Triumph, doz.	11 00

PLATES, CANADA

	Montreal	Toronto
Prices nominal,		
Do., 60 sheets	$10 00	10 00
Ordinary, 52 sheets	9 75	9 75

PLATES, COKE, TIN

Prices only nominal

	Tor.	Mont.
	Per box	
IX, 20x28, 112 sheets	24 50	
Do., 56 sheets	13 10	

"DOMINION CROWN BEST"— DOUBLE COATED TISSUE

	Nominal
IC, 14x20 base	$15 00
IX, 14x20 base	17 00
IXX, 14x20 base	19 00

F.O.B. Montreal.

PLATES, TERNE (Prices nominal)

IC, 20x28, 112 sheets 23 00

F.O.B. Toronto or Montreal.

POLISH (O-Cedar)

	Doz. Net
4-oz. bottles	2 40
12-oz bottles	4 80
1-qt. can	12 00
½-gal. cans	20 00
1-gal. cans	28 00

Net.

Liquid Veneer—	Doz. Net
4-oz.	$2 40
12-oz.	4 80
32-oz.	10 00
64-oz., each	1 84
128-oz., each	2 84

PUMPS

	Pitcher Spout	Closed Spout
No. 2	$3 10	$3 30
No. 3	3 40	3 65
No. 4	4 05	5 00

	Each
No. 70	7 00
No. 80	9 50

PUMPS, REDWING

No. 0	$6 85	No. 4	$12 75
No. 1	7 50	No. 5	15 25
No. 2	8 75	No. 6	18 00
No. 3	10 75	No. 6	18 00

F.o.b. Montreal, Toronto, Hamilton, London.

RIVETS AND BURRS

Iron rivets, 7-16 inch and smaller, blacked and tinned, 37½%; Iron burrs, 37½% off list on 200-lb. kegs.

Extras, add 1c to list on 100-lb kegs; 3c on 50-lb. boxes; 4c on 25-lb. boxes, 8c on 1-lb. pkgs.

Copper rivets, usual proportion of burrs, 27½% off; burrs, add 10%

Extras on Copper Rivets, ½-lb. pkgs., 1c per lb.; ¾-lb. pkgs., 2c lb. Coppered Rivets, net extras. 3c per lb.

F.o.b. Montreal, Toronto, London.

ROOFING

	Per square Toronto
Samson, 1-ply, roll	$3 00
Samson, 2-ply, roll	3 50
Samson, 3-ply, roll	4 10
2 ply ready roofing	2 15
3 ply ready roofing	2 55

	Mont.	Toronto
Everlastic, 1 ply	2 10	2 10
Everlastic, 2 ply	2 50	2 50
Everlastic, 3 ply	2 95	2 95
Panamoid, 1 ply	1 90	1 90
Panamoid, 2 ply	2 30	2 30
Panamoid, 3 ply	2 75	2 75
Red Star, 2 ply	2 13	2 13
Red Star, 3 ply	2 55	2 55
Amazon, ex. heavy, 80 lbs. to roll	4 75	....

Everlastic Multi-Shingles (4 Shinges in One), sq.	$6 50
Everlastic Slate Surface Single Shingles, Tylike (red or green), sq.	7 65 7 80

F.o.b. Montreal.

Everlastic Liquid Roofing cement—		
Per gal., in bbls.	0 70	0 70
5 and 10 gal. lots, gal.	0 85	0 85
1 gal. cans, gal., doz.	10 50	10 50
Coal Tar (refined), bbl.	10 25	10 50
Coal tar (crude)	9 00	9 25
Roofix Roofing Cement—		
In bbls., per gal.		0 60
In ½ bbls., per gal.		0 65
In 5s and 10s		0 70
1 gal. cans, per doz.		9 00

F.o.b. Toronto, Montreal and Hamilton.

ROPE

Pure Manila basis	0 24½
Beaver Manila basis	0 20
New Zealand hemp basis	0 20
Sisal basis	0 18

Above quotations are basis prices, ¾ in. and larger diameter. The following advances over basis are made for smaller sizes:—⅝ in., ½c; 9-16 to 7-16 in. inclusive, 1c; ⅜ in., 1½c; ¼ and 5-16 in., 2c; 3-16 in., 2½c extra.

Single lathe yarn basis	0 18
Double lathe yarn	0 18½
Yacht marline, tarred	57
Halyards	50
Beaver Halyards, wht. pol, ¾ in. basis	0 35
Hemp, deep sea line basis	50
Hemp, tarred ratline basis	43
Hemp, tarred bolt rope basis	45
Marline and Houseline	45

NOTE.—Extra charge for shorter lengths than half coils, 2c per lb. additional instead of 1c per lb as formerly.

Italian rope basis on application.	
Cotton, ⅛ in.	0 42
Do., 5-32 in.	0 41
Do., 3-16 in.	0 38
Do., ¼ in. and up	0 37

F.o.b. Toronto, Montreal, London, Welland, Hamilton.

TAPES, MEASURING (LUFKIN)—

	Each
263—50 ft. Challenge, Steel	$5 30
103—50 ft. Reliable Jr., Steel	5 35
243—50 ft. Rival, Steel	4 67
1243—50 ft., Rival Jr., Steel	4 35
603—50 ft., Metallic	3 38
604—66 ft.	3 92
403—50 ft., Linen	2 57

	Dozen
713—50 ft., Ass Skin	6 95
714—66 ft., Ass Skin	8 35
143—3 ft., Steel Pocket	8 30
145—5 ft., Steel Pocket	11 20
175—5 ft., Linen Pocket	7 30
165—5 ft., Cotton Pocket	1 65

F.o.b Montreal, Toronto, London

SANDPAPER

B. & A. sandpaper, net list.

Star sandpaper, net list.

B. & A. emery cloth, 52½% on list.

F.o.b. Montreal and Toronto.

SCALES

Champion—	Scale List	Stamping extra
4 lb.	$ 6 50	$0 40
10 lb.	8 75	0 45
240 lb.	13 75	0 75

Discount 5%.

600 lb.	40 00	1 00
1200 lb.	48 50	1 50
2000 lb.	65 00	1 50
2000 lb. Drop lever.	74 00	1 50

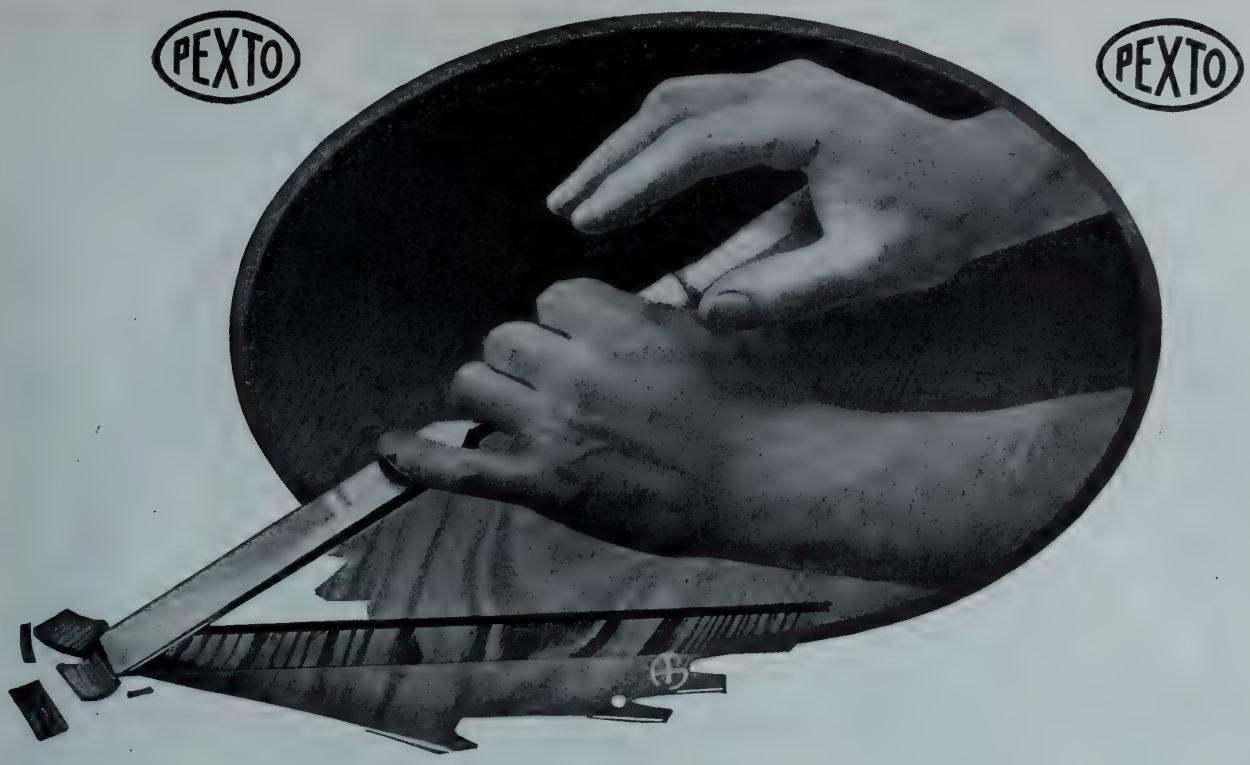
Discount 10/5%.

Champion, even balance 5% discount; standard scales, discount, 10 and 5% off list. No discount allowed on stamping charge. F.o.b. Toronto, Montreal, Hamilton.

SCREWS

Discounts off Standard List adopted Aug. 1, 1908.

Wood, F.H., bright	72½%
Wood, R.H., bright	70%
Wood, O.H., bright	70%
Wood, F.H., brass	60%
Wood, R.H., brass	57½%
Wood, O.H., brass	57½%
Wood, F.H., bronze	55%
Wood, R.H., bronze	52½%
Wood, O.H., bronze	52½%
Square cap	20%
Hexagon cap	20%



There IS a Difference—



ALL CHISELS are *not* alike, even though they may look alike.

Pexto Chisels are forged from special crucible steel of extreme strength and toughness, by the best mechanics—men who have been making Pexto Chisels for many years.

The hardening and tempering is done by a special process and the fine sharp edge will last as long as proper care is given to it.

These chisels are furnished with the celebrated "mirror finish" and with the polished hickory handles make an exceptionally attractive tool.

Every tool is carefully inspected—giving the customer the assurance of Pexto Quality.

Let us send you a supply of our Chisel booklets which list and illustrate our entire line of chisels and draw knives.

Canadian Representatives:
PRESCOTT W. ROBINSON SALES CO., Limited
414 Drummond Bldg., Montreal

PEXTO

Worth While Tools

THE PECK, STOW & WILCOX CO.
Southington, Connecticut, U.S.A.

If interested tear out this page and place with letters to be answered.

SCREWS, IRON BENCH, No. 14

1 in.	$13 75
1⅛ in.	17 00
1¼ in.	20 00

SCYTHES

	Doz.
Cast Steel	$20 00
Golden Clipper	20 95
Little Giant	22 00
Bush	20 50

SNATHS

	Doz.
00 Patent	$17 50
1 loop	16 80
2 loops	15 80
3 loops	14 70
Bush	18 20

SHEETS, BLACK

See Montreal and Toronto report.

SHEETS, CORRUGATED

See weekly report.

SHEETS, GALVANIZED

See Weekly Reports.

	Queen's Hd.	Fleur-de-lis
28 gauge	$10 00	$ 9 25
26 gauge	9 75	9 00
24 gauge	9 15	8 60
22 gauge	8 80	8 15
18 and 20 ga.	8 10	8 00

Prices only nominal.
F.O.B. Montreal.

SOLDERING COPPERS

See Coppers.

SOLDER, BAR

See weekly report.

SPIDERS

Cast, No. 7, $1; No. 8, $1.05; No. 9, $1.15.

SPOUTS, SAP

Eureka, per M. $16 50

STANDS, WASHTUB

Dowswell, doz. $47 25

STAPLES (Fence)—

	Per 100 lb. kegs
Bright	$5 25
Galvanized	6 25

STOVES

	List each
Oil Burning Cooking Perfection No. 32, 2-burner	$25 50
Perfection, No. 33, 3 burner	31 00
Perfection No. 34, 4-burner	40 00

No. 22G oven for above stoves 9 00
Discount, 30 per cent. off list.

McClary Glass Front Oven No. 70, each, net 6 00

Detroit Glass Front Oven, No. 85, each, net ....

Hot Blast ..... Plus %

F.O.B. Sarnia, London, Toronto, Ottawa.

Oil Burning Heaters	List
No. 525, each	$9 50
No. 530, each	10 50
No. 630, each	13 50

Discount 30% off list.
Hot Blast ..... Plus 10%
30% discount of No. 525, No. 530, No. 630 only.

STRETCHERS, CURTAIN—

Star, No. 1, doz.	$27 60
Star, No. 2, doz.	30 00
Sun No. 1	20 00
Sun, No. 2	22 00

STRETCHERS, WIRE

Hercules, doz. $3 60

SWEEPERS—

Carpet (Bissell's)

Amer. Queen, nick. fittings, cyco b.b.	$ 60 00
Club, jap., cyco bearing	120 00
Champion, jap. fittings	45 00
Grand, jap., cyco b.b.	68 00
Grand Rapids, nick., cyco b.b.	55 00
Do., jap., cyco b.b.	50 00
Parlor Queen, nick., cyco b.b.	62 00
Princess, nick., cyco b.b.	57 00
Standard, jap. fittings	46 00
Universal, jap., cyco bear.	48 00
Do., nick., cyco bear.	53 00
Little Daisy	2 00
Little Queen	3 00

SWEEPERS, VACUUM (Bissell's)

	Doz.
Grand Rapids, nickelled	$106 00
Household, japanned	94 00
Superba, nickeled	120 00

F.O.B. factory, Niagara Falls, Ont.

SWINGS—

Ontario, 4-passenger $8 75

TACKS

	Discount
Wire Tacks	67½/15%
Revised Hardware Tack List adopted Jan. 20, 1920	67½/15%
Double-pointed tacks	67½/15%
Shoe findings—List adopted March 24th, 1921.	

F.O.B. Toronto, Hamilton, Montreal and London.

TINNERS' TRIMMINGS

See prices under head of Wares.

TOASTERS, ELECTRIC

Universal	7 80
C. G.	5 00

Discount 20 and 10%.

Canadian Beauty	$5 84
Upright, with rack	6 40

TOOLS, HARVEST

Waverley, Wellandvale, Rixford, Maple Leaf, Bedford, 50 and 10% off new list.

F.O.B. Montreal, Toronto, Hamilton, London.

SPADES, SHOVELS AND SCOOPS

	1st Grade %	2nd Grade %	4th Grade %
Plain Back Shovels and Spades	35	35	35
Draining Tools	35	35	35
Hollow Back Scoops	35	35	35
Sand Shovels	35	35	35
Hollow Back Shovels	35	35	35
Hollow Back Coal Shovels	35	35	35
Riveted Back Scoops	35	35	35
Miners' Spring Point Shovels	35	35	35

Above discounts apply whether goods are sold in carload or less than carloads.

The above discounts apply only to Black List; Black List prices being as follows:

	BLACK LIST		
Plain Back Shovels and Spades	$29.00	$28.00	$25.00
Draining Tools, No. 2, black	29.00	27.50	.....
Hollow Back Scoops, No. 2, black	34.50	.....	32.00
Coal Shovels, Hollow Back, No. 2, black	32.00	.....	30.00
Sand Shovels, No. 2, black	27.50	.....	24.00
Hollow Back Shovels, No. 2, black	27.50	.....	24.00
Riveted Back Scoops, No. 2, black	37.50	35.50	34.00
Miners' Spring Point Shovels, No. 2, black	36.50	.....	.....

NET EXTRAS—
For each size larger than No. 2, add 35c dozen net.
Full polished, add $1.00 per dozen net.
Half polished, add 50c per dozen net.
F.O.B. London, Hamilton, Toronto, Gananoque, Ottawa, Collingwood, Sherbrooke, Montreal, Quebec, Halifax, St. John, Moncton, and freight may be equalized thereon. On shipments less than 5 dozen F.O.B. factory only.

TRACK BARN DOOR

Hatch Trolley, per ft.	....
Brackets for above, per doz.	....
National Flat Track, 1¼ in. per ft.	....

TROUGH (EAVE)

O. G. Square bead and half round:

Size in girth.	Per 100 ft.		
8 in.	$15 90	15 in.	$28 80
10 in.	17 70	18 in.	36 50
12 in.	21 20	Less 50/10%.	

F.O.B. Toronto, Oshawa, Ottawa.

TRAPS (GAME) Doz. with chain

Victor, No. 1 Giant, doz.	$3 35
Jump, No. 1	3 50
Hawley & Norton, No. 1	5 00
Newhouse, No. 1	7 50

F.O.B. Toronto, London, Hamilton, Montreal.

TUBS, WOOD

No. 0, per dozen	$26 40
No. 1, per dozen	23 10
No. 2, per dozen	20 90
No. 3, per dozen	17 60

F.O.B. Newmarket.

TWINE, BINDER

	per ft.
550 feet	0 17¼
550 feet	0 18¾
600 feet	0 20¼
650 feet	0 21¼

Freight prepaid to nearest station in lots of 300 lbs. and over. Rebate of ⅛ cent lb. on 10,000 lbs. and ¼ cent lb. on 20,000 lb.

TWINE (COTTON)

5-lb. sack, 3-ply, lb.	0 42
Cones, 3-ply, lb.	0 38
Do., 4-ply, lb.	0 41

VALVES AND COCKS

Compression work—Standard	34%
Fuller work—Standard	30%
Basin cocks Fuller, No. 0	30%
Nos. 1 and 2	30%
Bath Cocks—Compression	25%
Flatway stop and waste cocks, Standard	34%
Roundway stop and waste cocks—Standard	34%
Brass steam cocks, stand.	10%
Radiator valves—Standard	23%
[illegible]	10%
Globe, angle and check valves, standard	5%
Gate or Straightway	Net
Jenkins Gate Valve	10/7%
Jenkins Globe	10%
J.M.T.	10%
J.M.T. C.	15%
J.M.T. Gate Valves	15%

F.O.B. Toronto.

VALVES, FOOT

	Blk.	Galv.
1¼	0 58	0 83
1½	0 72	1 10
2	0 99	1 60

Penberthy Brass Valves

Gate Valves	15%
Regrinding Valves	10%
Swing Check Valves	5%
Compodisk Valves	10%

WARES, ETC.

Britannic, advance 65%
Scotch Grey Ware, 40%
Colonial, 5%
Imperial Ware, 5%
Pearl, 5%
Premier, list, plus 30%
Canada Ware, list, plus 30%
Crescent, 40%
Diamond, plus 30%
White Ware, 20/10%
Japanned Ware, list, plus 33 1-3%
Japd. Ware, White, list, plus 45%
Plain and Japanned Sprinklers, list plus 33 1-3%
Stamped Ware, plain, 35%
Stamped Ware, retinned, 20/10%
Copper Bottoms, plus 50%
Tinners' Trimmings, plain, 35%
Tinners' Trimmings, retinned, 20/10%
Tinners' Trimmings, General, list, plus 50%
Factory Milk Cans, list, plus 70%
Milk Can Trimmings, list, plus 90%
Cream Cans, list, plus 47½%
Railroad Cans, list, plus 40%
Sheet Iron Ware, list, plus 66 2-3%
Pieced Ware, ordinary, list, plus 75%
Pieced Tinware, C.B., list, plus 90%
Fry Pans, Acme, list, plus 5%
Fry Pans, Quick Meal, plus 50%
Spiders, steel, plus 50%
Fire Shovels, japanned, list, plus 60%
Steel Sinks, galv'zd, list, plus 50%
Steel Sinks, painted, list, plus 50%
Light Galv. Pails and Tubs, list plus, 20%.
Heavy Galv. Pails and Tubs, list plus, 20%.
Hollow Ware, add 40%
Garbage Pails, list, plus 20%.
Jap. Coal Hods, list, plus 80%
Galv. Coal Hods, list, plus 90%
Paper Lined Boards, 10%
Wood-lined Boards, list, plus 10%
Copper Boilers, list, net list.
Copper Tea Kettles, list plus 30%.
Copper Tea and Coffee Pots, list, plus 30%.
Stove and other Pipe, list, plus 100%
Stove Pipe Elbows, black and galv., list, plus, 66 2-3%.
Stove Pipe Thimbles, 40%
F.o.b. Montreal, Toronto, London, Hamilton.

WASHERS, WROUGHT

Round, plain. Sizes given are size of hole. In boxes of 50 lbs. list prices per 100 lbs.—¼ in., $23.00; 5/16 in., $24.40; ⅜ in., $22.80; 7/16 in., $21.00; ½ in., $19.60; 9/16 in., $18.80; ⅝ in., $18.60; 11/16 in., $17.40; ¾ in., $18.20; 13/16 in. $18.00; 1 1/16 in., 1⅛ in., 1¼ in. 1 5/16 in., $18.00; 1⅜ in., 1½ in. 1⅝ in., $18.40; 1¾ in., 1⅞ in., 2 in., 2⅛ in., $19.00. Discount 50% f.o.b. Montreal, Hamilton, Toronto, London and Halifax.

Car lots allowance to following points: Windsor, Walkerville, St. John, Moncton, Amherst, New Glasgow. Freight allowance: Fort William and West, 10c per 100 lbs., cash in 30 days less 2%.

Net extras, 26 to 40 lbs. of a size, $1.00; 25 lbs. of a size or less, $2.00 per 100 lbs. Package allowances—if taken in kegs about 175 lbs. each, allowance 10c per 100 lbs.; if taken in bags about 100 lbs., allowance 15c per 100 lbs.

WEIGHTS, SASH

	Tor.	Lon.	Mont.
Section, 1 lb. per 100 lbs.	$5 10	$5 25	$5 50
Section, ½ lb. per 100 lbs.	5 50	5 75	5 50
Solid, 3 to 30 lbs., per cwt.	4 25	4 75	4 50

WHEELBARROWS

Navvy, steel wheel, doz.	$105 00
Garden Steel, doz.	78 75
Light Garden, doz.	85 00

F.O.B. Montreal, Toronto, London

WIRE PRODUCTS

Annealed or Bright.

Advances over base price on sizes lighter than No. 9.

	Base
No. 9 and heavier	$0 06
No. 10	0 12
No. 11	0 20
No. 12	0 30
No. 13	0 40
No. 14	0 55
No. 15	0 70
No. 16	

Annealing, no extra.
Oiled and Annealed, extra, $0.15.
Coppering and liquor finish, extra, $1.00-$1.50.
Tinning, extra, $2.00-$3.00.
Bright base, $5.00.
Annealed base, $5.00.
Galvanized base, $5.70.
Barbed Wire, $6.20.
Coiled Spring Wire, 9 gauge, Toronto, $5.65; Montreal, $5.75.
Prices subject to change without notice.
Extra net, per 100 lbs.—Oiled wire, 15c.; bright, soft drawn, 25c-70c.

Stovepipe Wire.

No. 18	$9 50
No. 19	10 00

F.O.B. Toronto, London, Hamilton, Montreal, St. John, freight equalized.

WRENCHES, STILLSON

	each
6 inch	$2 00
8 inch	2 25
10 inch	2 50
14 inch	3 50
18 inch	5 00
24 inch	7 25
36 inch	13 50

Discount, 50% Canadian pattern; 40% on genuine.

WRENCHES, CRESCENT, list plus 10%.

WRINGERS, CLOTHES

Domestic, No. 531E	$115 00
Dom. Bench, No. 541EB	174 00
Favorite, No. 511E	105 00
Favorite, No. 512	112 00
Royal Canadian	94 00
Favorite, No. 514	133 00
Ottawa, No. 231E	105 00
Ottawa Bench, No. 341EB	162 00
Challenge, No. 311E	95 00
Warranty	115 00
Bicycle,	95 00
Eze	102 00
Rapid	92 00
Eureka	64 00
Blue Belle	115 00
Do., Folding B	164 00
Rival	105 00
Model	91 00
Imperial	102 00

Discounts from above list, 25%.
Terms—30 days, less 2 per cent. Freight equalized on half dozen machines and upwards with the nearest of the following places to point of destination, viz.: Montreal, Kingston, Ottawa, Toronto, London, Hamilton or St. Marys.

TINKER TOM'S TALKS.

No. 307

The Tide Has Turned!

The average business man never knows that the moment to buy has passed until the day after.

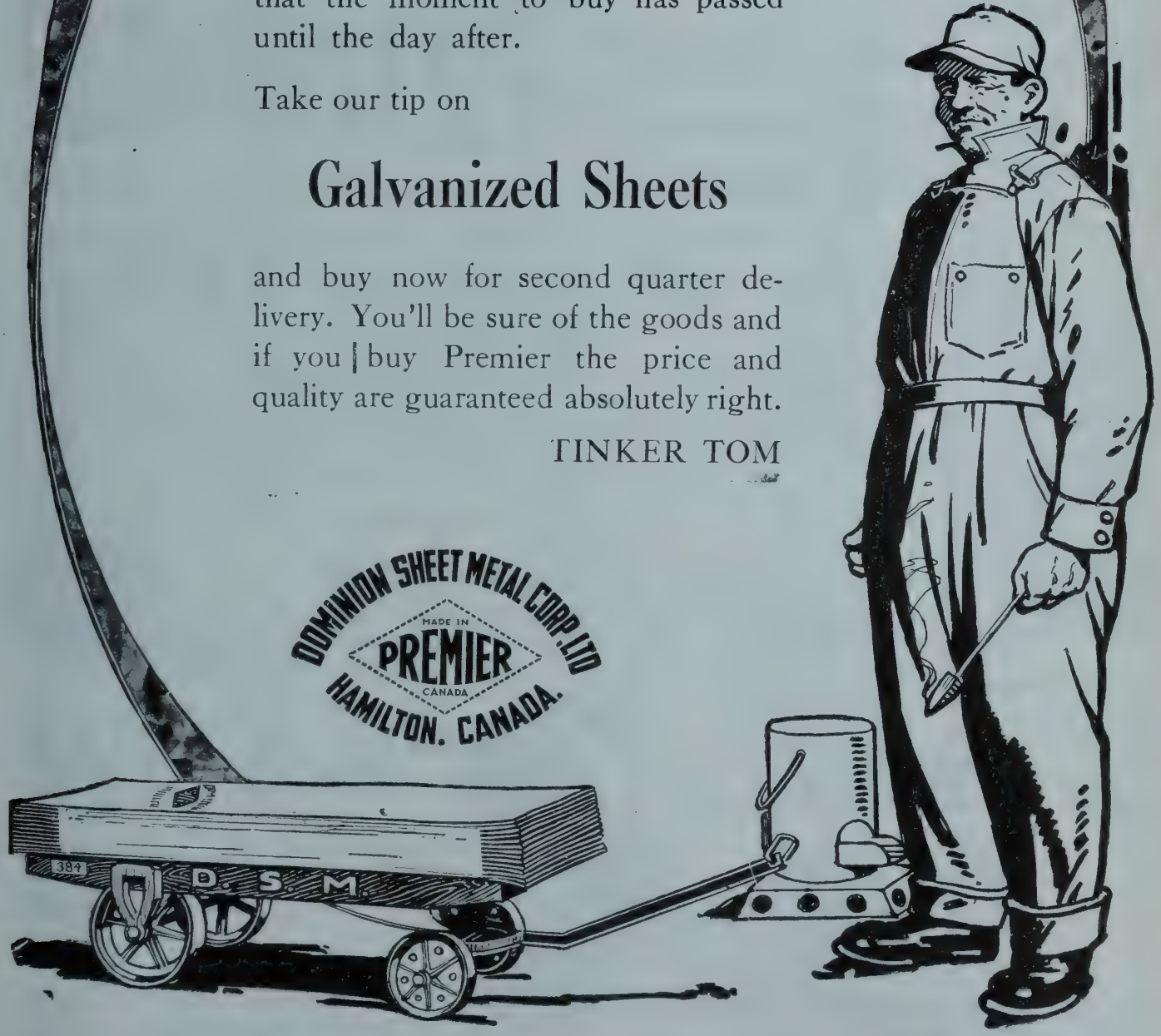
Take our tip on

Galvanized Sheets

and buy now for second quarter delivery. You'll be sure of the goods and if you buy Premier the price and quality are guaranteed absolutely right.

TINKER TOM

DOMINION SHEET METAL CORP. LTD
MADE IN PREMIER CANADA
HAMILTON, CANADA.



If interested tear out this page and place with letters to be answered.

Paints, Oils, Etc.

ALABASTINE
Colors and white—2½-lb. packages, $10.10 for 100 lbs., 5-lb. packages, $9.60 for 100 lbs. F.o.b. Paris or nearest jobbing house.

BLUE STONE	Montreal	Toronto
Per lb., bbls.	10	10

COLORS (DRY)	Per lb.
Raw and Burnt Umber, 100 lb. kegs, No. 1	06-09½
Do., pure	11-15
Raw and Burnt Sienna, 100 lb. kegs, lb.	06-09½
Do., pure	16-18
Imp. green, 100-lb. kegs	22-23
Chrome green, pure	50-56
Chrome yellow	30-45
Brunswick green, 100-lb. keg	11-14½
Indian red, 100-lb. keg	15-20
Do., No. 1, 100-lb. keg	..-07
Lamp black	32-35
Venetian red, best bright	06½-09
Do., No. 1	03¾-05½
Drop black, pure dry	..-20
Golden ocre, 100-lb. kegs	..-09
White ochre, 100-lb. keg	..-06
Do., barrels	..-05
Yellow ochre, barrels	04-05½
French ochre, barrels	..-10½
Spruce ochre, 100-lb. kegs	05-08
Can. red oxide, bbls	02¾-04½
Super magnetic red	0 05
Vermillion	1 00
English vermillion	2 25

F.o.b. Montreal, Toronto.

COLORS IN OIL, PURE	1 lb. tins
Venetian red	0 27
Indian red	0 36
Chrome yellow, pure	0 70
Golden ochre, pure	0 35
French spruce ochre, pure	0 30
Greens, pure	0 35
Siennas	0 36
Umbers	0 36
Ultramarine blue	0 70
Prussian blue	1 20
Chinese blue	1 20
Drop black	0 42
Ivory black	0 44
Signwriters' black, pure	0 42
Lampblack	0 48
Imperial black, 25-lb. irons	0 39

F.o.b. Montreal, Toronto

ENAMELS (white)	Gal.
Dougall white enamel	$8 78
Vitralite	8 78
Duralite	7 00
8-H "White" Enamel	8 00
Martins, White	7 00
Satinette	6 23
C.P. Co. Albagloss	6 30
C.D. Master Painters'	8 20
Mooramel	7 00
Sunshine, white	7 00
Kyanize	8 00
Solpar	4 50
Paripan	11 00
Jasperlac	5 00
Invincible	7 50
Hillcrest	7 00
Amelite A. & E.	8 40
Adelite, A. & E.	6 15
Floglaze	5 00

GLUE	Per lb.
English, sheet	30-32
White pigsfoot	..-50
Cake bone, 112-lb. bags	30-32
Hides, 112-lb. bags	35-40
Ground glues, 112-lb. bags—	
English, per lb.	30-32
Canadian, per lb.	27-30

Brantford—	Per case
No. 7, 50 pcks, 1 lb.	$25 00
No. 8, 100 pcks., ½ lb.	28 00
No. 9, 200 pcks., ¼ lb.	35 00

GLASS LIST

United In.	Star or 16 oz.	Double or 24 oz.
Up to 25	$11 00	$16 40
26 to 40	14 00	20 90
41 to 50	15 00	23 00
51 to 60	16 00	24 00
61 to 70	17 00	25 00
71 to 80	.....	27 00
81 to 84	.....	34 00
85 to 90	.....	36 50
91 to 94	.....	37.25
95 to 100	.....	43.75

Discount box glass, Montreal 50%; Toronto, 50%; London, 50%.
Cut size sheet glass, 60% off list of November, 1919

GLAZIERS' POINTS
Zinc coated, 13c, ½-lb. pkg.
F.o.b. Montreal, Toronto.

LEAD, WHITE (Ground in oil).
Prices are per 100 lbs. in ton lots. Less than ton lots are 35c per 100 lbs. higher than quoted below. F.O.B. Brantford, 50c; London, 55c; Windsor, 60c per 100 lbs. F.o.b. Toronto and Hamilton, 45c per 100 lbs. F.o.b. Fort William and Port Arthur. 75c per 100 lbs.
Maritime differential 50c per 100 lbs. over Montreal.

	Montreal	Toronto
Anchor, Pure	$14 50	$14 95
Champion, Pure	14 50	14 95
Crown Diamond, pure	14 50	14 95
Green Seal	14 50	14 95
I.V. Perfection	14 50	14 95
Ramsay's Pure	14 50	14 95
Moore's Pure	14 50	14 95
Tiger, Pure	14 50	14 95
O.P.W. Dec. Pure	14 50	14 95
Red Seal	14 50	14 95
O.P.W., English	14 75	15 20
Maple Leaf, pure	14 50	14 95
Elephant Genuine	15 00	15 45

B. B. Genuine Lead, less than tons, Montreal, $16.40, Toronto, $16.85.

LEAD (RED DRY)	Per 100 lbs.
Genuine, 560-lb. casks	$13 00
Genuine, 100 lb. casks	14 00
Less quantity	15 00

F.o.b. Montreal, Toronto.

Lead (red in oil)	
25s	0 24
10s	0 25
5s	0 26
1s	0 29

F.o.b. Toronto, Montreal, Hamilton

LINSEED OIL
For prices see weekly report.

LITHARGE

Casks, per cwt.	$17 00
Smaller quantities, per lb.	0 20

LIQUID, BRONZING

Bronzing liquid, No. 1	$1.55-$2.15
Banana oil, gal	4 25

F.o.b. Montreal, Toronto

MURESCO	Per 100 lbs. White	Tints
350-lb. bbls.	$7 15	$8 25
200-lbs., half bbls.	8 00	9 10
100-lbs., kegs	8 25	9 35
Cases 20 5-lb. pkgs.	8 80	9 90

F.O.B. Toronto.

OILS—

Fly, Creonoid—	
Barrels, per gal.	0 65
Half-barrels, per gal.	0 70
5s and 10s, per gal.	0 80
1s (1 doz.)	13 00
½ gal. cans, 1 doz. to case	9 00

PAINTS, PREPARED
See weekly report.

Price per gallon, 1 gallon can basis	
Elephant white	$4 35
Sanitone, white	3 85
Sanitone, colors	3 75
C.P. Co., pure, white	4 45
C.P. Co., pure, colors	4 10
C.P. floor paint	3 95
Elephant floor paint	3 70
Victoria floor paint	3 40
B.-H. English, colors	4 10
B.-H. English, white	4 45
B.-H. Fresconette, white	3 85
B.-H. Fresconette, colors	3 75
B.-H. Floor	3 95
B.-H. Porch Floor	4 10
Crown Diamond, white	4 20
Crown Diamond, colors	3 85
Crown Diamond Floor	3 70
Crown Diamond, porch	3 80
Do., Flat Wall Tone, white	3 85
Do., colors	3 75
Moore's House Colors, white	4 35
Do., House Colors, colors	4 10
Do., Preservo Paint, white	2 95
Do., colors	2 85
Do., floor paint	3 80
Do., Sani-Flat	3 80
Moore's Porch and Deck Paint	4 10
I.V. Elastica, white	3 95
I.V. Elastica, colors	3 70
I.V. Flatine, int. wall, white	3 85
I.V. Flatine, int. wall, colors	3 75
Jamieson's Crown Anchor	3 85
O.P.W. Canada Brand, white	4 45
O.P.W. Canada Brand, colors	4 10
O.P.W. Canada Brand, floor	3 95
O.P.W. Flat Wall, white	3 85
O.P.W. Flat Wall, colors	3 75
Ramsay's Pure, white	4 30
Ramsay's Pure, colors	3 95
Ramsay's floor	3 80
Ramsay's porch	3 95
Glidden's white	4 45
Glidden's colors	4 10
Martin-Senour, 100%, white	4 45
Martin-Senour, 100%, colors	4 10
Martin-Senour, Porch Paint	4 10
Martin-Senour, Neutone, white	3 85
Martin-Senour, Neutone, colors	3 75
Martin-Senour, Floor Paint	3 95
Sherwin-Williams, white	4 45
Sherwin-Williams, colors	4 10
Sherwin-Williams, floor	3 95
Sherwin-Williams, porch paint	4 10
Flat Tone, white	3 85
Flat Tone, colors	3 75
Lowe Bros., H.S., white	4 45
Lowe Bros., H.S., color	4 10
Lowe Bros., hard drying floor	3 95
Mellotone, white	3 80
Mellotone, colors	3 75
Maple Leaf, white	4 45
Maple Leaf, colors	4 10
Maple Leaf, floor	3 95
Pearcy's Prepared, colors	3 60
Pearcy's Prepared, white	4 00
Pearcy's Prepared, floor	3 30
A. & E. Adelite, white	4 45
Do., colors	4 10
Do., Industrial white	3 50

Barrett Products

Everjet Elastic Carbon Paint—	Mont.	Tor.
Barrels, per gal.	0 80	0 80
Half-barrels, per gal.	0 85	0 85
5s and 10s, per gal.	0 95	0 95
1s, per case, doz.	12 00	12 00
Everjet Black Enamel—		
Crates 2 doz., 8 oz.	$1 95	$1 95
Crates 12 doz., 8 oz.	1 70	1 70
1-gal. cans, gal	1 50	1 50
5-10 gal. cans, gal.	1 35	1 35
Barrels-half bbls., gal	1 25	1 25
Carbosota Liquid Creosote Oil—		
Barrels	0 60	0 60
Half barrels	0 65	0 65
5s and 10s, gal	0 75	0 95
1s (case 12 gals.)	8 50	9 50
H., T. & A. Co.'s Creosote Oil—		
Barrels	0 45	
Half-barrels	0 50	
5s and 10s	0 60	

F.o.b. Montreal, Toronto.

PARIS GREEN	100-lb. lots
½-lb. paper cartons, per lb.	0 52
1-lb. paper cartons, per lb.	0 50
½-lb. tins, per lb.	0 54
1-lb. tins, per lb.	0 52
25-lb. tins, per lb.	0 48
50 and 100-lb. drums, per lb.	0 46
250-lb. kegs, per lb.	0 44½
600-lb. barrels, per lb.	0 44

Terms, 1% 15, or 30 days net.
F.o.b. Montreal, Toronto, Hamilton, London, Ottawa, Quebec, Moncton, St. John's and Halifax.
Yarmouth and P.E.I. points ¼c per lb. extra.

PUTTY
See Weekly Report.

ROBIN

Barrels, 100 lbs.	$5 00
Less, per lb.	0 08

SHELLAC

	Pure white	Pure orange
Per bbl.	$3 65	$3 25
Gal. jugs	4 15	3 75

F.O.B. Toronto, London, Montreal.

SHINGLE STAINS	Ord. Colors	Greens
M.L. Creosot	1 40	1 60
Solignum	1 25	1 60
Martin Senours	1 40	1 60
Elastica	1 40	1 60
Hillcrest	1 40	1 60
"C.D." Shingle Stain	1 35	1 50

TAR	Mont.	Toronto
Coal Tar, refined	10 25	10 50
Do., crude	9 00	9 25

PAINT AND VARNISH REMOVER

Taxite, 1 gal. cans	3 60
B.H. Vanisher	3 60
Chalco	3 60
Klensa	3 60
Cumoff	3 60
Dougall Lingerwett	3 60
Takeoff	3 60
O.P.W. Presto	3 60
Solvo	3 60
Varn-off	3 25
Adelite	3 60

VARNISHES	Per gal cans
B.-H. Floor	4 80
B.-H. Maritime Spar	6 03
B.-H. Hard Oil	3 24
B.-H. Gold Medal	4 02
Elastilite	4 50
Granitine Floor Finish	4 50
Hydrox Spar	4 65
C.P.C. Sun Varnish	4 30
C.P.C. Sun Aero Spar	4 50
C.P.C. Sun Waterproof Floor	4 40
I.V. Elastica, No. 1	5 74
Do., No. 2	5 25
Do., Floor	4 88
Jasperite Interior and Exterior	3 71
Jasperite Indestructo, floor	3 75
Jasperite Pale Hard Oil	2 75
P. & L. No. 61	5 00
Jamieson's Copaline	4 25
M-S Marble-Ite Floor	4 87
M-S Wood-Var	4 87
M-S Durable Spar	5 78
M-S Finest Interior	5 23
Moorlastic Floor	4 25
T. 45 Floor	3 50
Moorvar Interior	3 25
Moore's Spar	5 00
Elastic Interior	3 14
Mar-not	4 40
Quick Action House	2 65
Rexspar	5 64
Scar-Not	5 13
Solpar, Spar Marine	6 00
Solpar House Spar	4 50
Solpar Floor	4 50
Solpar Interior	3 50
Kyanize Spar	5 15
Kyanize Cabinet Rubbing	4 85
Kyanize Interior and Floor	4 85
Luxeberry light	4 75
Luxeberry granite	4 90
Luxeberry spar	5 62
Ramsay's Universal	3 75
Ramsay's Agate Floor	3 95
Ramsay's 400 Hard Oil	3 25
Ramsay's, No. 720	3 00
Crown Diamond Floor	4 25
"C.D. Big 4" Exterior	5 00
"C.D. Big 4" Interior	4 50
"C.D. Big 4" Floor	4 40
C. D. General Purpose	4 15
C. D. Furniture	2 05
Dougall Univarnish, clear	5 40
Dougall Transparent, spar	6 00
Dougall Transparent, floor	5 20
Copalite	4 00
Adelite, No. 103, Floor	4 56
Adelite, No. 105, Flat	4 56
Adelite, No. 100, Spar	6 00

F.o.b. Montreal, Toronto.

WATER PAINTS	
Rockface, bbls., 250 lb.	0 05
Opalite, 300 lb. bbls.	0 13½
Opalite, 100 lb. kegs	0 14½
1 gal. packages, per pkg.	0 75
½ gal. package, per pkg.	0 40

WATER PAINTS (per 100-lbs.) 5-lb. pkgs.	White	Colors
Decotint	9 50	9 50
Coralite	9 50	9 50
Perfecto	8 50	9 50
Solpar	8 80	9 90
C. D. Wall Coating, white		8 75
Do., colors		9 25
A. & E Hygiene Kal.	0 42	0 48
Do. in 100 lb. kegs	0 09	....
Do., in 300 lb. bbls	0 08	....

WASTE	
Cream, Polishing	0 21¾

WHITE

XXX	0 20½	XXX	0 18½
XX	0 18½	XX, grad	0 17½
X	0 17½	XLCR	0 16½
XC	0 16½	X Empire	0 15
		X Press	0 13½

COLORED

		Fancy	0 15
No. 1	0 14¾	Lion	0 13½
No. 7	0 13¾	Standard	0 12
No. 1A	0 12¾	Popular	0 10½
No. 1B	0 11¾	Keen	0 09

Above lines subject to trade discount for quantity.

WAX	
B.H. Wax	0 56
Berry Bros.	0 70
Imperial Floor Wax	0 40
Anchor	0 33
O.P.W. Lion Brand	0 50
Old English	0 67
Johnson's	0 67
Jamieson's liquid wax, gal.	3 50
Ramsay's	0 45
Martin-Senours	0 58
I.V. Wax	0 59
Sherwin-Williams	0 60
Solpar	0 40
Sturgeon French Polish	0 60
Crown Diamond	0 45
Hillcrest	0 45
Plymouth Rock	0 60
Champion White	0 45

F.o.b. Montreal and Toronto.

WHITING	
Gilders, bolted, in bbls.	3 21
WOOD ALCOHOL	Per gal
In five gallons	$2 75
Methylated Spirits	1 90-2 55

F.o.b. Montreal, Toronto London

GLASS

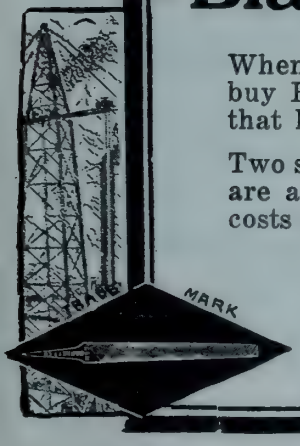
We are receiving quantities of Belgium Window Glass and can quote you very attractive prices for immediate deliveries or for spring import shipments. We stock or manufacture Plate, Bevelled Plate, Mirrors, Figured, Leaded, Wired and Prism Glass.

Write, Phone or Wire for Prices

HOBBS Manufacturing Company, Limited

MONTREAL TORONTO LONDON WINNIPEG

Black Diamond for Cutting



When you buy a file, you buy cutting service. For extra cutting value, buy Black Diamonds. Made since 1863 to a standard of file quality that has won highest honors at expositions and at the bench.

Two simple steps will lead to better filing except where Black Diamonds are already used. Our catalog is free for the asking. A shop trial costs nothing and will show convincing results.

Established 1863

Black Diamond File Works

G.& H. Barnett Company 1078 Frankford Ave. Philadelphia, Pa.

Owned and Operated by Nicholson File Co.



Window Glass

Also Plate, Figured, Bent, and Ornamental Glass

RED S

Stained, Wired, Mirror

Order Early

The Toronto Plate Glass Importing Co., Limited

Don Roadway Toronto

If interested tear out this page and place with letters to be answered.

Winnipeg Hardware Quotations

AMMUNITION
Powder, per keg, $11.00.
Soft shot, per cwt., $15,50; chilled, $17.00; buckshot, $16.30; ball, $16.70.

AMMUNITION, DOMINION

	Blk. List	Leamok List	Smkless List
BB Caps	.....	.....	$ 7 00
22 Short	.....	$10 00	10 70
22 S. Mush.	.....	.....	11 50
22 Long	.....	12 00	15 00
22 L. Mush.	.....	.....	16 00
22 L.D. do.	.....	.....	18 70
22 L. Rifle	.....	14 00	17 50
25 Short	$23 50	.....	.....
32 Short	23 50	.....	70 00
25/20	.....	.....	70 00
25 Colt Auto	.....	.....	53 00
30 Mausey	.....	.....	91 00
32 S. & W.	.....	.....	42 00
32 S. Colt	33 50	.....	.....
32 Colt Auto	.....	.....	63 00
32/30	.....	.....	70 00
38 S. & W.	.....	.....	54 50
44 G. Getter	.....	.....	66 50
44/40	.....	.....	84 00
455 Target	.....	.....	85 00
250 Sav. H.P.	.....	.....	160 00
280 Ross	.....	.....	209 00
25/35	.....	.....	125 50
30/30	.....	.....	144 50
303 Savage	.....	.....	144 50
303 British	.....	.....	190 00
32/40	.....	.....	121 50
32 Special	.....	.....	144 50
32 Rem. Rim.	.....	.....	144 50
33 Win.	.....	.....	190 00
35 Rem. Rim.	.....	.....	159 50
351 Self Ldg.	.....	.....	121 50
38/55	.....	.....	152 00
45/70-405	138 00	.....	.....

Jobbers' Discount on Winchester and Savage Ammunition, 40%; U. M. C., 40% off Dominion List.
Dominion Amunition — Discount 30/20% off Dominion List.

ANVILS
Peter Wright, 60 to 69 lbs., 29½c a lb.; 70 to 79 lbs., 28½c; 80 lbs. and over, 27½c.
Farriers' Clip Horn, 28½c a lab.
Norris, 80 lbs. and over, 16c.

AUGER BITS
Standard List Prices per Dozen.

3/16	$6 00	18/16	$12 00
4	5 00	19	14 00
5	5 00	20	14 00
6	5 00	21	16 00
7	5 00	22	16 00
8	5 00	23	18 00
9	6 00	24	18 00
10	6 00	35	21 00
11	7 00	26	21 00
12	7 00	27	24 00
13	8 25	28	24 00
14	8 25	29	27 00
15	9 50	30	27 00
16	9 50	31	30 00
17	12 00	32	30 00

Discounts from standard list prices.
Irwin .....30% on list
Common .....20% on list

AXES

Single Bit	$17 50 $19 00
Double Bit	24 50
Broad Axes	60 00

AXES, BENCH

No. 2	$22 00
No. 3	24 75
No. 4	26 95
No. 5	29 70
No. 6	33 00

BAR IRON
Round and square.—3-16 in., ¼ in., and 5-16 in., $5.95 base. Round and square over 2 in., up to and including 2 ¾in., and flats over 1 in. x 4 in. up to 6 in. wide, $6.40 base. Rounds over 2¾ in. to 6 in., $6.90 base. Swedish iron, $8; sleighshoe steel, $6.25; spring steel, $6.50; machinery steel, $8.

BARS, CROW, $12.00 per 100 lbs.;

BELT LACING
In sides, tanned, $2.50 per lb.; cut, $3.00 per lb.; rawhide, sides, $2.50; cut, $3.00.
Blue Stone (Vitriol), 11½c.

BELTING
Rubber, 6 in. and under 54%; over 6 in., 47%.
Agricultural or No. 1 leather belting, 15 10-10% off list.
Standard, 15-10% off list. Extra 15%.
The "double' 'list is just twice the

BOARD, BEAVER Per M ft.
1,000 ft. to 5,000 ft..... $51.50

BOILERS, RANGE
30-gal., each 13 00

BOLTS—
Carriage, ⅜ in. and smaller, up to 6 in., 15%; over 6 in., net list; 7-16 in. and larger, 5%; Machine, ⅜ in. and under, up to 4 in., 32½%; over 4 in., 5%; 7-16 in. and over, 10%; machine set screws, 25%; plough bolts, 12½%; stove bolts, 60%; shaft bolts, 5% adv.; tire bolts, 40%; sleigh shoe bolts, 5% adv.

BORAX Borax, per lb., 14c.

BUTTS
Plated—No. 241 Antique Copper and Dull Brass Finish.

	Per pr.
2½ x 2½ in.	0 39
3 x 3 in.	0 40
3½ x 3½	0 42
4 x 4 in.	0 54
4½ x 4½ in.	0 79
5 x 5 in.	1 38

Wrought Steel—

No. 800	net prices
No. 804	net prices
No. 838	net prices
No. 840	net prices

CARPET FELT Per Roll

16 oz.—50 lbs.	4 70
20 oz.—54 lbs.	5 90

CHAIN
Coil, Elec. Weld, 3-16 in., $19.25; ¼ in., $17.75; 5-16 in., $15.55; ⅜ in., $13.55; 7-16 in., $13.20; ½ in., $12.85; 9-16 in., $12.85; ⅝ in., $12.15; ¾ in., $11.90.
B.B. Short Link—3-16 in., $17.75; 7-16 in., $15.40; ½ in., $15.75; 9-16 in., $15.75; ⅝ in., $14.15; ¾ in., $13.95; ⅞ in., $13.35; 1 in., $13.15.
Logging—¼ in., $21.15; 5-16 in., $17.95; ⅜ in., $15.95; 7-16 in., $15.60; ½ in., $15.25.

CHIMNEYS, LAMP
A, crimp top, per doz., $1.85; B, per doz., $2.15; Rochester plain top, per doz., $2.70.

CHOPPERS, FOOD
Universal, No. 0, $2.30; No. 1, $3.15; No. 2, $3.75; No. 3, $5.00.

CHURNS
Power — No. 0, $9.75; No. 1, $9.85; No. 2, $10.75; No. 3, $12.00; No. 4, $16.00.
Hand — No. 0, $7.75; No. 1, $7.85; No. 2, $8.75; No. 3, $10.00; No. 4, $12.00.

CLEVISES, MALL. 21c per lb.

CLIPPERS, HORSE Each
Stewart, No. 1 .....$10 88
Hand, Newmarket 3 60

CLOCKS—Alarm

	Each
Big Ben	$4 00
Baby Ben	4 00
America	1 90
Sleepmeter	2 40

CLOTHES LINE WIRE Doz.

50 foot, 19 g.	$4 40
100 foot, 19 g.	7 25

COPPER
Sheet and planished copper, 60c per lb. Tinned, 75c.

CORD SASH
Coils or Hanks.
8, 9, 10 ..... $0 53 lb.

DRILLS
See Eastern list.
Bit stock discount 40%
Blacksmiths' ½ inch shank...25%
Straight shank 25%
Do., wire 25%
Taper shank 25%

EAVETROUGH
Eavetrough, per 100 ft., 8 in., $7.20; 10 in., $7.88; 12 in., $9.00; 15 in., $13.05.
Conductor pipe, 2 in., per 100 ft., $9.00; 3 in., $10.80; 4 in., $13.73; 5 in., $18.90.

ENAMELWARE
See Ware.

FILES
Globe ..... Discount 50/5%
Nicholson Gen. ..... Discount 30%

FITTINGS—Malleable
Class A 55%
Class B and C, off new list. 65%
Bushings 20%
Unions, "Dart"—
¼ to 2-in. 29%
⅛, 2½, 3½ and 4-in. ... 15%
Nipples, 4 in. and under ... 40%

FRY PANS Each
Cast iron, No. 8..... $1 05
No. 9..... 1 15

GALVANIZED WARE
See Wares.

GLASS, WINDOW Single Double

Up to 25-in.	$ 8 00	.....
26 to 40 in.	9 72	14 68
41 to 50 in.	10 48	15 84
51 to 60 in	10 80	16 32
61 to 70 in.	11 20	16 92

GLASS (Plate)
20%.

GLOBES, LANTERN Doz.

Cold Blast	$1 75
Short	1 75
Genuine Ruby	5 00

GRIDDLES, PANCAKE

Round, No. 1	$1 05
No. 2	1 15
Oblong, No. 8L	1 10
No. 9L	1 25
No. 8	1 90

GRINDSTONES
price of "single."
Per 100 lbs., $3.75.
Mounted on steed frames, $7.75 to $10.25.

HARVEST TOOLS. 50% and 10%.

HAMMERS—Adze-Eye, Plain Doz.

No. 0, 1½ lb.	$20 20
No. 1, 1¼ lbs.	19 05
No. 1½, 1 lb.	18 95
No. 2, 13 oz.	18 50
No. 22, 1¼ lbs.	15 00
No. 21, 1 lb.	13 65

Bell Face Doz.

No. 61, 1¼ lbs.	$19 05
No. 61½, 1 lb.	18 95
No. 62, 13 ozs.	18 50
No. 65, 1¼ lbs.	15 00
No. 64, 1 lb.	13 65

HAMMERS, MACHINISTS' Doz.

No. 30 up to and including	
No. 1	$13 85
No. 1½	16 15
No. 2	18 50
No. 2¼	20 20

HAMMERS, MASONS'
No. 43, 5 lb. and over, $23 per cwt.

HAMMERS' STRIKING
Double face, No. 38, 5 lbs., $17.00 per cwt.

HINGES—Net prices.
Light Strap.—3 in., 93c per doz. prs.; 4 in., $1.13; 5 in., $1.27; 6 in., $1.60; 8 in., $2.33; 10 in., $3.27.
Light Tee—3 in., 93c per doz. prs.; 4 in., $1.00; 5 in., $1.20; 6 in., $1.40; 8 in., $1.67; 10 in. $2.27.
Heavy Strap.—4 in., $2.25 per doz. prs.; 5 in., $2.80; 6 in., $3; 8 in., $4.05; 10 in., $6.90; 12 in., $8.40; 14 in., $9.90.
Heavy Tee—4 in., $2 per doz. prs.; 5 in., $2.40; 6 in., $2.75; 8 in., $3.15; 10 in., $5.40; 12 in., $8.80; 14 in., $9.20.
Corrugated Strap—4 in., $1.80 per doz. prs.; 5 in., $2.35; 6 in., $3.20; 8 in., $4.90; 10 in., $7.50; 12 in., $11.30.
Corrugated Tee—4 in., $2.15 per doz. prs.; 5 in., $3; 6-in., $3.50; 8 in., $5.90; 10 in., $8.85.
Screw Hook and Strap.—6 in., $4.45 per doz. prs.; 8 in., $4.95; 10 in., $6.60; 12 in., $7.20; 15 in., $7.75; 18 in., $11.35; 21 in., $12.75; 24 in., $16.50.

HORSESHOES
Iron, No. 0 to 1, $9.95; No. 2 and larger, $9.70; snowshoes, No. 0 to No. 1, $10.20; No. 2 and larger, $10.05; hand drilled, No. 0 to 1, $17.50; No. 2 and larger, $17; toe weight, $11.95.

HOSE, GARDEN

	3-ply	Per 100 ft. Multiped
½ in.	$13 50	$21 00
⅝ in.	16 50	.....
¾ in.	17 50	28 00

IRON, GALVANIZED

	Apollo and "Fleur Premier de Lis"
10¾ oz. or 28 Eng.	$10 55
28 Am. or 26 Eng.	10 15
26 Am. or 26 Eng.	9 55
24	9 40
22	9 40
18 and 20	9 25
16	9 10

IRONS, SAD
Common Sad Iron, 6 and over 18c per lb.; 4 and 5 lbs. 20c per lb.
Mrs. Potts' No. 55, set $2 60
Mrs. Potts, No. 50, set 2 70
Mrs. Potts' common sad iron handles, $2.40 dozen. Mrs. Potts' improved, $3.00 a dozen.

JACKSCREWS
15% on list.

KNIVES—HAY

Heath's	$17 50
Lightning	17 50

LADDERS, STEP
Common, 4 ft., $1.85; 5 ft., $2.15; 6 ft., $2.55; 7 ft., $3; 8 ft., $3.50; 10 ft., $4.75.

LADDERS, EXTENSION
20 to 32 ft., per ft., 37½c; 36 to 40, 41c.

LANTERNS
Cold Blast

No. 2, Japd.	16 50
No. 2, Coppd.	19 25
No. 2, plain	15 75
Short Globe, doz.	15 75

LATCHES—THUMB, STEEL Doz.

102	$2 40
103	2 45
104	2 85
Barn Door	
5	3 85
8	4 25
9	6 50

LEAD PIPE, $12.06.

LEAD WASTE, $12.96.

WHITE LEAD
Decorators' pure, 25 lb. drums, $16.10 per 100 lbs.

LINSEED OIL
See weekly report.

MACHINES—WASHING Each

Dowswell	$ 9 00
New Century	16 30
Canadian	9 00

MATTOCKS
Pick, $14.25; cutter, $14.25.

MOPS

O-Cedar, No. 1	$16 00
O-Cedar, No. 3	16 00
Self-wringing	6 70
Mop Handles	2 10

MOWERS—LAWN

	12 in.	14 in.	16 in.
Woodyatt	$	12 00	$12 75
Empress	....	14 25	15 00
Daisy	.....	8 75	9 50
Star	.....	7 40	7 85
K—3-blade	9 60	10 25	10 60
C—4-blade	10 70	11 25	11 75
BB—4-bld.	12 45	13 00	13 65

NAILS
Wire, f.o.b. Fort William, $5.30 base; Winnipeg, $5.95. Cut f.o.b. Winnipeg, $7.75.

NAILS, HORSE, 25-lb. Box

	MRM	Capewell	New Peerless
No. 4	.....	.....	$7 75
No. 5	$5 25	$7 00	5 75
No. 6	5 00	6 75	5 50
No. 7	4 75	6 50	5 25
No. 8	4 75	6 25	5 00
No. 9	4 00	6 00	4 75



SILKSTONE

(REGISTERED TRADE MARK)

FLAT WALL COLOURS

Suppose you write us to-day about Silkstone and other lines that will benefit your business? We know you want to satisfy customers and build permanent, lasting trade; Silkstone is one of a line that does that to perfection.

You can sell it because Silkstone beautifies walls at less cost than wall paper. It can be washed easily without rubbing off. Its soft, silky finish gives an artistic effect much appreciated by home lovers. It is economical, durable and satisfies good taste.

Let us show you that it is profitable to sell. If a thing sells well and pays the merchant well, you certainly want it working for you in your store, don't you?

"Save the surface and you save all" *Paint & Varnish*

Write and let us explain the advantage of an agency

C. F. Stephens & Co.
Limited

Paint and Varnish Makers

Winnipeg Calgary Edmonton

If interested tear out this page and place with letters to be answered.

Winnipeg Hardware Quotations—Continued

NETTING—POULTRY

1 in. mesh x 24 in.	$6 64
30 in.	8 92
36 in.	10 50

NUTS

Square, small lots, blank, $4.50; tapped, $5.00 advance on list; Hexagon, small lots, blank, $4.75; tapped, $5.25 advance on list; case lots all styles, 1c less than above.

OAKUM

Clipper, spun, bale 50 lbs.	$11 50
Clipper, unspun, bale, 50 lbs.	....
Plumbers, bale 50 lbs.	5 00

OILS—	Gallon
Kerosene	0 27
Gasoline	0 40
White Rose Gasoline	0 43
En-ar-co Motor Oil, med. and heavy	1 15
Do., ext. heavy	1 25
Black (summer)	0 32½
Black (winter)	0 33
Imperial kerosene tractor	**1 35**
Capital cylinder	0 96½
Castor machine	0 60½
Imperial gas engine	0 65
Discount 10%.	
Polarine	**1 35**
Polarine A	**1 35**
Polarine heavy	**1 35**
Gargoyle Mobile A	**1 88½**
Gargoyle Mobile B	**1 93½**
Gargoyle Mobile BB	**1 88½**
Gargoyle Mobile D and Arctic	**1 53½**
Fuel oil	On application
Discount 25%.	
Wm. Penn Motor, medium	**1 53**
Do., heavy	1 68
French C, medoum	**0 85**
French A, heavy	**1 20**
Transmission, No. 1	**0 75**
Steam cylinder, No. 650C	**1 10**
Volunteer, reg. gas engine	0 60
Century caster machine	**9 55**
Melrose Harvester machine	**0 70**
25% and 10%.	

PAINTS, PREPARED

See weekly report.
(1 gallon can basis)

Stephens' white	$4 60
Stephens' colors	4 25
Stephens' floor	4 10
Silkstone white	4 00
Silkstone colors	3 90
Stephens' barn	2 35
Stephens' barn, extra color	2 55
Lion white	4 60
Lion colors	4 25
H.D. floor	4 10
Velvetone white	4 00
Velvetone tints	3 90
Ramsay's white	4 45
Do., colors	4 10
Dultone, White	4 00
Do., colors	3 90
Martin-Senour, white	4 60
Senour's floor	4 10
M.S. Neutone, white	4 00
M.S. Neutone, colors	3 90
M.S. Red Schoolhouse	2 50
M.S. Standard Barn	1 37

PAPER, BUILDING

Dry Fibre, No. 1	$1 25
Sunrise	1 00
Anchor, tarred	1 45
O.K. tarred	1 45
Tarred Felt	6 75

PICKS, CLAY

5-6 lb., $12.25 doz.; 6-7 lb., $13.25 doz.; 7-8 lb., $14.25 doz.

PIPE, WROUGHT

Per 100 ft.	Blk.	Galv.
⅛ in.	$ 6 21	$ 8 69
¼ in.	5 49	7 79
⅜ in.	5 63	8 01
½ in.	7 56	9 27
¾ in.	9 32	11 66
1 in.	13 82	17 19
1¼ in.	18 68	23 27
1½ in.	22 28	27 81
2 in.	30 02	37 40
2½ in.	48 70	60 71
3 in.	63 72	79 43
3½ in.	80 73	99 63
4 in.	95 63	118 04
4½ in.	114 80	142 20
5 in.	133 20	165 60
6 in.	172 80	214 20

PLASTER PARIS, per bbl...$6 00

PLATES, CANADA

18 x 21 per box, blued, $9.75; 18 x 24, blued, $9.75; 20 x 28, blued, $10.00.

POLISH

	Liquid Veneer Doz.	O-Cedar Doz.
4-oz.	$ 2 40	$ 2 40
12-oz.	4 80	4 80
1-quart	10 00	12 00
½-gal.	....	20 00
1-gal.	28 08	28 00

PULLEYS, CLOTHES LINE

	Doz.
No. 58, jap. 5" wheel	$4 90
No. 158, gal. 5" wheel	5 10

PUMP OILERS, GENUINE CANNON

No. 1, $18.50 doz.; No. 3, $21 doz.; No. 2½, $23.50.

PUMPS

Pitcher spout, No. 1, $3 each; No. 2, $3.55 each; No. 3, $3.80 each; No. 4, $4.60 each.

PUTTY

100-lb. irons	$7 20
25-lb. irons, per cwt.	7 80
1½-lb. tins	0 14½

RIVETS AND BURRS

Iron rivets, 30%; copper, No. 8, 42½c; No. 10, 46c; No. 12, 49¼c.

ROPE

British Manila—¼ in., 5-16 in., 24½c; ⅜ in., 24c; 7-16 in., ½ in., 9-16 in., 23½c.; ⅝ in., 23c; ¾ in. and larger, 22½c.

Pure Manila.—¼ in., 5-16 in., 29¾c.; ⅜ in., 29¼c; 7-16 in., ½ in., 9-16 in., 28¾c; ⅝ in., 28¼c; ¾ in. and larger, 27¾c.

Sisal—¼ in., 5-16 in., 22¼c; ⅜ in., 21¾c; 7-16 in., ½ in., 9-16 in., 21¼c; ⅝ in., 20¾; ¾ in. and larger, 20¼c.

Lath yarn, 20¼c.

Cotton Rope—3-16 in., 55c; ¼ in. and up, 54c.

SANDPAPER—

	B. & A. Quire	B. & A. Ream	Star Quire	Star Ream
00, 0	$0 41	$ 7 10	$0 43	$ 7 [illegible]
½	0 43	7 55	0 43	7 [illegible]
1	0 48	8 55	0 45	8 [illegible]
1½	0 52	9 95	0 50	9 [illegible]
2	0 58	11 50	0 60	11 [illegible]
2½	0 75	13 25	0 80	14 65
3	0 85	15 10	0 90	16 70

SASH BALANCES (Caldwell)
50% on list.

SAWS, BUCK

Happy Medium, $17.25; Watch Spring, $17.50; Lance Tooth or Lightning Blades, $20.00.

SCREWS

Bright iron round head, 65%; flat head, 67½%; oval head, 65%; round head, brass, 52½%; flat head brass, 55%; coach, 25%.

Set Screws, 5%. Cap Screws, 15%.

SCYTHES—	Doz.
Bramble	$.....
Bush	20 50
Excelsior	.....
Cast	20 00

SHOVELS AND SPADES

Shovels—Fox and Olds, D.H., Sqr. Pt., $16.25 per doz.; D.H., Rd. Pt., $16.25; L.H. Sq. Pt., $16.25; L.H. Rd. Pt., $16.25; Bulldog & Jones, D. H., Rd. Pt., $20.20; D.H., Sq. Pt., $19.85; L.H., Rd. Pt., $19.85; L.H., Sq. Pt., $19.85. Black Cat and Moose & Jones Scoops—No. 4, $23.60; No. 6, $24.35; No. 8, $25.05.

SLEDGES, BLACKSMITHS'

No. 37, 5 lbs. and over, $20.25 per cwt.

SNATHS

No. 2 loop	$17 25
Bush	19 50

STEEL SHEETS, BLACK

10 gauge	$7 15
12 gauge	7 15
14 gauge	7 20
16 gauge	7 30
18-20 gauge	7 80
22-24 gauge	7 85
2½ gauge	7 90
28 gauge	8 15

STANDS	Each
Washtub, Reverse Drip	$4 15
Range boiler, 12 in.	1 50

SWEEPERS — VACUUM

	Doz.
Grand Rapids, nickeled	$109 00
Household, japanned	97 00
Superba, nickeled	123 00

F.O.B. jobbers' warehouses, Winnipeg.

SOLDER, per lb., 31c to 32.

SPIKES — BOAT

Pressed, ¼ in., $10.80; 5-16, $10.05; ⅜ in., $9.25; ½ in., $9.

STAPLES

Bright iron, $5.55; Fort William, $6.20, Winnipeg; galvanized staples, ... Fort William .... Winnipeg.

STEEL

Sleighshoe, $6.55 base per cwt.; plow, common, $12; crucible plow, $16.00; angle, $7.00; harrow, $6.55 base; cast, octagon tool steel, 20c base; square tool, 20c base; spring, $6.00; tire, $7.50. Mild, 3-16, ¼, 5-16, $5.95 base. Round, square flat, up to and including ¼, ⅜ to 2 in., $5.95 base. Round and square, over 2 in., and including 2¾ in., flat over ¼ and up to 6 in. wide, $6.40 base; round over 2¾ in. to 6 in., $6.90 base. Band steel, $5.95 base.

STEEL HOOPS

½ in., $8.35; ⅝ in., $8.00; ¾ in. $7.40; ⅞ in., $7.10; 1 in., $7.00 1¼ in., $6.90; 1½ in., $6.80.

STEEL SQUARES
10% on list.

TACKS. Carpet, 70% off list.

TIES. Cow. ....

TIN AND TERNE PLATE—

20 x 28 I.C. box	$26 25
20 x 28 I.X. box	29 50
20 x 33 I.C. box	32 50
20 x 33 I.X. box	36 50
Terne plates	24 00

TRAPS, GAME—

	Victor Doz.	H. & N. Doz.	Jump Doz.
No. 0	$2 40	$....	$...
No. 1	2 85	5 20	3 85
No. 1½	4 35	7 85	5 70
No. 2	6 00	11 00	9 00
No. 3	10 15	14 70	12 30

TUBS—	Wood	Fibre
No. 0	$25 55	$29 55
No. 1	22 20	24 35
No. 2	19 00	21 10
No. 3	16 80	18 00

TURPENTINE
See weekly report.

TWINE (WRAPPING)	Lb.
Cotton, 3-ply, cones	$0 40
Cotton, 3-ply, balls	0 45
Cotton, 4-ply, cones	0 43
Cotton, 4-ply, balls	0 47

VARNISHES—

Stephens' Luminette, gal.	$4 00
Stephens' Exaltte, gal.	4 75
Lion Brand Color Varnish, per gal.	4 50

WARES, ETC.—

Scotch Grey Graniteware.

Colonial Imperial, Pearl, list plus 2½% advance.

Premier, Canada, Diamond, plus 40%

Whitewear, 22½% off.

Japanned Ware, list, plus 45%

Japanned Ware, white, list plus 57½%

Japanned Sprinklers, list plus 45%.

Stamped Ware, plain, 20-10-2½% discount.

Stamped Ware, retinned, 15-5-5%

Pieced Tinware, ordinary, list plus 90%

Pieced Tinware, copper bottoms, list plus 105%

Sheetiron Ware, list plus 72½%.

Light Galvanized Pails, plus 31½%.

Tubs—
Light, plus 31½%.
Heavy, 62½%
Pails and Tubs, plus 72½%
Jap. Coal Hods, list plus 92½%
Galvanized Coal Hods, list plus 102½%

WASHERS—

Size	Case lots	Less
3-16 in.	$16 90	$17 40
¼ in.	13 92	15 42
5-16 in.	14 04	14 54
⅜ in.	13 05	13 55
7-16 in.	12 28	12 78
½ in.	11 84	12 34
9-16 in.	11 73	12 23
⅝ in.	11 62	12 12
¾ in.	11 51	12 01
⅞ in.	11 40	11 90
1 in.	11 40	11 90
1⅛ in.	11 40	11 90
1¼ in.	11 62	12 12
1⅜ in.	11 62	12 12
1 7-16 in.	11 62	12 12
1½ in.	11 62	12 12

WASTE

Cream, polishing	0 24½

WHITE

XXX Extra	$0 21
XX Grand	0 20
XLCR	0 19
X Empire	0 17½
X Press	0 16

COLORED

Fancy	$0 17½
Lion	0 16
Standard	0 14½
Popular J	0 13
Keen	0 11½

Above lines subject to trade discount for quantity.

WEIGHTS, SASH	Per 100 lbs.
Sectional	$7 50
Solid	7 00

WELL WHEELS	Doz.
Cast, covered, 8 in.	$11 00
Cast, plain, 10 in.	15 00
12 in.	18 85
14 in.	24 00

WHEELBARROWS	Each
U. S.	$ 6 60
General purpose	7 90
Stone	13 75
Navvy, doz.	105 00

WIRE — BARB

Lyman, 4-point, $5.00 Winnipeg; Glidden Cattle, 2-pt., $4.80 Winnipeg; Baker, 2-pt., $4.70 Winnipeg; plain twist, cwt., Winnipeg, $7.00 100 lbs.; galvanized, Winnipeg, No. 9, $7.80; No. 12, $8.05; coil spring, plain, Winnipeg, No. 9, $6.30; No. 12, $6.50.

Patented screen in 100-ft. rolls. $3.50 per 100 sq. feet.

WIRE — PLAIN

Bale ties, 14-gauge, single loop, $7.10 Winnipeg, $6.45 Fort William.
Brass snare wire, per lb., 90c.

WIRE — ANNEALED

No. 9, $6.00; No. 10, $6.06; No. 12, $6.20; No. 14, $6.40; No. 15, $6.55; No. 16, $6.70 per 100 lbs.

WRENCHES — NUT

Agricultural—	
6-inch	$ 9 00
8-inch	10 80
10-inch	12 60
12-inch	16 20
15-inch	21 60
Perfect Handle—	
6 inch	15 00
8 inch	17 50
10 inch	.....
12 inch	.....
15 inch	.....
18 inch	.....

WRENCHES—PIPE

Trimo—30% off list.
Stillson—30% off list.

	— Dozen— Black	N. P
Always Ready		
No. 1	$4 60	$ 5 00
No. 2	6 30	6 75

WRINGERS, CLOTHES	Doz
Universal	$49 50
New Eze	76 50
Regent	69 00

The Trade Mark behind the "Hardware House of Quality"

DIAMOND A BRAND — ASHDOWN'S GUARANTEE

The Largest Wholesale Hardware Dealers in Canada

Burgess Batteries

Round Carton

Burgess No. 6 Ignition

Burgess Guarantee

Every Burgess product is fully guaranteed and you are protected by our unqualified agreement to replace any Burgess product which does not give satisfactory service.

Energetic, vigorous and enduring, this type of Burgess Battery is fully dependable for gas engine and open circuit work. Inspected, tested and guaranteed.

This reliable battery gives a service that delights consumers and establishes confidence in your store.



Burgess Uniplex Batteries

Burgess Packing

Eliminates fire hazard, insures against damaged goods from careless packing, saves space. Burgess packing is clean, sanitary, and labor-saving.

Burgess Uniplex Batteries are actually waterproof. This is the most serviceable of all types of dry batteries—easy to connect, handy to carry, and takes up little space. Burgess products are not sold by mail order houses.

Write for literature.



The J. H. Ashdown Hardware Co., Limited

Calgary **Winnipeg, Canada** **Saskatoon**

If interested tear out this page and place with letters to be answered.

STEEL IRON METALS

WINNIPEG WAREHOUSE STOCK

REINFORCING BARS IN ALL SIZES, IN LENGTHS UP TO 60'
BOLTS: MACHINE, CARRIAGE, DRIFT, SHIPBUILDING, ELEVATOR
BAR IRON: FLAT, ROUND AND SQUARE, SMALLEST TO THE LARGEST

HEXAGON BARS		MACHINE STEEL	
BOILER TUBES	NUTS	RIVETS	SHAFTING
ANGLES	CHANNELS	RAILS	TEES
FORGING BILLETS	CAP SCREWS	WASHERS	SET SCREWS

GAUGE SHEETS, BLACK AND GALVANIZED, IN ALL GAUGES

GET OUR MONTHLY STOCK LIST

A COMPLETE LINE FOR
THE MANUFACTURER — THE WHOLESALER — THE CONSUMER

IF IT'S STEEL OR IRON WE HAVE IT

The MANITOBA STEEL & IRON COMPANY.
WINNIPEG, MANITOBA LIMITED



O-Rib-O
Square Coal Chute

The Nos. 4 and 5 models of our Square Coal Chute illustrated here are of very neat appearance; that appeals to the careful householder.

The door is made with a flange which fits over the rim of the frame, making it both wind and water proof.

O-Rib-O
Manufacturing Co.
Winnipeg, Manitoba

"Dazee Brand" Woodenware

Buy Western-made Washboards, Step Ladders, Bake Boards, Ironing Boards, Clothes Horses, Tub Stands, etc. For sale by all jobbers. We guarantee the quality will please you. If jobber does not supply you write us direct.

The Brett Mfg. Co., Limited
WINNIPEG, MAN.

To get business you must go after it.
Others do it through this paper
—why not YOU?

COLLECTIONS

Our ability to collect accounts has been highly praised by merchants all over Canada. We collect anywhere in Canada and the United States on a strictly commission basis. You are under no obligation to us if we do not collect. We guarantee you a thoroughly honest service. Prompt remittances. Give us a trial. We collect where others fail. Established 1909.

Nagle Mercantile Agency
Laprairie (Montreal) Que.

EVERYWHERE
NO COLLECTION
NO CHARGE
EFFICIENT
RELIABLE

Arnett Silent Salesmen

are built to accommodate effective displays.

Walk into an Arnettized Store and see how your attention is attracted by the appearance of the Silent Salesman. Let our experts arrange your store for more sales.

Our illustrated catalog will show you the range of styles

Thomas L. Arnett
Souris, Man.

THOMAS LEWIS ARNETT
SOURIS MAN.



ARNETTIZE YOUR STORE

3

Goodwill and the "North Star"

Every North Star Battery you sell helps to create for your business that valuable asset—goodwill.

North Star Batteries are made of highest grade materials and are guaranteed to be perfect in workmanship and to satisfy the customer.

If used with ordinary care the North Star Battery is guaranteed to give a stronger spark and to last longer than any other battery manufactured in Canada.



North Star Multiples are Absolutely Waterproof

Order your stock now for Spring and Summer demand.

Canada Dry Cells Limited
WINNIPEG, MANITOBA

Hardware and Metal is the only paper in Canada giving a weekly market service on hardware, metals, paints, varnishes and other lines allied with the hardware trade.

Hardware and Metal is the only hardware publication in Canada with circulation audited by the Audit Bureau of Circulations.

Hardware and Metal is the only weekly hardware paper in Canada.



Quality That Repeats Sales

We Make
Steel Wire Nails and Brads, Clothes Line Wire, Fencing Staples and Hooks, Galvanized Poultry Netting Staples.

HOLLOW CABLE
CLOTHES LINE WIRE

Western Wire & Nail Co.
London, Ontario

Why the Head Engineer Stands by
"Maple Leaf" Belting

Sells Easily

Engineers everywhere have the utmost confidence in "Maple Leaf" Belting. It stands by them. It is reliable and dependable and can be trusted to fulfil its mission. That is why engineers use "Maple Leaf," and dealers find good profits and repeat orders.



The Dominion Belting Co Limited
Hamilton Canada

THE BUYERS' GUIDE

If what you want is not here, write us, and we will tell you where to get it. Let us suggest that you consult also the advertisers' index, facing the inside back cover, after having secured advertisers' names from the directory. The information you may desire may be found in the advertising pages. This department is maintained for the benefit and convenience of our readers. The insertion of advertisers' headings is gladly undertaken, but does not become part of any advertising contract.

ABRASIVES
The Carborundum Co., Niagara Falls, N.Y.
Canadian Hart Products Ltd., Hamilton, Ont.
The Cleveland Stone Co., Cleveland, Ohio.

AGRICULTURAL PRODUCTS
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

AIR COCKS
James Morrison Brass Mfg. Co., Ltd., Toronto.

ALABASTINE
The Alabastine Co., Ltd., Paris, Ont.

ALUMINUM
British Aluminium Co., Toronto.
Canada Metal Co., Toronto.
A. C. Leslie & Co., Montreal.

ALUMINUM CASTINGS
The Toronto Lock Mfg. Co., Toronto.

ALUMINUM WARE
The Aluminum Goods Mfg. Co., Manitowoc, Wis.
The Aluminum Specialties Co., Ltd., Toronto.
The Aluminium Ware Mfg. Co., Oakville, Ont.
Buncher & Haseler, Ltd., Birmingham, Eng.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Landers, Frary & Clark, New Britain, Conn.
McLain, The Louis, Co., Toronto.
Napper & Davenport, Birmingham, Eng.
W. D. Shambrook & Co., Hamilton.
E. T. Wright & Co., Limited, Hamilton, Ont.

AMMUNITION
Caverhill, Learmont & Co., Montreal.
Dupont Powder Co., Wilmington, Del.

ANVILS
Thos. Davidson Mfg. Co., Ltd., Montreal.

ARMS
The Fraser Co., Agents B.S.A., Montreal, Que.
Savage Arms Corpn., Utica, N.Y.

ART GLASS
Hobbs Mfg. Co., Montreal, Que.
Ontario Plate Glass, Ltd., The, Hamilton, Ont.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
The Toronto Plate Glass & Importing Co., Toronto.

ASBESTOS
Wm. J. Brown, Montreal, Que.

AUTO ACCESSORIES, EQUIPMENT AND SUPPLIES (JOBBERS)
Hyslop Bros., Toronto.
Samuel Trees & Co., Ltd., Toronto.

AUTO ACCESSORIES, EQUIPMENT AND SUPPLIES (MANUFACTURERS)
Adams & Elting Co., Toronto.
Ames, Holden, McCready, Limited, Montreal.
The Armeroid Co., Toronto.
The Air-Tite Mfg. Co., St. Thomas, Ont.
Boston Varnish Co., Everett Station, Boston, Mass.
Burgess-Norton Mfg. Co., Geneva, Ill.
Canada Cycle & Motor Co., Ltd., Weston, Ont.
Canadian National Carbon Co., Toronto.
Canadian Winkley Co., Ltd., Windsor, Ont.
Cannon Oiler Co., Keithsburg, Ill.
The Carborundum Co., Niagara Falls, N.Y.
Canada Dry Cells, Ltd., Winnipeg.
The Chicago Flexible Shaft Co., Chicago, Ill.
The Dominion Chain Co., Ltd., Niagara Falls, Ont.
The Dustbane Mfg. Co., Ottawa, Ont.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
The Eclipse Mfg. Co., Indianapolis, Ind.
Goodell-Pratt Co., Greenfield, Mass.
Gutta Percha & Rubber, Ltd., Toronto.
The Hamilton Cotton Co., Limited, Hamilton, Ont.
Will. B. Lane, Chicago, Ill.
The F. E. Partridge Rubber Co., Guelph, Ont.
Ren Automotive Supply Mfg. Co., Preston, Ont.
Rock Island Mfg. Co., Chicago, Ill.
A. Schrader Sons, Inc., Toronto.
Smith & Hemenway Co., Inc., Irvington, N.J.
Trimont Mfg. Co., Roxbury, Mass.
Wilkinson & Kompass, Hamilton.
J. H. Williams & Co., Ltd., St. Catharines, Ont.

AUTOMATIC SCREW MACHINE PRODUCTS
Burgess-Norton Mfg. Co., Geneva, Ill.

AUTOMOBILE PARTS
Burgess-Norton Mfg. Co., Geneva, Ill.
Canada Foundries & Forgings, Ltd., Welland, Ont.

AXES
Burgess-Norton Mfg. Co., Geneva, Ill.
Can. Foundries and Forgings, Ltd., Brockville, Ont.
Caverhill, Learmont & Co., Montreal.
Shurly-Dietrich Co., Ltd., Galt, Ont.

BABBITT METAL
Canada Metal Co., Toronto.
Caverhill, Learmont & Co., Montreal.
Great Western Smelting & Refining Co., Limited. Vancouver, B.C.
Hoyt Metal Co., Toronto.
United Brassfounders & Engineers, Limited, Manchester, Eng.

BAIT, FISHING
Allcock, Laight & Westwood Co., Toronto, Ont.

BARB WIRE
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.

BARREL COVERS
E. B. Eddy Co., Hull, Que.

BATTERIES, DRY
Burgess Batteries Ltd., Winnipeg, Man.
Canadian National Carbon Co., Ltd., Toronto.
Canada Dry Cells Ltd., Winnipeg.

BATTERIES, FLASHLIGHT
Burgess Batteries Ltd., Winnipeg, Man.
Canadian National Carbon Co., Ltd., Toronto.

BATHS, ENAMELLED AND COPPER
Canada Metal Co., Toronto.

BATHROOM FIXTURES
The Gendron Mfg. Co., Ltd., Toronto.
Landers, Frary & Clark, New Britain, Conn.

BALE TIES
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
Laidlaw Bale-Tie Co., Limited, Hamilton, Ont.

BELTING, TRANSMISSION, ELEVATOR AND CONVEYOR
The Dominion Belting Co., Ltd., Hamilton, Ont.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Ltd., Toronto.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

BELTING, STITCHED COTTON DUCK
Dominion Belting Co., Hamilton, Ont.

BELTING, RUBBER
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Ltd., Toronto.

BENDS, BRASS, IRON AND LEAD
Jas. Morrison Brass Mfg. Co., Toronto.

BEVELS
Brown & Sharpe Mfg. Co., Providence, R.I.
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
L. S. Starrett Co., Athol, Mass.

BIBBS, BASIN AND BATH COCKS, COMPRESSION
Jas. Morrison Brass Mfg. Co., Toronto.
United Brassfounders & Engineers, Limited, Manchester, Eng.

BIBBS, BASIN AND BATH COCKS, FULLER
Jas. Morrison Brass Mfg. Co., Toronto.

BOLTS AND NUTS
Caverhill, Learmont & Co., Montreal.
London Bolt & Hinge Works, London, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Stanley Works, The, New Britain, Conn.
Wilkinson & Kompass, Hamilton.

BOLTS, EYE
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man
J. H. Williams & Co., Ltd., St. Catharines, Ont.

BOLTS, FLUSH
The Toronto Lock Mfg. Co., Toronto.

BORING BARS
J. H. Williams & Co., Ltd., St. Catharines, Ont.

BOOTS, RUBBER
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

BOOT CALKS AND TOOLS
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

BOX OPENING TOOLS
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

BOXES, TIN
A. R. Whittall Can Co., Ltd., Montreal.

BRADS, WIRE
The Western Wire & Nail Co., London, Ont.

BRASS CASTINGS AND GOODS
Canada Metal Co., Toronto.
Jas. Cartland & Sons, Ltd., Birmingham, Eng.
Jas. Morrison Brass Mfg. Co., Toronto.
Stratford Brass Co., Ltd., Stratford, Ont.
Frederick Giles & Sons, Birmingham, England.
The Toronto Lock Mfg. Co., Toronto.
United Brassfounders & Engineers, Limited, Manchester, Eng.

BRASS SHEETS AND RODS
A. C. Leslie & Co., Montreal.
Canada Metal Co., Toronto.
Graham Nail Works, The, Toronto.
Laidlaw Bale Tie Co., Hamilton.
Stanley Works, The, New Britain, Conn.

BARN DOOR HANGERS
Beatty Bros., Limited, Fergus, Ont.
Canada Steel Goods Co., Hamilton, Ont.
N. Slater Co., Limited, Hamilton, Ont.
The Stanley Works, New Britain, Conn.
Taylor-Forbes Co., Guelph, Ont.

BASKETS
Walter Woods & Co., Hamilton, Ont.

BEARINGS
Burgess-Norton Mfg. Co., Geneva, Ill.

BIT, BRACES
Caverhill, Learmont & Co., Montreal.

BLACK LEAD
John Oakey & Co., Ltd., London, Eng.

BLASTING SUPPLIES
Dupont Powder Co., Wilmington, Del.

BOX STRAPPING
The Stanley Works, New Britain, Conn.

BITS, AUGER
E. C. Atkins & Co., Hamilton, Ont.
Caverhill, Learmont & Co., Montreal.
Millers Falls Company, Millers Falls, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Rule & Level Co., New Britain, Conn.
Wilkinson & Kompass, Hamilton.
Whites Limited, Collingwood, Ont.

BITS, FORSTNER
Progressive Mfg. Co., Torrington, Conn.

BITS, EXTENSION
Millers Falls Company, Millers Falls, Mass.

BICYCLES
Canada Cycle & Motor Co., Toronto.
Hyslop Bros., Ltd., Toronto.

BICYCLE PARTS
Burgess-Norton Mfg. Co., Geneva, Ill.

BIRCH SEATS
Canadian Veneering Co., Montreal, Que.

BRACKETS, SHELF
Canada Steel Goods Co., Hamilton.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Stanley Works, New Britain, Conn.

BRACES
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
The Peck, Stow & Wilcox Co., Southington, Conn.
Vaughan & Bushnell, Chicago, Ill.

BRAKES
Canada Cycle & Motor Co., Ltd., Toronto, Ont.

BRAKE LINING
The Hamilton Cotton Co., Limited, Hamilton, Ont.

BRASS FITTINGS AND RODS
James Morrison Brass Mfg. Co., Ltd., Toronto.

BREAD AND CAKE MAKERS
Thos. Davidson Mfg. Co., Ltd., Montreal.
Landers, Frary & Clark, New Britain, Conn.

BREAST DRILLS
Stanley Rule & Level Co., New Britain, Conn.
Goodell-Pratt Co., Greenfield, Mass.

BRONZE CASTINGS
The Toronto Lock Mfg. Co., Toronto.
United Brassfounders & Engineers, Limited, Manchester, Eng.

BRUSH AND BROOM MANUFACTURERS
The Boeckh Company, Ltd., Toronto.
Meakins & Sons, Ltd., Hamilton.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Ltd., Port Elgin, Ont.
Walter Woods & Co., Hamilton.

BRUSHES, SHAVING, MANUFACTURERS
The Boeckh Company, Limited, Toronto, Ont.
Meakins & Sons, Limited, Hamilton, Ont.
Rubberset Co., Ltd., Toronto, Ont.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.

BRUSHES, FLOOR, MANUFACTURERS
The Boeckh Company, Limited, Toronto, Ont.
Meakins & Sons, Ltd., Hamilton, Ont.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.

BRUSHES, GENERAL, MANUFACTURERS
The Boeckh Company, Limited, Toronto, Ont.
Meakins & Sons, Ltd., Hamilton, Ont.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.

BRUSHES, SCRUB, SHOE AND STOVE MANUFACTURERS
The Boeckh Company, Limited, Toronto, Ont.
Meakins and Sons, Limited, Hamilton, Ont.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.

BUILDING PAPERS
The Barrett Co., Ltd.
D. J. Ladd & Co., Winnipeg, Man.
Alex. McArthur & Co., Montreal, Que.

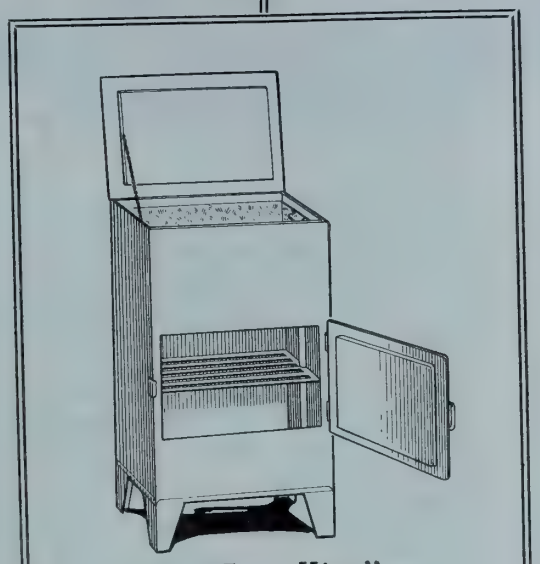
BURLAP, DECORATIVE WALL
The Dominion Oilcloth & Linoleum Co., Ltd., Montreal.

BUSINESS MACHINES
The International Business Machines Ltd., Toronto.
The National Cash Register Co., Toronto.

BUTTONS, ELECTRIC PUSH
The Toronto Lock Mfg. Co., Toronto.

BUTTER MOLDS
Wm. Cane & Sons Co., Ltd, Newmarket, Ont.
Walter Woods & Co., Hamilton, Can.

TWO SEASONABLE "SELLERS!"



The "Frost King"

STRONG

Made of sheet metal heavily galvanized (and so cannot rust). All parts bolted together (not riveted), so can be taken apart or repaired simply. Construction is first-class. Hinges are solid and stout.

SANITARY

No wood or other absorbent materials used —only galvanized sheet steel. Damp and odors and germ-breeding surfaces and corners entirely absent. Nothing to rust. Can be readily cleaned with hose or damp cloth.

PRICES AND SIZES

No.				
10—35	x 20	x 14	= $ 7.25	crated.
11—41	x 22¼	x 16	= 11.50	"
12—41	x 28	x 21	= 18.50	"
For White Enamel, Inside and Out				
10—35	x 20	x 14	= $ 8.25	crated.
11—41	x 22¼	x 16	= 13.00	"
12—41	x 28	x 21	= 20.50	"

THE 100% PERFECT REFRIGERATOR

Its marked ECONOMY is due to the unique system of circulation and ventilation by the admission of pre-cooled air. The warm air cannot get into the ice compartment until it passes through the "cooling chamber," and the cold air cannot warm up and melt the ice, after circulating, because it is driven off by the constantly descending current of pure cold air.

Galvanized Watering Pots

Threaded
Detachable
Roses

Hot Galvanized



Prices and Sizes

	6-Quart	10-Quart	14-Quart
Diameter - -	7⅞	8¾	9¼
Height of Body	8¼	9⅛	10¼
Per Dozen -	$10.00	$11.80	$13.65

SOREN BROS.

Toronto - Ontario

THE BUYERS' GUIDE

BUTTER TUBS (COVERED)
E. B. Eddy Co., Ltd., Hull, Que.

BUTTER WORKERS
Beatty Bros., Ltd., Fergus, Ont.

BUTTS AND HINGES
Canada Foundries & Forgings, Brockville, Ont.
Canada Steel Goods Co., Hamilton.
Caverhill, Learmont & Co., Montreal.
Chicago Spring Butt Co., Chicago, Ill.
The Stanley Works, New Britain, Conn.
The Toronto Lock Mfg. Co., Toronto.
Whites Limited, Collingwood, Ont.

BURRS
The Stanley Works, New Britain, Conn.
Parmenter & Bulloch, Gananoque.

BUILDERS' BRASS FOUNDRY
Frederick Giles & Sons, Birmingham, England.

BUILDERS' CASTINGS OF ALL KINDS
The Katie Foundry Co., Galt, Ont.

BUILDERS' HARDWARE
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Canada Steel Goods Co., Hamilton, Ont.
Jas. Cartland & Son, Ltd., Birmingham, Eng.
Caverhill, Learmont & Co., Montreal.
Chicago Spring Butt Co., Chicago, Ill.
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.
N. Slater Co., Limited, Hamilton, Ont.
Stanley Davies, Weston, Ont.
The Stanley Works, New Britain, Conn.
Stratford Brass Co., Ltd., Stratford, Ont.
The Toronto, Lock Mfg. Co., Toronto.
Whites Limited, Collingwood, Ont.

BUILDERS' SUPPLIES
The Barrett Co., Ltd.

BUMPERS, RUBBER
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

CABINET HARDWARE
Stratford Brass Co., Ltd., Stratford, Ont.

CALKS, BOOT
The Lufkin Rule Co. of Canada, Ltd., Windsro, Ont.

CALIPERS AND DIVIDERS
Brown & Sharpe Mfg. Co., Providence, R.I.
Caverhill, Learmont & Co., Montreal, Que.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

CALIPER GAUGES
J. H. Williams & Co., Ltd., St. Catharines, Ont.

CAMP FURNITURE AND GOODS
The Woods Mfg. Co., Ltd., Ottawa, Ont.

CANOES
The Canadian Canoe Co., Ltd., Peterborough, Ont.
The Peterborough Canoe Co., Ltd., Peterborough, Ont.

CANS
The A. R. Whittall Can. Co., Ltd., Montreal.

CANS, OIL
Cannon Oiler Co., Keithsburg, Ill.

CAN OPENERS
The United Royalties Corp., New York, N.Y.

CARBON REMOVER
The Dustbane Mfg. Co., Ottawa, Ont.

CARBORUNDUM
Carborundum Co., Niagara Falls, N. Y.
The Canadian Hart Products Ltd., Hamilton, Ont.

CARRIAGE HARDWARE
Stratford Brass Co., Ltd., Stratford, Ont.
Wilkinson & Kompass, Hamilton, Ont.

CARPET, SWEEPERS
Bissell Carpet Sweeper Co., of Canada, Ltd., Niagara Falls, Ont.
Caverhill, Learmont & Co., Montreal.
Walter Woods & Co., Hamilton.

CARRIERS, HAY
Beatty Bros., Ltd., Fergus, Ont.

CARTRIDGES
Dominion Cartridge Co., Ltd., Montreal.

CASEMENT FASTENERS AND FITTINGS
Frederick Giles & Sons, Birmingham, Eng.

CASTERS
Canada Foundries & Forgings, Ltd., Brockville.
The Toronto Lock Mfg. Co., Toronto.

CATCHES, SCREEN DOOR
Burgess-Norton Mfg. Co., Geneva, Ill.

CEMENT
The Barrett Co., Ltd.

CEMENT, RUBBER
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

CEMENT, ROOFING
The Barrett Co., Ltd.
Geo. W. Reed & Co., Ltd., Montreal, Que.

CHAINS, CUT-LINK
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.

CHAINS (TIRE)
The Dominion Chain Co., Niagara Falls, Ont.

CHAIN PIPE WRENCHES
J. H. Williams & Co., Ltd., St. Catharines, Ont.

CHAIR SEATS
Canadian Veneering Co., Acton Vale, Que.

CHISELS, CAPE, COLD, ETC.
Brown-Boggs Co., Ltd., Hamilton, Ont.
Caverhill, Learmont & Co., Montreal.
Goodell-Pratt Co., Greenfield, Mass.
The Peck, Stow & Wilcox Co., Southington, Conn.
Stanley Rule & Level Co., New Britain, Conn.
The Toronto Lock Mfg. Co., Toronto.
The Warren Tool & Forge Co., Warren, Ohio.

CHECKING FLOOR HINGES
Chicago Spring Butt Co., Chicago, Ill.
The Toronto Lock Mfg. Co., Toronto, Ont.

CHEMICAL SPECIALTIES
J. and C. S. Bolinders, Mek Verst A. B., Stockholm, Sweden.
Vol-Peek Mfg. Co., Montreal.

CHOPPERS, FOOD
F. W. Lamplough & Co., Montreal, Que.
Landers, Frary & Clark, New Britain, Conn.

CHOPPERS, ICE
Burgess-Norton Mfg. Co., Geneva, Ill.

CHUCKS
Goodell-Pratt Co., Greenfield, Mass.

CHUCKS, TAP
Greenfield Tap & Die Corp. of Canada, Ltd., Galt, Ont.

CHURNS, HAND AND POWER
Beatty Bros. Ltd., Fergus.
J. J. Blow, London, Eng.
Caverhill, Learmont & Co., Montreal.
The Dazey Churn Co., St. Louis, Mo.
Dowswell, Lees Co., Hamilton.
Landers, Frary & Clark, New Britain, Conn.
Maxwells, Ltd., St. Marys, Ont.
Walter Woods & Co., Ltd., Hamilton, Ont.

CHURN, MIXER
The United Royalties Corp., New York, N.Y.

CLAMPS, "C"
J. H. Williams & Co., Ltd., St. Catharines, Ont.

CLAMPS, MITRE AND DRAW
Burgess-Norton Mfg. Co., Geneva, Ill.

CLAMPS
Canada Foundries & Forgings, Ltd., Brockville.

CLEAVERS
Burgess-Norton Mfg. Co., Geneva, Ill.
J. H. Williams & Co., Ltd., St. Catharines, Ont.

CLEAN-OUT DOORS
The Katie Foundry Co., Galt, Ont.

CLEVISES, MALLEABLE
The International Malleable Iron Co., Ltd., Guelph.

CLIPPERS, HORSE
The Flexible Shaft Co., Limited, Toronto.

CLIPPERS, HORSE AND COW
The Flexible Shaft Co., Ltd., Toronto.

CLOCKS
The New Haven Clock Co., New Haven, Conn.
The Western Clock Co., Peterborough, Ont.

CLOSET SEATS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Canadian Veneering Co., Acton Vale, Que.

CLOTHES DRYERS
The Aero Mfg. Co., Ltd., Sherbrooke, Que.
Dowswell Lees & Co., Ltd., Hamilton, Ont.

CLOTHES LINE (WIRE)
The Western Wire & Nail Co., London, Ont.

CLOTHES LINE REELS
The United Royalties Corp., New York, N.Y.

CLOTHES PINS
Wm. Cane & Sons, Ltd., Newmarket, Ont.

CLOTHES RACKS
Walter Woods & Co., Ltd., Hamilton, Ont.

CLOTHES REELS
The Katie Foundry Co., Galt, Ont.

CLOTHES WASHERS AND WRINGERS, ELECTRIC
Beatty Bros. Limited, Fergus, Ont.

COLLAR PADS
American Pad & Textile Co., Chatham.

COFFEE PERCOLATERS AND URNS
Landers, Frary & Clark, New Britain, Conn.

CORRUGATED FASTENERS
The Stanley Works, New Britain, Conn.

CONVEYORS, OVERHEAD
Beatty Bros., Ltd., Fergus, Ont.

COAL CHUTES
The Katie Foundry Co., Galt, Ont.

COAL HODS
Thos. Davidson Mfg. Co., Montreal, Que.

COBBLERS' SETS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Katie Foundry Co., Galt, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

CONCRETE REINFORCING TWISTED SQUARES
Burlington Steel Co., Ltd., Hamilton, Ont.

CONDENSATION UNITS
The Westco Pumps Ltd., Toronto.

CONDUCTOR PIPE, HOOKS, HEADS, ETC.
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Wheeler & Bain, Toronto.

CONNECTING RODS
J. H. Williams & Co., Ltd., St. Catharines, Ont.

COOKING WARE, GLASS
The Corning Glass Works, Corning, N.Y.

COPING SAWS
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

CORK CARPETS
The Dominion Oilcloth & Linoleum Co., Limited, Montreal, Que.

COTTON GLOVES
American Pad & Textile Co., Chatham.

COTTER PINS
James Austin & Sons, Ltd., London, Eng.

CORDAGE
The Aero Mfg. Co., Ltd., Sherbrooke, Que.
Consumers Cordage Co., Montreal and Halifax.
Doon Twines Ltd., Kitchener, Ont.
Plymouth Cordage Co., Welland, Ont., and North Plymouth, Mass.

CORNERS, CHEST
The Brainerd Mfg. Co., East Rochester, N.Y.

COUNTERS
Thomas Lewis Arnett, Souris, Man.

COUNTER-SINKS
Goodell-Pratt Co., Greenfield, Mass.

COUPLINGS, PUMP ROD
Edward E. Johnson Inc., St. Paul, Minn.

CRANK SHAFTS
J. H. Williams & Co., Ltd., St. Catharines, Ont.

CROWBARS
B. J. Coghlin & Co., Montreal.
The Warren Tool & Forge Co., Warren, Ohio.

CULTIVATORS
C. S. Norcross & Sons, Bushnell, Ill.

CULVERTS, METAL
The Pedlar People Ltd., Oshawa, Ont.

CURTAIN POLE FITTINGS
G. B. Birch & Co., Birmingham, Eng.

CUTLERY
Adcock & Brewer, Ltd., Montreal, Que.
The Acme Shear Co., Bridgeport, Conn.
Bridgeport Hdwe. Co., Bridgeport, Conn.
Burgess-Norton Mfg. Co., Geneva, Ill.
Geo. Butler & Co., Ltd., Sheffield, Eng.
The Canadian Wm. A. Rogers Co., Ltd., Toronto.
Caverhill, Learmont & Co., Montreal.
G. L. Cohoon, Montreal.
Thos. Ellin & Co., Ltd., Sheffield, Eng.
Fred. Ellis & Son, Sheffield, Eng.
Geneva Cutlery Co., Geneva, N.Y.
James Hutton & Co., Montreal.
Jonathan Crookes & Son, Ltd., Sheffield, Eng.
F. W. Lamplough & Co., Montreal, Que.
Landers, Frary & Clark, New Britain, Conn.
A. Macfarlane & Co., Ltd., Montreal, Que.
Oneida Community, Ltd., Oneida, N.Y.
Wm. Rogers Mfg. Co., Niagara Falls, Ont.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
Wiebusch & Hilger, New York.
Marples & Co., Sheffield, England.

CUTTERS
A. S. and A. L. Brown & Co., Montreal, Que.
Butterfield & Co., Inc., Rock Island, Que.
Trimont Mfg. Co., Roxbury (Boston, Mass).

CUSPIDORS
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.

DAIRY PAILS
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.

DAMPERS, STOVE PIPE
Can. Foundries & Forgings, Brockville, Ont.

DESKS, SCHOOL
Can. Foundries & Forgings, Brockville, Ont.

DIAPHRAGMS, RUBBER
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Ltd., Toronto.

DIES, STOCKS, ETC.
Butterfield & Co., Rock Island, Que.
Can. Foundries & Forgings, Ltd., Welland, Ont.
Greenfield Tap & Die Corporation, Galt, Ont.

DISH WASHER, ELECTRIC
The Hurley Machine Co., Limited, Toronto.

DISPLAY RACKS AND STANDS
Cameron & Co., Toronto.

DOG HARDWARE
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.

DOORS
Kasement Skrene Dore Co., Toronto.
Sanderson-Harold Co., Ltd., Paris, Ont.

DOOR BELLS
The Toronto Lock Mfg. Co., Toronto.

DOOR BOLTS
Canada Steel Goods Co., Hamilton, Can.
The Stanley Works, New Britain, Conn.

DOOR KNOBS
Cartland & Son, Ltd., James, Birmingham, Eng.
Stanley Davies, Weston, Ont.
Frederick Giles & Sons, Birmingham, England.
The Toronto Lock Mfg. Co., Toronto.

DOOR CHECKS
The Toronto Lock Mfg. Co., Toronto.

DOOR HANGERS
Can. Foundries & Forgings, Ltd., Welland, Ont.
Can. Steel Goods Co., Hamilton, Can.
N. Slater Co., Limited, Hamilton, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

DOOR SPRINGS
Jas. Cartland & Son, Ltd., Birmingham, Eng.
Chicago Spring Butt Co., Chicago, Ill.
The Kasement Skrene Dore Co., Toronto.

DOOR PULLS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Kasement Screen Dore Co., Toronto.
Stratford Brass Co., Ltd., Stratford, Ont.

DOOR STRIP
Atlas Iron, Wire & General Metal Works, Toronto.
The Peck, Stow & Wilcox Co., Southington, Conn.

DRAINERS, CELLAR
James Morrison Brass Mfg. Co., Ltd., Toronto.

DRILLS, BREAST
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Cnn.
Millers Falls Company, Millers Falls, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.

DRILL CHUCKS
Goodell-Pratt Co., Greenfield, Mass.

DRILLS, BLACKSMITHS'
Can. Foundries & Forgings, td., Brockville, Ont.

DRILLS
Butterfield & Co., Rock Island, Que.
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Rule & Level Co., New Britain, Conn.
The Toronto Lock Mfg. Co., Toronto.
Wilkinson & Kompass, Hamilton, Ont.
The Sheffield Twist Drill & Steel Co., Ltd., Sheffield, England.

Barrett Roofings, Cements Industrial Paints etc.

Everlastic "Rubber" Roofing

Plastic Elastigum Patching Cement

Creonoid (Fly Oil) Lice Destroyer and Cow Spray

THE man who buys Barrett Products usually buys them through a dealer. The dealer carries them because he knows who makes them and what they *are*. He knows, also, that The Barrett Company's reputation throughout the Dominion is *his* reputation in his locality, and that it increases his sales, his profits, and his name for quality and fair prices.

Consumers are likely to judge you, Mr. Dealer, by the products you handle. Barrett Products on your counter will tell them that you are the man they want to do business with.



Farm impliments don't wear out—they rust out. Everjet prevents rust.

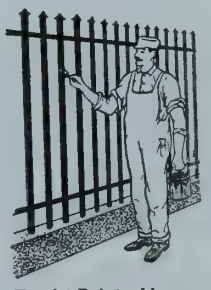
Everjet Elastic Carbon Paint

A black carbon paint for industrial purposes. No other paint on the Canadian market has ever enjoyed the same popularity and filled so many demands in the industrial world as Everjet, which was put on the market by our chemists less than ten years ago.

We manufacture no product which we can more thoroughly recommend. For use on all kinds of metal and wood, particularly on materials subject to severe conditions; for use on boilers, smokestacks, machinery, piping; in fact, metal work of all kinds. It is also used extensively for painting metal roofs. It successfully resists the corrosive action of acids, alkalies, fumes and vapors, and will wear stubbornly under the most adverse conditions.

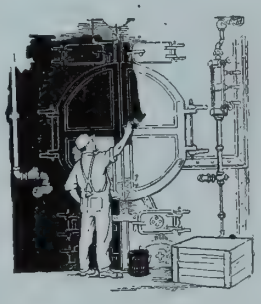
It is being used extensively by big manufacturing concerns, railroads, etc., all over Canada, and has been endorsed by some of the most eminent engineers.

Put up in: 1-Gallon Cans, Lithographed (cases of one doz.), 5 Gallon Cans, ½-Barrels (about 20 gallons), Barrels (about 40 gallons).



Everjet Paint adds years to the life of outdoor metal work.





Everlastic Liquid Roofing Cement



FOR resurfacing old and worn-out "rubber" and prepared roofings, here's a winner!

Comes ready for use, is easy to apply and forms a smooth, tough, durable surface which stubbornly resists moisture, acids, alkalies and fumes. Adds years of service to a worn-out roof at small expense.

Everlastic Liquid Roofing Cement is in a class by itself among roof repair materials.

WINNIPEG VANCOUVER HALIFAX, N. S.

The Barrett Company LIMITED

MONTREAL TORONTO ST. JOHN, N. B.

If interested tear out this page and place with letters to be answered.

THE BUYERS' GUIDE

DRILLS, RATCHET
The Keystone Manufacturing Co., Buffalo, N.Y.

DROP FORGINGS
Can. Foundries & Forgings, Ltd., Welland, Ont.
J. H. Williams & Co., Ltd., St. Catharines, Ont.

DRY COLORS
Brandram-Henderson, Montreal.
Canada Paint Co., Ltd., Montreal.
R. C. Jamieson & Co., Ltd., Montreal.
Sherwin-Williams Co., Ltd., Montreal.
A. Ramsay & Son Co., Montreal.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
G. F. Stephens & Co., Ltd., Winnipeg.
Martin-Senour Co., Ltd., Montreal.
McArthur Irwin, Montreal.

DRY CELLS
Canada Dry Cells, Ltd., Winnipeg.
Canadian National Carbon Co., Toronto.

DUSTERS
Channell Limited, Toronto.

DYNAMITE
Canadian Explosives, Ltd., Montreal, P.Q.
Du Pont American Industries, Wilmington, Del.

EAVESTROUGH
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Wheeler & Bain, Toronto.

EGG BEATERS
Collette Mfg. Co., Collingwood.
The United Royalties Corp., New York., N.Y.

EGG CASES
Miller Bros. Co., Limited, Montreal.
Walter Woods & Co., Hamilton.

EGG CASE FILLERS
Miller Bros. & Co., Limited, Montreal.
Walter Woods & Co., Hamilton.

EJECTORS AND SYPHONS
Jas. Morrison Brass Mfg. Co., Toronto.
United Brassfounders & Engineers, Limited, Manchester, Eng.

ELBOWS
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.

ELECTRIC APPLIANCES
The Canadian Westinghouse Co., Ltd., Hamilton. Ont.
The Equator Mfg. Co., Ltd., Hamilton, Ont.
The McClary Mfg. Co., London, Ont.
The National Electric Heating Co., Ltd., Toronto.
The Renfrew Electric Products Ltd., Renfrew, Ont.

ELECTRIC FANS
Canadian Westinghouse Co., Ltd., Hamilton, Ont.

ELECTRIC GRATES
Barton-Netting Co., Ltd., Windsor, Ont.

ELECTRIC LIGHTING SUPPLIES
The Barton-Netting Co., Ltd., Windsor, Ont.

ELECTRIC MOTORS AND GENERATORS
Canadian Westinghouse Co., Limited, Hamilton, Ont.

ELECTRIC SPECIALTIES
Canadian Westinghouse Co., Ltd., Hamilton, Ont.
Canadian National Carbon Co., Toronto.
Landers, Frary & Clark, New Britain, Conn.
National Electric Heating Co., Toronto.

ELECTRIC SUPPLIES
Canadian Westinghouse Co., Ltd., Hamilton, Ont.

ELECTROPLATE WARE
W. J. Anthony & Sons, Ltd., Bormingham, Eng.

EMERY GLASS AND PAPERS
John Oakey & Sons, London, Eng.

EMERY (GRAIN AND SHEETS)
James Hutton & Co., Montreal, Que.
John Oakey & Co., Ltd., London, Eng.

EMERY GRINDERS
Western Hardware Mfg. Co., Milwaukee, Wis.

EMERY WHEEL DRESSERS
Burgess-Norton Mfg. Co., Geneva, Ill.
The Canadian Hart Products Ltd., Hamilton, Ont.

ENAMELS
The Barrett Co., Ltd.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
Sturgeons, Ltd., Toronto.

ENAMEL, STOVE PIPE
The Deco-Tint Co., Montreal, Que.
Sanderson Pearcy & Co., Limited, Toronto, Ont.

ENAMELLED WARE
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Sheet Metal Products Co. of Canada, Ltd., Toronto.
Republic Stamping & Enameling Co., Toronto.

ENGINES, GAS
The London Gas Power Co., Ltd., London, Ont.

EQUIPMENT, STORE
Thomas Lewis Arnett, Winnipeg.
Cameron & Co., Toronto.

ESCUTCHEON PINS
Parmenter & Bulloch Co., Ltd., Gananoque, Ont.

EXPLOSIVES
Canadian Explosives, Ltd., Montreal, P.Q.
Du Pont American Industries, Wilmington, Del.

EXTINGUISHERS, FIRE
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

FANLIGHT OPENERS
Jas. Cartland & Sons, Ltd., Birmingham, Eng.

FASTENERS, CASEMENT, STORM, SASH & SCREEN
Burgess-Norton Mfg. Co., Geneva, Ill.
Stanley Davies, Weston, Ont.
Stratford Brass Co., Ltd., Stratford, Ont.
The Stanley Works, New Britain, Conn.
The Toronto Lock Mfg. Co., Toronto.

FAUCETS, PETROLEUM
Can. Foundries & Forgings, Ltd., Brockville, Ont.

FEED BOXES
Can. Foundries & Forgings, Ltd., Brockville, Ont.

FEED COOKERS
Wheeler & Bain, Toronto.

FELTOL
The Dominion Oilcloth & Linoleum Co., Limited, Montreal, Que.

FELTS (TARRED AND CARPET)
The Barrett Co., Ltd.
D. J. Ladd & Co., Winnipeg, Man.
Alex. McArthur & Co., Montreal, Que.

FENCING AND GATES
Banwell-Hoxie Wire Fence Co., Hamilton.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.

FENCE POSTS
The Burlington Products, Ltd., Hamilton, Ont.
The Canadian Steel & Wire Co., Ltd., Hamilton.

FENCING, STAPLES AND HOOKS
The Western Wire & Nail Co., London, Ont.

FENCES, WOVEN WIRE, FARM AND ORNAMENTAL
Banwell-Hoxie Wire Fence Co., Hamilton.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
Wheeler & Bain, Toronto.

FENDERS FOR BUGGY AND CARRIAGE
The Steel Co., of Canada, Ltd., Hamilton, Ont.

FILES
E. C. Atkins Co., Hamilton, Can.
G. & H. Barnett Co., Philadelphia, Pa.
Henry Disston & Sons, Limited, Toronto.
Nicholson File Co., Port Hope, Ont.
Simonds Canada Saw Co., Montreal.
Wilkinson & Kompass, Hamilton, Ont.

FILLERS
Boston Varnish Co., Everett St'n, Boston, Mass.
Sanderson Pearcy & Co., Limited, Toronto, Ont.

FIRE DOOR FITTINGS
N. Slater Co., Limited, Hamilton, Ont.
Taylor-Forbes Co., Guelph, Ont.
The Toronto Lock Mfg. Co., Toronto.

FIRE EXTINGUISHERS
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

FIRE DEPARTMENT SUPPLIES
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Ltd., Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.
United Brassfounders & Engineers, Limited, Manchester, Eng.

FIRE ESCAPES
The Dennis Wire & Iron Wks., Co., Ltd., London.

FIREPLACE FIXTURES, OPEN GRATES, BASKET GRATES
DAMPERS AND DUMPS
The Barton Netting Co., Ltd., Windsor, Ont.
The Toronto Lock Mfg. Co., Toronto.

FIREPLACE SCREENS
Canada Wire & Iron Goods Co., Hamilton, Ont.

FISHING TACKLE AND ACCESSORIES
Allcock, Laight & Westwood Co., Ltd., Toronto.
Marble Arms & Mfg. Co., Gladstone, Mich.

FLAGS
The Woods Mfg. Co., Ltd., Ottawa, Ont.

FLASHLIGHTS, ELECTRIC
Canadian National Carbon Co., Toronto.

FLATWARE
Canadian Wm. A. Rogers, Toronto.
Oneida Community, Ltd., Oneida, N.Y.

FLOATS
Empire Level Mfg. Co., Milwaukee, Wis.

FLOWER POTS
E. B. Eddy Co., Ltd., Hull, Que.

FLAT SWATERS
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

FOOD CHOPPERS
F. W. Lamplough & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.

FOOTBALLS
Jabez Cliff & Co., Ltd., Walsall, Eng.

FLINT CLOTHS
John Oakey & Sons, London, Eng.

FLOOR CHECKS, SINGLE OR DOUBLE
Chicago Spring Butt Co., Chicago, Ill.

FLOOR DRESSING
The Commercial Oil Co., Ltd., Hamilton, Ont.
Imperial Oil, Ltd., Toronto, Ont.
Sanderson Pearcy & Co., Limited, Toronto, Ont.

FLOOR STANDS
Jenkins Bros., Ltd., Montreal.

FOOT WARMERS
The Chicago Flexible Shaft Co., Chicago, Ill.

FLOOR WAX
The Deco-Tint Co., Montreal, Que.
S. C. Johnson & Sons, Inc., Brantford, Ont.

FORCE CUPS
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

FORGINGS
Can. Foundries & Forgings, Ltd., Welland, Ont.

FORGINGS, DROP
Can. Foundries & Forgings, Ltd., Welland, Ont.

FUNNELS
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.

FURNACES
Burrow Stewart & Milne, Ltd., Hamilton.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Clare Bros. Co., Ltd., Preston, Ont.
The Empire Stove & Furnace Co., Ltd., Owen Sound, Ont.
The Enterprise Foundry Co., Ltd., Sackville, N.B.
Findlay Bros., Ltd., Carleton Place, Ont.
The Galt Stove & Furnace Co., Ltd., Galt, Ont.
The Hall-Zryd Foundry Co., Ltd., Hespeler, Ont.
McClary Mfg. Co., Limited, London, Ont.
The Monitor Stove Co., Ltd., Toronto, Ont.
Sanderson, Pearcy & Co., Ltd., Toronto, Ont.
Jas. Stewart Mfg. Co., Ltd., Woodstock, Ont.

FURNITURE POLISH
Canada Paint Co., Ltd., Montreal.
Channel Limited, Toronto.
The Deco-Tint Co., Montreal, Que.
Imperial Oil, Ltd., Toronto, Ont.
Sherwin-Williams Co., Ltd., Montreal.

FUSES, ELECTRIC
Canadian Westinghouse Co., Limited, Hamilton.

FUSE WIRE
Canada Metal Co., Ltd., Toronto.

GALVANIZED IRON BARS
The Steel Co., of Canada, Ltd., Hamilton, Ont.

GALVANIZED PIPE
Canada Metal Co., Ltd., Toronto.

GALVANIZED STEEL SHEETS
Dominion Sheet Metal Co., Ltd., Hamilton, Ont.
A. C. Leslie & Co., Montreal.

GALVANIZED WARE
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
The McClary Mfg. Co., London, Ont.
Sheet Metal Products, Ltd., Toronto.

GALVANIZED STEEL SHEETS
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

GALVANIZING
Thos. Davidson Mfg. Co., Ltd., Montreal.

GARDEN CULTIVATORS AND WEEDERS
C. S. Norcross & Sons, Bushnell, Ill.
Eureka Planter Co., Woodstock.

GARAGE HARDWARE
Canada Steel Goods Co., Hamilton, Ont.
N. Slater Co., Limited, Hamilton, Ont.
The Stanley Works, New Britain, Conn.

GARBAGE CANS
Thos. Davidson Mfg. Co., Ltd., Montreal.
Sheet Metal Products, Ltd., Toronto.
The Steel Trough & Machine Co., Ltd., Tweed, Ont.

GAS WATER HEATERS
Jas. Morrison Brass Mfg. Co., Toronto.

GASKETS, RUBBER
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Ltd., Toronto.

GASOLINE
Imperial Oil Co., Ltd., Toronto, Ont.
The North Star Oil & Refining Co., Limited, Winnipeg.

GASOLINE TANKS AND PUMPS
S. F. Bowser Company, Ltd., Toronto, Can.
The Steel Trough & Machine Co., Ltd., Tweed, Ont

GATES, GALVANIZED
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.

GATES, STEEL AND WIRE
Banwell-Hoxie Wire Fence Co., Hamilton.

GAUGE COCKS, STANDARD AND HEAVY
The James Morrison Brass Mfg. Co., Ltd., Toronto.

GAUGES
Brown & Sharpe Mfg. Co., Providence, R.I.
Goodell Pratt Co., Greenfield, Mass.
Greenfield Tap and Die Corporation, Galt, Ont.
The James Morrison Mfg. Co., Ltd., Toronto.
L. S. Starrett Co., Athol, Mass.
Stanley Works Co., New Britain, Conn.
J. H. Williams & Co., Ltd., St. Catharines, Ont.

GENERAL RUBBER SPECIALTIES
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

GLASS BENDERS
Toronto Plate Glass Importing Co., Toronto.

GLASS, CARRIAGE
Hobbs Mfg. Co., Montreal, Que.
The Ontario Plate Glass, Ltd., Hamilton, Ont.

GLASS CUTTERS
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.

GLASS CUTTING BOARDS
The Lufkin Rule Co., of Canada, Ltd., Windsor.

GLASS, DOOR
The Consolidated Glate Glass Co. of Canada, Limited, Toronto.
Hobbs Mfg. Co., Montreal, Que.
The Ontario Plate Glass, Ltd., Hamilton, Ont.

GLASS, FANCY
The Consolidated Plate Glass Co. of Canada, Limited, Toronto, Ont.
Hobbs Mfg. Co., Montreal, Que.
The Ontario Plate Glass Ltd., Hamilton, Ont.

GLASS, WINDOW PLATE, ORNAMENTAL
The Consolidated Plate Glass Co. of Canada, Limited, Toronto.
Hobbs Mfg. Co., Montreal, Que.
Ontario Plate Glass, Ltd., Hamilton, Ont.
A. Ramsay, Son & Co., Montreal.
The Regina Plate Glass Co., Ltd., Regina, Sask.
The Saskatchewan Glass & Supply Co., Ltd., Moose Jaw, Sask.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
G. F. Stephens & Co., Ltd., Winnipeg.
Toronto Plate Glass Importing Co., Toronto.

GLAZIERS' DIAMONDS
A. Ramsay, Son & Co., Montreal.

GLOVES AND MITTS
American Pad & Textile Co., Ltd., Chatham, Ont.
The Hamilton Carhartt Co., Ltd., Toronto.

GLUE, SHEET AND GROUND
A. Ramsay, Son & Co., Montreal.
Sanderson Pearcy & Co., Limited, Toronto, Ont

GOLF BAGS
The Woods Mfg. Co., Ltd., Ottawa, Ont.

GOLF BALLS
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

GRANITE WARE
Sheet Metal Products, Ltd., Toronto.

GRATES
The Barton Netting Co., Ltd., Windsor, Ont.

GREASE AND OIL CUPS
The James Morrison Brass Mfg. Co., Ltd., Toronto.

Wrought and Steel Plate WASHERS

OF ALL DESCRIPTIONS

ROUND AND SQUARE

PLAIN OR GALVANIZED



Annealed Rivet Burrs; Felloe Plates; Sheared and Punched Plates; Malleable Washers and Cast Iron Washers.

PROMPT SHIPMENTS

We Guarantee Quality and Service.

Wrought Washer Mfg. Co.
Milwaukee, Wis.

THE BEST IN GLASS

GLASS

For Every Building Purpose

Plate Glass for Showcases
Shelves Display Counters
Also Mirrors
Sheet and Fancy Art Glass

Write us for our latest catalogue

ZOURI

Safety Set Metal

Store Front Construction

THE CONSOLIDATED PLATE GLASS CO OF CANADA LIMITED

WINNIPEG TORONTO MONTREAL

Sheet Metal Working Tools

Production and Labor Costs



Circular Shear.

Labor cost is steadily increasing. Is your daily output increasing with it? Or are you losing money and contracts through non-productive machinery? Write for our new No. 26 Catalogue, and let us show you the way to bigger business and more profit.



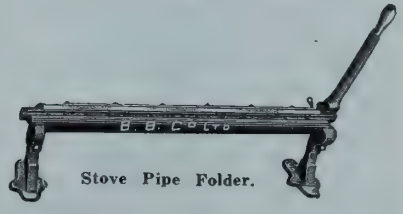
Foot Squaring Shear.



No. 3 Beader.



8-ft. Steel Brake.



Stove Pipe Folder.

The Brown, Boggs Company, Limited

Hamilton, Ontario

Manufacturers of

Tinsmiths' and Heavy Sheet Metal Working Machinery, Canning and Evaporating Machinery

If interested tear out this page and place with letters to be answered.

THE BUYERS' GUIDE

GRINDERS, HAND AND POWER
The Carborundum Co., Niagara Falls, N. Y.
A. G. & A. L. Brown & Co., Montreal, Que.
The Cleveland Stone Co., Cleveland, Ohio.
The Star Specialty Mfg. Co., Chicago, Ill.
Taylor-Forbes Co., Ltd., Guelph, Ont.
Western Hardware Mfg. Co., Milwaukee, Wis.

GRINDING WHEELS
The Carborundum Co., Niagara Falls, N.Y.
The Canadian Hart Products Ltd., Hamilton, Ont.
The Cleveland Stone Co., Cleveland, Ohio.

GRINDSTONES
The Carborundum Co., Niagara Falls, N.Y.
The Cleveland Stone Co., Cleveland, Ohio.

GRINDSTONE FIXTURES
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Cleveland Stone Co., Cleveland, Ohio.

GUARDS, WIRE
Canada Wire & Iron Goods Co., Hamilton, Ont.

GUNS
Caverhill, Learmont & Co., Montreal.
The Fraser Co., Agents B.S.A., Montreal, Que.
Savage Arms Corporation, Utica, N.Y.

GUN PARTS
The Fraser Co., Agents B.S.A., Montreal, Que

GUNSIGHTS
Marble Arms & Mfg. Co., Gladstone, Mich.

HACK SAWS
Brown & Sharpe Mfg. Co., Providence, R.I.
Clemson Bros., Inc., Hamilton, Ont.
Diamond Saw and Stamping Works, Buffalo, N.Y.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Co., Millers Falls, Mass.
L. S. Starrett Co., Athol, Mass

HACK SAW BLADES
E. C. Atkins & Co., Hamilton, Ont.
Clemson Bros., Inc., Hamilton, Ont.
Diamond Saw & Stamping Works, Buffalo, N.Y.
Goodell-Pratt Co., Greenfield, Mass.
Henry Disston & Sons, Ltd., Toronto.
Millers Falls Company, Millers Falls, Mass.
Smith & Hemenway Co., Inc., Irvington, N. J.

HACK SAW FRAMES
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Brown & Sharpe Mfg. Co., Providence, R. I.
Henry Disston & Sons, Limited, Toronto.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
L. S. Starrett Co., Athol, Mass.

HACK SAW MACHINES
Diamond Saw & Stamping Works, Buffalo, N. Y.
Goodell-Pratt Co., Greenfield, Mass.

HAME CHAINS
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.

HAMMERS
Canada Foundries & Forgings, Brockville, Ont.
The Peck, Stow & Wilcox Co., Southington, Conn.
Stanley Works, New Britain, Conn.
Vaughan & Bushnell, Chicago, Ill.
The Warren Tool & Forge Co., Warren, Ohio.

HAND DRILLS
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.

HANDLES
J. H. Still Mfg. Co., St. Thomas, Ont.

HANDLES, CHEST AND DRAWER
Burgess-Norton Mfg. Co., Geneva, Ill.
The Brainerd Mfg. Co., East Rochester, N. Y.
N. Slater Co., Limited, Hamilton, Ont.
Taylor-Forbes & Co., Limited, Guelph, Ont.

HANDLES, DOOR
The Toronto Lock Mfg. Co., Toronto.

HANDLES, CRANK, BALANCE, MACHINE
J. H. Williams & Co., Ltd., St. Catharines, Ont.

HAND PULLS
North Bros., Mfg. Co., Philadelphia, Pa.

HAND TAPS
Greenfield Tap and Die Corp.

HANGERS, BARN DOOR
Canada Steel Goods Co., Ltd., Hamilton, Ont.
Beatty Bros., Ltd., Fergus, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
N. Slater Ltd., Hamilton, Ont.
Taylor-Forbes & Co., Limited, Guelph, Ont.
The Toronto Lock Mfg. Co., Toronto.

HANGERS, DOOR
Beatty Bros., Ltd., Fergus, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Canada Steel Goods Co., Hamilton, Ont.
F. E. Myers & Bro., Ashland, Ohio.
N. Slater Co., Limited, Hamilton, Ont.
Taylor-Forbes & Co., Limited, Guelph, Ont.
The Stanley Works, New Britain, Conn.

HANGERS, DOOR AND TRACK
Beatty Bros., Ltd., Fergus, Ont.
Canada Steel Goods Co., Hamilton, Ont.
N. Slater Limited, Hamilton, Ont.

HANGERS, STORM, SASH AND SCREEN
The Stanley Works, New Britain, Conn.

HARDWARE, DOOR
The Hamilton Stove & Heater Co., Hamilton.
Taylor-Forbes & Co., Limited, Guelph, Ont.

HARDWARE, BARN DOOR
Beatty Bros., Limited, Fergus, Ont.

HARDWARE, FINISHING
Taylor-Forbes & Co., Limited, Guelph, Ont.

HARDWARE SPECIALTIES
The Brainerd Mfg. Co., East Rochester, N.Y.
Burgess-Norton Mfg. Co., Geneva, Ill.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Can. Forgings & Forgings, Ltd., Brockville, Ont.
Chicago Spring Butt Co., Chicago, Ill.
Landers, Frary & Clark, New Britain, Conn.
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.
N. Slater Co., Limited, Stratford, Ont.
Stratford Brass Co., Ltd., Stratford, Ont.
Taylor-Forbes Co., Guelph, Ont.

HARDWARE STORE FITTINGS
Stratford Brass Co., Ltd., Stratford, Ont.

HARNESS HARDWARE
Sanderson Pearcy & Co., Limited, Toronto, Ont.
The Niagara Metal Stamping Corporation, Niagara
Samuel Trees & Co., Ltd., Toronto.

HATCHETS
Burgess-Norton Mfg. Co., Geneva, Ill.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Marble Arms & Mfg. Co., Gladstone, Mich.
The Peck, Stow & Wilcox Co., Southington, Conn.

HASPS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Brainerd Mfg. Co., East Rochester, N.Y.
Canada Steel Goods Co., Hamilton, Ont.
The Toronto Lock Mfg. Co., Toronto, Ont.

HAWKS, ALUMINUM
Empire Level Mfg. Co., Milwaukee, Wis.

HEADLIGHT, GLASS
Hobbs Mfg. Co., Montreal, Que.
The Ontario Plate Glass, Ltd., Hamilton, Ont.

HEATERS
Anthes Foundry, Ltd., Winnipeg, Man.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
The McClary Mfg. Co., Ltd., London, Ont.
Jas. Morrison Brass Mfg. Co., Ltd., Toronto, Ont.
O-Rib-O Mfg. Co., Winnipeg, Man.
The Perfection Stove Co., Ltd., Sarnia, Ont.
Jas. Stewart Mfg. Co., Ltd., Woodstock, Ont.
Sheet Metal Products, Ltd., Toronto.

HEATERS, AUTO
Chicago Flexible Shaft Co., Chicago, Ill.

HEATERS, ELECTRIC
Canadian Westinghouse Co., Limited, Hamilton, Ont.
Landers, Frary & Clarke, New Britain, Conn.
The National Electric Heating Co., Ltd., Toronto.
The Renfrew Electric Products Ltd., Renfrew, Ont.

HEAVY HARDWARE SPECIALTIES
Burgess-Norton Mfg. Co., Geneva, Ill.

HEELS AND SOLES, RUBBER
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Ltd., Toronto.

HINGES, BOX AND REFRIGERATOR
The Brainerd Mfg. Co., East Rochester, N.Y.

HINGES, ORNAMENTAL
The Lawson Mfg. Co., Chicago, Ill.
The Stanley Works, New Britain, Conn.

HOOKS, HAT AND COAT
The Brainerd Mfg. Co., East Rochester, N.Y.
Jas. Cartland & Sons, Ltd., Birmingham, Eng.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Taylor-Forbes Co., Limited, Guelph, Ont.

HINGES, SPRING
Chicago Spring Butt Co., Chicago, Ill.
The Lawson Mfg. Co., Chicago, Ill.
Taylor-Forbes Co., Guelph, Ont.
The Toronto Lock Mfg. Co., Toronto.

HINGES, STRAP AND TEE
Canada Steel Goods Co., Hamilton, Can.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
N. Slater Co., Limited, Hamilton, Ont.

HOCKEY STICKS
Hall-Zryd Foundry Co., Limited, Hespeler, Ont.
The St. Marys Wood Specialty Co., Ltd., St. Marys
J. H. Still Mfg. Co., St. Thomas.

HOES
The Warren Tool & Forge Co., Warren, Ohio.

HOISTS
Manitoba Steel & Iron Co., Winnipeg, Man.

HOIST HOOKS
Williams & Co., J. H., Brooklyn, N.Y.

HOLLOW WARE
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Landers, Frary & Clark, New Britain, Conn.

HORSE BLANKETS AND HORSE COVERS
The Woods Mfg. Co., Ltd., Ottawa, Ont.

HORSE SLINGERS
Collins Mfg. Co., Toronto.

HONES, RAZOR
The Carborundum Co., Niagara Falls, N.Y.
The Canadian Hart Products Ltd., Hamilton, Ont.

HOOKS, FISH
Allcock, Laight & Westwood Co., Toronto, Ont.

HORSE SHOES
Wilkinson & Kompass, Hamilton.

HORSE SHOE PADS
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

HOSE CLAMPS
The Ontario Lantern & Lamp Co., Ltd., Hamilton.

HOSE, FITTINGS AND SUPPLIES
Can. Foundries & Forgings, Ltd., Brockville, Ont
Caverhill, Learmont & Co., Montreal.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Gutta Percha & Rubber, Ltd., Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.
United Brassfounders & Engineers, Limited, Manchester, Eng.

HOSE MENDERS
The Ontario Lantern & Lamp Co., Ltd., Hamilton.

HOT AIR REGISTERS
Barton Netting Co., Limited, Windsor, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Jas. Stewart Mfg. Co., Woodstock, Ont.

HOUSEHOLD APPLIANCES
Canadian Westinghouse Co., Limited, Hamilton, Ont.

HOUSEHOLD PAILS
Wm. Cane & Sons, Hamilton, Ont.
E. B. Eddy Co., Hull, Que.

ICE CREAM FREEZERS
Wm. Cane & Sons, Co., Ltd., Newmarket, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
North Bros. Mfg. Co., Philadelphia, Pa.

INCUBATORS
Collins Mfg. Co., Toronto.

INDICATORS, SPEED
Brown & Sharpe Mfg. Co., Providence, R.I.
Henry Disston & Sons, Limited, Toronto.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

INDURATED WARE
E. B. Eddy Co., Ltd., Hull, Que.

INJECTORS, AUTOMATIC
Jas. Morrison Brass Mfg. Co., Toronto, Ont.
United Brassfounders & Engineers, Limited, Manchester, Eng.

INSTRUMENTS OF PRECISION
Brown & Sharpe Mfg. Co., Provdence, R.I.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

INSURANCE
The Canadian Hardware & Implement Underwriters, Winnipeg, Man.

IRON, MERCHANTS BAR
London Rolling Mill Co., Ltd., The, London, Ont.

IRON, CORRUGATED
Canada Metal Co., Toronto.

IRON HANDLES
Can. Foundries & Forgings, Ltd., Brockville, Ont.

IRON AND STEEL BARS
Caverhill, Learmont & Co., Montreal, Que.
A. C. Leslie & Co., Ltd., Montreal.
The Steel Co., of Canada, Ltd., Hamilton, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Nova Scotia Steel Co., New Glasgow, N.S.

IRON, BAR
London Rolling Mill Co., Ltd., The, London, Ont.

IRONS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

IRONS, ELECTRIC
The Canadian Westinghouse Co., Ltd., Hamilton, Ont.
The National Electric Heating Co., Ltd., Toronto.
The Renfrew Electric Products Ltd., Renfrew, Ont.

IRONING BOARDS
The Stratford Mfg. Co., Stratford, Ont.

IRONING MACHINES, ELECTRIC
Altorfer Bros., Peoria, Ill.
The Hurley Machine Co., Limited, Toronto.

IRON FOR STAYBOLTS
London Rolling Mill Co., Ltd., The, London, Ont.

IRONWORK, BUILDERS'
The Dennis Wire & Iron Works, Ltd., London.

JACK PLANES
Stanley Works, New Britain, Conn.

JACK SCREWS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Millers Falls Company, Millers Falls, Mass.

JAPANS
Boston Varnish Co., Everett Stn., Boston, Mass.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
The Sherwin-Williams Co., Ltd., Montreal, Que.

JARS, FRUIT
The Dominion Glass Co., Ltd., Montreal, Que.
Walter Woods & Co., Hamilton, Ont.

KETTLES
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Thos. Davidson, Mfg. Co., Ltd., Montreal.
The Wentworth Mfg. Co., Limited, Hamilton, Ont.

KEYHOLE SAWS
E. C. Atkins & Co., Hamilton, Ont.
Bridgeport Hardware Co., Bridgeport, Conn.

KITCHEN WARE
Thos. Davidson Mfg. Co., Ltd., Montreal.
J. H. Hanson Co., Limited, Montreal, Que.
The McClary Mfg. Co., London, Ont.
Sheet Metal Products Co., Toronto.

KNIVES, BEET
E. C. Atkins & Co., Hamilton, Ont.

KNIVES, CORN
E. C. Atkins & Co., Hamilton, Ont.

KNIVES, CUTTING
Landers, Frary & Clark, New Britain, Conn.

KNIFE CLEANER
The Vono Co., Dudley Port, Staffs, Eng.

KNIVES, MACHINE
E. C. Atkins & Co., Hamilton, Ont.

KNIVES, POCKET AND TABLE
Geo. Butler & Co., Ltd., Sheffield, Eng.
G. L. Cohoon, Montreal.
Thos. Ellin & Co., Limited, Sheffield, Eng.
Jonathan Crookes & Son, Ltd., Ltd., Sheffield, Eng.
James Hutton & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
F. W. Lamplough & Co., Montreal, Que.
Whites Limited, Collingwood, Ont.
Wiebusch & Hilger, New York.
Marples & Co., Sheffield, England.
T. E. Rowbotham & Son, Sheffield, England.

KNIVES, SPORTSMEN'S
Marble Arms & Mfg. Co., Gladstone, Mich.

KNIVES, PUTTY
Brideport Mfg. Co., Bridgeport, Conn.
Sanderson Pearcy & Co., Limited, Toronto, Ont.

KNOBS, DRAWER
The Brainerd Mfg. Co., East Rochester, N.Y.

KNOCKERS, DOOR
The Toronto Lock Mfg. Co., Toronto.

LADDERS, STEP, EXTENSION, STORE, ETC.
Beatty Bros., Ltd., Fergus, Ont.
N. Slater Co., Ltd., Hamilton, Ont.
The Stratford Mfg. Co., Stratford, Ont.

LAMPS, NITROGEN AND TUNGSTEN
The Canadian Tungsten Lamp Co., Hamilton, Ont.

GERMANTOWN
LAMPBLACK

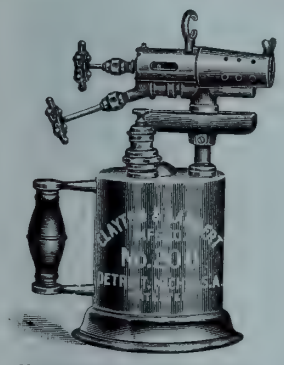


THE L. MARTIN CO.
HEADQUARTERS FOR
LAMPBLACK
IN ENGLAND AND AMERICA

Originators of Eagle, Old Standard, Globe and Pyramid Germantown Brands.

Suppliers of Bulk Blacks to the highest class Grinding Trade.

Montreal, Toronto, Winnipeg, New York, Philadelphia, London, Eng.



No. 208 Torch. List Price Each $17.00. Ask for Discount.

Look Over Your Stock Now

and order a supply of C. & L. Fire Pots and Torches to care for the Spring Trade.

Building is commencing. Business is improving rapidly. Be ready to get your share of the profits made on our line.

The No. 208 Double Blunt Needle Torch for Gasoline or Kerosene is the Greatest General Utility Quart Torch made. Arrange to include this in your next order. Jobbers supply at factory price. Send for catalog.

Clayton & Lambert Mfg. Co.
10615 Knodell Ave. Detroit, Mich., U.S.A.

NAILS
WIRE
BALE TIES

WIRE HOOPS FOR KEGS *and* BARRELS

STRAIGHTENED RODS

COPPERED AND TINNED WIRE

The quality of our product is highly commended.

THE GRAHAM NAIL WORKS
Operated by the CANADA METAL CO., Ltd.
TORONTO

STERLING TWINES
Made of
FLAX, JUTE, HEMP, COTTON, YUCATAN
Manufactured by
The Sterling Twine Company, Limited
Walkerton, Ontario

Samples and Prices sent upon application. We manufacture all kinds of Commercial Twines, put up in Balls, Reels, Coils and Skeins. Hide Rope, Tubes and Cones, Single and many ends.

"Send us a trial order."



Service Counts!

Corrugated Eavetrough, Conductor Pipe and Elbows, Ridge Roll, Valleys, and a large stock of Galvanized and Black Sheets.

"We Ship While Others Are Thinking About It."

Wheeler & Bain
Toronto, Canada

WILKINSON & KOMPASS
TORONTO HAMILTON WINNIPEG
IRON AND STEEL
HEAVY HARDWARE
MILL SUPPLIES
AUTOMOBILE ACCESSORIES
WE SHIP PROMPTLY

If interested tear out this page and place with letters to be answered.

LAMP BLACK
L. Martin Co., New York, N.Y.
A. Ramsay & Son Co., Montreal.

LAMP BURNERS
The Ontario Lantern & Lamp Co., Ltd., Hamilton.

LAMP CHIMNEYS
Walter Woods & Co., Hamilton.

LAMPS AND LANTERNS, GASOLINE
The Coleman Lamp Co., Limited, Toronto.
National Stamping & Electric Wks., Chicago, Ill.

LAMPS, LANTERNS, ELECTRIC, HAND
Canadian National Carbon Co., Toronto.
National Stamping & Electric Wks., Chicago, Ill.
The Ontario Lantern & Lamp Co., Hamilton, Ont.

LAMPS, ELECTRIC
Canadian Westinghouse Co., Limited, Hamilton.
The Ontario Lantern & Lamp Co., Hamilton, Ont.

LAMPS AND LANTERNS, GASOLINE AND KEROSENE
The Coleman Lamp Co., Limited, Toronto.
National Stamping & Electric Works, Chicago.
The Ontario Lantern & Lamp Co., Ltd., Hamilton.

LANTERNS OIL
Thos. Davidson Mfg. Co., Montreal.
The Ontario Lantern & Lamp Co., Ltd., Hamilton.
E. T. Wright & Co., Limited, Hamilton, Ont.

LATCHES
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Gendron Mfg. Co., Ltd., Toronto.
Taylor-Forbes Co., Limited, Guelph, Ont.
The Toronto Lock Mfg. Co., Toronto, Ont.

LATH METAL
Pedlar People, Ltd., Oshawa, Ont.

LATHE DOGS, DROP FORGED
J. H. Williams & Co., St. Catharines, Ont.

LATHE DOGS
J. H. Williams & Co., St. Catharines, Ont.

LAWN MOWERS
Can. Foundries & Forgings, Ltd., Brockville.
The Eureka Planter Co., Ltd., Woodstock, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.
Whites Limited, Collingwood, Ont.

LAWN SEATS
The Stratford Mfg. Co., Stratford, Ont.

LAWN SPRINKLERS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
United Brassfounders & Engineers, Limited, Manchester, Eng.

LAWN SWINGS
The Stratford Mfg. Co., Stratford, Ont.

LEAD, BLACK
John Oakey & Sons, London, Eng.

LEAD, CALKING AND PIG
The Canada Metal Co., Limited, Toronto, Ont.
The Great Western Smelting & Refining Co., Vancouver, B.C.

LEAD PENCILS
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.

LEAD SHEETS AND PIPE
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
A. C. Leslie & Co., Montreal.

LEAD TRAPS AND BENDS
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.

LEAD WASHERS
Canada Metal Co., Ltd., Toronto.

LENS
The Ontario Plate Glass, Ltd., Hamilton, Ont.

LETTERS AND FIGURES, EMBOSSED
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.
The Toronto Lock Mfg. Co., Toronto.

LEVELS
Campbell Agencies, Toronto.
Henry Disston & Sons, Limited, Toronto.
Empire Level Mfg. Co., Milwaukee, Wis.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
J. Sand & Sons, Detroit, Mich.
Stanley Rule & Level Co., New Britain, Conn.
L. S. Starrett Co., Athol, Mass.
Whites Limited, Collingwood, Ont.

LEVELS, ALUMINUM
Campbell Agencies, Toronto.
Empire Level Mfg. Co., Milwaukee, Wis.
Goodell Pratt Co., Greenfield, Mass.
J. Sand & Sons, Detroit, Mich.

LEVELS, MASONS
Henry Disston & Sons, Limited, Toronto.
Empire Level Mfg. Co., Milwaukee, Wis.

LINES, WIRE, CLOTHES
Walter Woods & Co., Hamilton.
Western Wire & Nail Co., London.

LINOLEUM, PLAIN AND PRINTED
The Dominion Oilcloth & Linoleum Co., Ltd., Montreal, Que.

LINOLEUMS, BATTLESHIP
The Dominion Oilcloth & Linoleum Co., Limited, Montreal, Que.

LINOLEUM RUGS
The Dominion Oilcloth & Linoleum Co., Limited, Montreal, Que.

LINOLEUM FINISHES
Boston Varnish Co., Everett Stn., Boston, Mass.

LINSEED OIL
Brandram-Henderson, Montreal.
The Canada Paint Co., Limited, Winnipeg, Man.
Dominion Linseed Oil Co., Baden and Toronto.
R. C. Jamieson & Co., Ltd., Montreal.
Ontario Oil & Turpentine Co., Ltd., Toronto.
Prairie City Oil Co., Winnipeg, Man.
A. Ramsay & Son Co., Montreal.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
The Sherwin-Williams Co., Ltd., Montreal, Que.

LOCKS
The Belleville Hardware & Lock Mfg. Co., Belleville, Ont.
The Hamilton Stove & Heater Co., Hamilton, Ont.
The National Machinery & Supply Co., Limited, Hamilton, Ont.
The Toronto Lock Mfg. Co., Toronto.

LOCK WASHER EQUIPMENT
Sleeper & Hartley, Inc., Worcester, Mass.

LOCKERS
Canada Wire & Iron Goods Co., Hamilton, Ont.
Dennis Wire & Iron Works Co., Ltd., London, Ont.

LOCOMOTIVE TOOLS
J. H. Williams & Co., St. Catharines, Ont.

LUMBER TOOLS
Thos. Pink & Co., Pembroke, Ont.
T. F. Shurly Co., Ltd., St. Catharines, Ont.

MACHINES, DOUBLE CUTTING
E. C. Atkins & Co., Hamilton, Ont.

MACHINISTS' TOOLS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
J. H. Williams & Co., St. Catharines, Ont.

MALLEABLE IRON CASTINGS
The Gurney Foundry Co., Ltd., Toronto.
The International Malleable Iron Co., Ltd., Guelph, Ont.

MANTLES
The Barton Netting Co., Ltd., Windsor, Ont.
Thomas Lewis Arnett, Souris, Man.

MANGLES, CLOTHES
Taylor-Forbes Co., Limited, Guelph, Ont.

MANTLES, GAS
R. M. Moore & Co., Ltd., Vancouver, B.C.

MAULS
The Warren Tool & Forge Co., Warren, Ohio.

MATCHES
E. B. Eddy Co., Hull, Que.

MATTOCKS
The Warren Tool & Forge Co., Warren, Ohio.

MATS AND MATTING, RUBBER
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Ltd., Toronto, Ont.

MAULS
Can. Foundries & Forgings, Ltd., Brockville, Ont.

MEAT CHOPPERS
Landers, Frary & Clark, New Britain, Conn.

MECHANICAL RUBBER PRODUCTS
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

METAL BOXES AND DRAWERS
Cameron & Co., Toronto, Ont.

METAL CUTTING SAWS
Clemson Bros., Inc., Hamilton, Ont.

METAL SAWS, POWER
Clemson Bros., Inc., Hamilton, Ont.

METALS, HEAVY AND SHELF
Henry Rogers, Sons & Co., Ltd., Wolverhampton, Eng.

METAL STAMPINGS
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.

METALS, EXPANDED, INGOT, SHEET, TUBE, ETC.
Canada Metal Co., Toronto, Ont.
Hoyt Metal Co., Toronto, Ont.
A. C. Leslie & Co., Montreal, Que.
United Brassfounders & Engineers, Limited, Manchester, Eng.

METAL SPECIALTIES
Burgess-Norton Mfg. Co., Geneva, Ill.
Hamilton Stamp & Stencil Wks., Hamilton, Ont.
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.
O-Rib-O Mfg. Co., Winnipeg, Man.

METAL STORE AND FRONT CONSTRUCTION
The Consolidated Plate Glass Co. of Canada, Limited, Toronto.

MENDERS, GRANITEWARE, POT AND PAN
Collette Mfg. Co., Collingwood, Ont.
H. Nagle Co., Montreal, Que.

MICA
Mica Co. of Canada, Ltd., Hull, Que.

MICROMETERS
Brown & Sharpe Mfg. Co., Providence, R.I.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

MILK CANS
Thos. Davidson Mfg. Co., Ltd., Montreal.
The McClary Mfg. Co., London, Ont.
Sheet Metal Products, Ltd., Toronto.

MILK PAILS
E. B. Eddy Co., Ltd., Hull, Que.

MILLBOARD
E. B. Eddy Co., Ltd., Hull, Que.

MIRRORS
Hobbs Mfg. Co., Montreal, Que.
Ontario Plate Glass, Ltd., Hamilton, Ont.
The Regina Plate Glass Co., Ltd., Regina, Sask.
Saskatchewan Glass & Supply Co., Ltd., Moose Jaw, Saskatchewan.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
Toronto Plate Glass Importing Co., Toronto.

MITRE BOXES
E. C. Atkins & Co., Hamilton, Ont.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
Stanley Works, New Britain, Conn.

MITRE BOX SAWS
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto.

MOLASSES GATES
Can. Foundries & Forgings, Ltd., Brockville, Ont.

MOPS
Can. Foundries & Forgings, Ltd., Brockville, Ont.

MOTOR CARS
Ford Motor Co. of Canada, Ltd., Ford, Ont.

NAIL MACHINERY
Sleeper & Hartly, Inc., Worcester, Mass.

NAILS, WIRE AND CUT
Caverhill, Learmont & Co., Montreal.
Canada Metal Co., Ltd., Toronto.
The Graham Nail Works, Toronto.
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Western Wire & Nail Co., London, Ont.
Whites Limited, Collingwood, Ont.

NAIL PULLERS
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Millers Falls Company, Millers Falls, Mass.
Smith & Hemenway Co., Inc., Irvington, N.J.

NAME PLATE TRANSFERS
Canada Decalcomania Co., Ltd., Toronto.
Parmenter & Bulloch, Gananoque, Ont.
The Western Wire & Nail Co., London, Ont.

NITROGEN LAMPS
The Canadian Tungsten Lamp Co., Ltd., Hamilton.

NUTS, THUMB
J. H. Williams & Co., Brooklyn, N.Y.

OILCLOTH BINDER
The Metal Weatherstrip Co., Ottawa, Ont.

OILCLOTH, FLOOR AND STAIR
The Dominion Oilcloth & Linoleum Co., Ltd., Montreal.

OILCLOTH, RUGS, FLOOR
The Dominion Oilcloth & Linoleum Co., Limited, Montreal, Que.

OIL CANS
Cannon Oiler Co., Keithsburg, Ill.

OIL, COAL
Imperial Oil Co., Ltd., Toronto.

OILS, CYLINDER
J. H. Ashdown Co., Ltd., Winnipeg, Man.
Canadian Oil Co., Toronto, Ont.
Imperial Oil Co., Ltd., Toronto.
The North Star Oil & Refining Co., Limited, Winnipeg, Man.
The Prairie City Oil Co., Ltd., Winnipeg, Man.

OIL CAKE AND MEAL
Dominion Linseed Oil Co., Toronto.
Sherwin Williams Co., Winnipeg.

OIL HOLE COVERS
Canadian Winkley Co., Windsor.

OIL, MOTOR, ROAD, HARNESS, NEATSFOOT, SEPARATOR AND GAS ENGINE
The Commercial Oil Co., Ltd., Hamilton, Ont.
Imperial Oil, Ltd., Toronto.
The North Star Oil & Refining Co., Limited, Winnipeg, Man.
Canadian Oil Co., Winnipeg.
The Prairie City Oil Co., Winnipeg.

OIL STONES
The Canadian Hart Products, Ltd., Hamilton, Ont.

OIL STOVES
Thos. Davidson Mfg. Co., Detroit, Mich.
The McClary Mfg. Co., Ltd., London, Ont.
The Perfection Stove Co., Ltd., Sarnia, Ont.
Sheet Metal Products, Ltd., Toronto.

OIL STORAGE AND DISTRIBUTING SYSTEMS
S. F. Bowser Company, Ltd., Toronto, Ont.

OIL TANKS AND PUMPS
S. F. Bowser Company, Ltd., Toronto, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.

OILERS
Cannon Oiler Co., Keithsburg, Ill.
Thos. Davidson Mfg. Co., Ltd., Montreal.

ORNAMENTAL FENCE
Atlas Iron, Wire & General Metal Works, Toronto.
Banwell Hoxie Wire Fence Co., Ltd., Hamilton.

ORNAMENTAL IRON AND WIRE WORK
Canada Wire & Iron Goods Co., Hamilton, Ont.
Dennis Wire and Iron Works, London, Ont.

PACKINGS
Wm. J. Brown, Montreal, Que.
Consumers Cordage Co., Montreal and Halifax.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Ltd., Toronto.
Jenkins Bros., Ltd., Montreal.

PACKING RUBBER
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Co., Ltd., Toronto.

PADS FOR HORSES
American Pad and Textile Co., Chatham.
The Burlington Windsor Blanket Co., Ltd., Toronto.

PADLOCKS
C. O. Clark & Bro., Montreal, Que.

PAINT, COLD WATER
The Deco-Tint Co., Montreal, Que.

PAINT, READY-MIXED, HOUSE, BARN, ROOF, FLAT WALL, CONCRETE, FLOOR, CEMENT, ALUMINUM, MARINE AND DECK
The Barrett Co., Ltd.
The Brandram-Henderson, Ltd., Montreal.
Canada Paint Co., Montreal.
The Flint Varnish & Color Works of Canada, Limited, Montreal, Que.
The Garland Co., Cleveland, Ohio.
The Glidden Co., Ltd., Toronto.
Imperial Varnish & Color Co., Ltd., Montreal.
S. C. Johnson & Sons, Inc., Brantford, Ont.
Lowe Bros., Ltd., Toronto, Ont.
Martin-Senour Co., Ltd., Montreal.
McArthur-Irwin, Ltd., Montreal.
Benjamin Moore & Co., Toronto.
The Ottawa Paint Works, Ltd., Ottawa, Ont.
A. Ramsay & Son Co., Montreal.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
Sherwin-Williams Co., Montreal.
G. F. Stephens & Co., Ltd., Winnipeg.

PAINT BRUSHES
The Boeckh Company, Ltd., Toronto.
Meakins & Sons, Hamilton.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.

PAINT AND VARNISH REMOVER
Brandram-Henderson, Ltd., Montreal, Que.
Canada Paint Co., Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal.
Lowe Bros. Co., Ltd., Toronto, Ont.
Martin-Senour Co., Ltd., Montreal, Que.

Sanderson Pearcy & Co., Limited, Toronto, Ont.
Sherwin-Williams Co., Montreal.
A. Ramsay & Son Co., Montreal.

PAINT, OIL, STORAGE AND HANDLING SYSTEMS
S. F. Bowser Company, Ltd., Toronto, Can.

PARIS GREEN
Canada Paint Co., Montreal.
McArthur-Irwin, Ltd., Montreal.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
Sherwin-Williams Co., Montreal.

PAPER BAGS
Walter Woods & Co., Hamilton.

PASSAGE CLOTH
The Dominion Oilcloth & Linoleum Co., Limited, Montreal, Que.

PAILS
Thos. Davidson Mfg. Co., Ltd., Montreal.

PAILS, HOUSEHOLD
Sheet Metal Products, Ltd., Toronto, Ont.

PAILS, WOODEN
Wm. Cane & Sons Co., Ltd., Hull, Que.

PAILS, GALVANIZED AND TIN
Sheet Metal Products, Ltd., Toronto.
The Steel Trough & Machine Co., Ltd., Tweed.

PERCOLATORS, COFFEE
Landers, Frary & Clark, New Britain, Conn.

PETROLEUM FAUCETS
Landers, Frary & Clark, New Britain, Conn.

PHOSPHOR TIN AND COPPER
The Hoyt Metal Co., Limited, Toronto.
United Brassfounders & Engineers, Limited, Manchester, Eng.

PICKS
The Warren Tool & Forge Co., Warren, Ohio.

PICK HANDLES
J. H. Still Mfg. Co., St. Thomas, Ont.

PIG IRON
A. C. Leslie & Co., Ltd., Montreal.
Nova Scotia Steel Co., New Glasgow, N.S.
Steel Co. of Canada, Ltd., Hamilton.

PINS, ESCUTCHEON
Parmenter & Bulloch, Gananoque.

PIPE, ACID RESISTING
The Hoyt Metal Co., Ltd., Toronto, Ont.

PIPE CUTTERS (STAND)
Trimont Mfg. Co., Roxbury (Boston, Mass).

PIPE CLEANERS
PIPE STOCKS AND DIES
Greenfield Tap & Die Corporation, Galt, Ont.

PIPE, BLACK AND GALVANIZED
American Rolling Mills, Middleton, Ohio.
Canada Metal Co., Toronto.
Caverhill, Learmont & Co., Montreal.
The Jas. Morrison Brass Mfg. Co., Ltd., Toronto.
Thos. Davidson Mfg. Co., Ltd., Montreal.

PIPE FITTINGS
The International Malleable Iron Co., Ltd., Guelph.
Fittings, Limited, Oshawa, Ont.

PIPE, GALVANIZED CONDUCTOR
Thos. Davidson Mfg. Co., Ltd., Montreal.
Wheeler & Bain, Toronto.

PIPE, LEAD
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

PIPE, RAIN WATER CONDUCTOR
Canada Metal Co., Toronto.

PIPE, STOVE AND FURNACE
Collins Mfg. Co., Toronto.

PISTON PINS
Burgess-Norton Mfg. Co., Geneva, Ill.

PISTON ROD PACKING
Dunlop Tire & Rubber Co., Ltd., Toronto.

PISTON AND VALVE PACKINGS
The Barrett Co., Ltd.

PISTOLS
Savage Arms Corpn., Utica, N.Y.

PLANES
Caverhill, Learmont & Co., Montreal.
Stanley Rule & Level Co., New Britain, Conn.
Whites, Limited, Collingwood, Ont.

PLANTERS, CORN
The Eureka Planter Co., Woodstock, Ont.

PLIERS
A. G. and A. L. Brown & Co., Montreal, Que.
Matthias Klein & Sons, Chicago, Ill.
F. W. Lamplough & Co., Montreal, Que.
The Peck, Stow & Wilcox Co., Southington, Conn.

PLIERS, CUTTING
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
F. W. Lamplough & Co., Montreal, Que.

PLIERS, COMBINATION
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Can. Foundries & Forgings, Ltd., Brockville.
Goodell-Pratt Co., Greenfield, Mass.

PLUGS, RUBBER
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
The Chamberlain Desolvo Co., Toronto.

PLUMBERS' SUPPLIES, RUBBER
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

PLUMBERS' TOOLS
The Jas. Morrison Brass Mfg. Co., Ltd., Toronto.
J. H. Williams & Co., Ltd., St. Catharines, Ont.

POLISHES, AUTO AND FURNITURE
Channell Limited, Toronto, Ont.
Home Products, Ltd., Hamilton, Ont.

POLISHING HEADS
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.

POLISHES, KNIFE
Jas. Oakey & Sons, Ltd., London, England.

POLISHES, METAL
The Deco-Tint Co., Montreal, Que.
Home Products, Ltd., Hamilton, Ont.

POSTS, ANGLE IRON
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.

POSTS, FENCE, STEEL
Burlington Steel Co., Ltd., Hamilton, Ont.

POST HOLE DIGGERS
Can. Foundries & Forgings Ltd., Brockville, Ont.
Canada Wire & Iron Goods Co., Hamilton, Ont.

POULTRY EQUIPMENT
The Collins Mfg. Co., Toronto, Ont.

POULTRY NETTING
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
A. C. Leslie & Co., Ltd., Montreal.

POULTRY LEG BANDS
Rideau Specialty Co., Smiths Falls, Ont.

POWDER, SMOKELESS
E. I. du Pont de Nemours & Co., Wilmington, Del.

PRISMS, SIDEWALK
Hobbs Mfg. Co., Montreal, Que.

PRUNING SHEARS
Adcock & Brewer, Ltd., Montreal.
The Peck, Stow & Wilcox Co., Southington, Conn.

PULLS, DRAWER
Taylor-Forbes Co., Limited, Guelph, Ont.

PUSH AND PULL PLATES
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.
The Toronto Lock Mfg. Co., Toronto.

PULLEYS, CLOTHES
The Katie Foundry Co., Galt, Ont.

PUMPING SYSTEMS, AUTOMATIC
The Westco Pumps Ltd., Toronto.

PUMPS
Beatty Bros., Ltd., Fergus.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
R. McDougall Co., Ltd., Galt.
F. E. Meyers & Bro., Ashland, Ohio.
United Brassfounders & Engineers, Limited, Manchester, Eng.
The Westco Pumps Ltd., Toronto.

PUMP, HAND AND POWER, FOR PAINTS, OILS, OIL AND GASOLINE
S. F. Bowser Company, Ltd., Toronto, Can.

PUMPS, CURB, FOR OIL AND GASOLINE
S. F. Bowser Company, Ltd., Toronto, Can.

PUMPS, SELF-MEASURING
S. F. Bowser Company, Ltd., Toronto, Can.

PUMPS, SEMI-ROTARY
Can. Foundries & Forgings, Ltd., Brockville, Ont.
United Brassfounders & Engineers, Limited, Manchester, Eng.

PUMPS, GASOLINE
S. F. Bowser Company, Ltd., Toronto, Can.

PUMP OILERS
Cannon Oiler Co., Keithsburg, Ill.

PUNCHES, CENTRE DRIVE, ETC.
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Mayhew Steel Products, Inc., New York.
Stanley Works, New Britain, Conn.

PUNCHES, BELT
E. C. Atkins & Co., Hamilton, Ont.

PUNCHES, TICKET
Bridgeport Hdwe. Mfg. Co.,, Bridgeport, Conn.

PUTTY
Brandram-Henderson, Montreal.
R. C. Jamieson & Co., Ltd., Montreal.
Canada Paint Co., Montreal.
Benjamin Moore & Co., Ltd., Toronto.
A. Ramsay & Son Co., Montreal.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
G. F. Stephens & Co., Ltd., Winnipeg.
Sherwin-Williams Co., Montreal.

PULLEYS
The Aero Mfg. Co., Ltd., Sherbrooke, Que.
Can. Foundries and Forgings, Ltd., Brockville, Ont.

QUOITS
Can. Foundries and Forgings, Ltd., Brockville, Ont.

RACKS, HAY
Can. Foundries and Forgings, Ltd., Brockville, Ont.

RADIATORS, AUTO
The North Star Oil & Refining Co., Limited, Winnipeg, Man.

RADIATOR VALVES
Jenkins Bros., Ltd., Montreal.
United Brassfounders & Engineers, Limited. Manchester, Eng.

RAILROAD TRACK TOOLS
The Warren Tool & Forge Co., Warren, Ohio.

RAILROAD SUPPLIES, RUBBER
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.

RAKES
Shurly-Dietrich Co., Ltd., Galt, Ont.

RAZORS
Auto-Strop Safety Razor Co., Toronto, Ont.
Geo. Butler & Co., Ltd., Sheffield, Eng.
Campbell Agencies, Toronto, Ont.
The Canadian Sales Co., Toronto.
Caverhill, Learmont & Co., Montreal.
G. L. Cohoon, Montreal.
Thos. Ellin & Co., Limited, Sheffield, Eng.
Geneva Cutlery Co., Geneva, N.Y.
James Hutton & Co., Montreal.
Gillette Safety Razor Co., Ltd., Montreal.
F. W. Lamplough & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.
The Mab Co., Birmingham and Sheffield, Eng.
A. Macfarlane & Co., Limited, Montreal, Que.
Marples & Co., Sheffield, Eng.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
Wiebusch & Hilger, New York.

RATCHET DRILLS
Goodell-Pratt Co., Greenfield, Mass.

REAMERS
Millers Falls Company, Millers Falls, Mass.
Butterfield & Co., Rock Island, Que.
Taylor-Forbes Co., Ltd., Guelph, Ont.

RECIPROCATING DRILLS
Goodell-Pratt Co., Greenfield, Mass.

REFRIGERATORS
Thos. Davidson Mfg. Co., Ltd., Montreal.
Sanderson-Harold Co., Ltd., Paris, Ont.

REELS, FISHING
Allcock, Laight & Westwood Co., Toronto, Ont.

REGISTERS, (HOT AIR)
Canada Foundries & Forgings, Brockville.
Jas. Stewart Mfg. Co., Woodstock, Ont.

RIFLES
The Fraser Co., Agents B.S.A., Montreal, Que.
The Remington U.M.C. Co., Windsor, Ont.

RIVETS
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man
Parmenter-Bulloch Co., Gananoque, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

RIVET BURRS
The Union Iron & Metal Co., Ltd., Toronto.

ROBES, SLEEPING
The Woods Mfg. Co., Ltd., Ottawa, Ont.

ROD ENDS
J. H. Williams & Co., St. Catharines, Ont.

RODS, PISTON AND PUMP
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

RODS, RADIUS FORD
Burgess-Norton Mfg. Co., Geneva, Ill.

RODS, STRAIGHTENED
The Graham Nail Works, Toronto.

ROOFING CEMENT AND PAINT
The Barrett Co., Ltd.
Geo. W. Reed & Co., Ltd., Montreal, Que.
D. J. Ladd & Co., Winnipeg, Man.

ROOFING, METAL
Pedlar People, Ltd., Oshawa, Ont.

ROOFING, READY
The Barrett Co., Ltd.
The Brantford Roofing Co., Ltd., Brantford, Ont.
D. J. Ladd & Co., Winnipeg, Man.
Geo. W. Reed & Co., Ltd., Montreal, Que.
The Ruberoid Co., Ltd., Montreal.
Alex. McArthur & Co., Montreal, Que.

ROOFING, RUBBER
The Barrett Co., Ltd.
Geo. W. Reed & Co., Ltd., Montreal, Que.

ROPE
Doon Twines, Ltd., Kitchener, Ont.
Plymouth Cordage Co., Welland, Ont., and Plymouth, Mass.
Consumers Cordage Co., Montreal, Que.
Independent Cordage Co., Toronto, Ont.

ROPE, WIRE
Canada Wire & Iron Goods Co., Hamilton, Ont.

ROSIN
Ontario Oil & Turpentine Co., Ltd., Toronto, Ont.
Sanderson Pearcy & Co., Limited, Toronto, Ont.

RUBBER SHEET, VULCANIZED
Wm. J. Brown, Montreal, Que.

RUBBER PRODUCTS
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Gutta Percha & Rubber, Ltd., Toronto.

RULES
Brown & Sharpe Mfg. Co., Providence, R.I.
Goodell-Pratt Co., Greenfield, Mass.
The Lufkin Rule Co., Windsor, Ont.
The Stanley Rule & Level Co., New Britain, Conn.
L. S. Starrett Co., Athol, Mass.

RULES, STEEL, STRAIGHT AND FOLDING
RULES, FOLDING BOXWOOD
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.
The Stanley Rule & Level Co., New Britain, Conn.

RULES, SPRING JOINT
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

RULES, BOARD AND LOG
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.
The Stanley Rule & Level Co., New Britain, Conn.

SADDLERY HARDWARE
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.

SAFETY RAZORS
Auto-Strop Safety Razor Co., Toronto, Ont.
The Gillette Safety Razor Co., Limited, Montreal.
Sanderson Pearcy & Co., Limited, Toronto, Ont.

SAFES
J. J. Taylor Limited, Toronto.
Goldie & McCulloch Ltd., Galt, Ont.

SASH WEIGHTS
Canadian Die Casting Co., Ltd., Montreal, Que.

SAWS, BUCK
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto.

SAWS, CROSSCUT AND BAND
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto.
T. F. Shurly Co., Ltd.,, St. Catharines.
Shurly-Dietrich Co., Ltd., Galt, Ont.

SAWSET
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto.
Taylor-Forbes Co., Limited, Guelph, Ont.

SAWS, COMPASS
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto.

THE BUYERS' GUIDE

SAWS, COPING
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto.
Millers Falls Company, Millers Falls, Mass.

SAWS, BUTCHERS' AND KITCHEN
E. C. Atkins & Co., Hamilton, Ont.
Burgess-Norton Mfg. Co., Geneva, Ill.
Henry Disston & Sons, Limited. Toronto.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
Shurly-Dietrich Co., Ltd., Galt, Ont.

SAWS, HAND AND CIRCULAR
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto.
T. F. Shurly Co., Ltd., St. Catharines, Ont.
Shurley-Dietrich Co., Ltd., Galt, Ont.

SAW BLADES, HACK
E. C. Atkins & Co., Hamilton, Ont.
Clemson Bros., Inc., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto.
Millers Falls Company, Millers Falls, Mass.

SAW FRAMES, HACK
E. C. Atkins & Co., Hamilton, Ont.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.

SAW GUARDS
E. C. Atkins & Co., Hamilton, Ont.

SAWS, HACK
E. C. Atkins & Co., Hamilton, Ont.
Clemson Bros., Inc., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto.
Goodell-Pratt Co., Greenfield, Mass.
The Millers Falls Co., Millers Falls, Mass.

SAW MACHINES, HACK
E. C. Atkins & Co., Hamilton, Ont.
Clemson Bros., Inc., Hamilton, Ont.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.

SAWS, METAL CUTTING
Clemson Bros., Inc., Hamilton, Ont.

SAWS, KEYHOLE
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto.

SCISSORS
The Acme Shear Co., Bridgeport, Conn.
Thos. Ellin & Co., Ltd., Sheffield, Eng.
Landers, Frary & Clarke, New Britain, Conn.
Marples & Co., Sheffield, England.
R. S. Mitchell, Sheffield, England.
Wiebusch & Hilger, New York.

SCALES
Braun & Bonnick, Ltd., Toronto, Ont.
Burrow, Stewart & Milne Co., Limited, Hamilton.
Landers, Frary & Clark, New Britain, Conn.

SCALES, MACHINISTS
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

SCREWS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

SCREWS, THUMB
J. H. Williams & Co., Ltd., St. Catharines, Ont.

SCREENS
Canada Wire & Iron Goods Co., Hamilton.

SCREEN DOORS
The Kasement Skrene Dore Co., Toronto.
N. Slater Co., Limited, Hamilton, Ont.
Sanderson-Harold Co., Ltd., Paris, Ont.

SCREEN WINDOWS
The Kasement Skrene Dore Co., Toronto.
Sanderson-Harold Co., Ltd., Paris, Ont.

SCREENS, WELL
Edward E. Johnson Inc., St. Paul, Minn.

SCREW DRIVERS
The Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Burgess-Norton Mfg. Co., Geneva, Ill.
Millers Falls Company, Millers Falls, Mass.

SCREW MACHINES
Stratford Brass Co., Ltd., Stratford, Ont.

SCYTHESTONES
The Cleveland Stone Co., Cleveland, Ohio.

SEALERS
The Dominion Glass Co., Ltd., Montreal, Que.

SEATS
Canadian Veneering Co., Acton Vale, Que.

SEWING MACHINES, ELECTRIC AND MOTORS
Canadian Westinghouse Co., Limited, Hamilton, Ont.

SHARPENERS, KNIFE
The Canadian Hart Products Ltd., Hamilton, Ont.

SHEARS
The Acme Shear Co., Bridgeport, Conn.
R. Heinisch Sons Works, Newark, N.J.
Landers, Frary & Clark, New Britain, Conn.
Wiebusch & Hilger, New York.
J. Wiss & Sons, Inc., Newark, N.J.

SHEARING MACHINES, SHEEP
Flexible Shaft Co., Ltd., Toronto, Ont.

SHEATHING
The Barrett Co., Ltd.
D. J. Ladd & Co., Winnipeg, Man.

SHEETING
Alex. McArthur & Co., Montreal, Que.

SHEETS, GALVANIZED AND BLACK
American Rolling Mills, Middleton, Ohio.
A. C. Leslie & Co., Montreal, Que.
Dominion Sheet Metal Co., Hamilton.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

SHEET METAL PRODUCTS
Sheet Metal Products Co., Toronto.
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.

SHELVING
Thomas Lewis Arnett, Souris, Man.

SHINGLES, STEEL
Pedlar People Ltd., Oshawa, Ont.

SHOP BARRELS
The Steel Trough & Machine Co., Ltd., Tweed, Ont.

SHOW CASES
Cameron & Co., Toronto.
Thomas Lewis Arnett, Souris, Man.

SICKLES
Wiebusch & Hilger, Ltd., New York, N.Y.

SIDING, METAL
Pedlar People, Ltd., Oshawa, Ont.

SIGHTS, GUN AND RIFLE
Marble Arms & Mfg. Co., Gladstone, Mich.

SIGNS, STREET
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.

SILVERWARE
Caverhill, Learmont & Co., Montreal, Que.
Can. Wm. A. Rogers Co., Ltd., Toronto.
Fenton Bros., Ltd., Sheffield, England.
Oneida Community, Ltd., Niagara Falls, Ont.
Messrs. Wm. Rogers and His Son, Niagara Falls, Ont.

SILVER-PLATED WARE
Oneida Community, Ltd., Niagara Falls, Ont.
Sanderson Pearcy & Co., Limited, Toronto, Ont.

SINKS
Can. Foundries & Forgings, Ltd., Brockville, Ont.

SKI
The Northland Ski Mfg. Co., St. Paul, Minn.

SKI ACCESSORIES, BINDINGS, WAX AND POLES
The Northland Ski Mfg. Co., St. Paul, Minn.

SKATES
Canada Cycle & Motor Co., Ltd., Weston, Ont.

SLEDGES, BLACKSMITH, COAL, STONE
Can. Foundries & Forgings, Ltd., Brockville.
Warren Forge & Tool Co., Warren, Ohio.

SNAPS, HARNESS
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.

SNIPS (TINNERS')
A. S. & A. L. Brown Co., Montreal, Que.
Wiebusch & Hilger, New York.
The Peck, Stow & Wilcox Co., Southington, Conn.
J. Wiss & Sons, Inc., Newark, N. J.

SNOW SHOES
The Northland Ski Mfg. Co., St. Paul, Minn.

SNOWSHOE HARNESS
The Northland Ski Mfg. Co., St. Paul, Minn.

SOCKETS, WIRE ROPE
J. H. Williams & Co., Ltd., St. Catharines, Ont.

SOCKETS AND SLEEVES
The Keystone Manufacturing Co., Buffalo, N.Y.

SOLDER
Canada Metal Co., Toronto.
Great Western Smelting & Refining Co., Ltd., Vancouver, B. C.
Hoyt Metal Co., Toronto.
Geo. W. Reed, Montreal.

SOLDERING PASTE
Canada Metal Co., Toronto.
The Hoyt Metal Co., Toronto.

SOLDERALL
Thos. Davidson Mfg. Co., Ltd., Montreal.

SOLES, HALF
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

SOAP DISHES
Landers, Frary & Clark, New Britain, Conn.

SPARK PLUGS
Canada Cycle & Motor Co., Ltd., Weston, Ont.
The Canadian National Carbon Co., Ltd., Toronto.
Champion Spark Plug Co., Windsor, Ont.
The Eclipse Mfg. Co., Indianapolis, Ind.
Hyslop Bros., Toronto.

SPANNERS
J. H. Williams & Co., Ltd., St. Catharines, Ont.

SPICE TUBS
E. B. Eddy Co., Ltd., Hull, Que.

SPIDERS
Can. Foundries & Forgings, Ltd., Brockville, Ont.

SPOKE SHAVES
E. C. Atkins & Co., Hamilton, Ont.
Millers Falls Company, Millers Falls, Mass.
Stanley Works, New Britain, Conn.

SPORTSMEN'S SPECIALTIES
The Marble Arms & Mfg. Co., Gladstone, Mich.

SPRAYERS
Canadian Potato Machinery Co., Ltd., Galt, Ont.
Collins Mfg. Co., Toronto.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Eureka Planter Co., Woodstock.
The New Perfection Sprayer Co., Galt, Ont.
Spramotor Co., London, Ont.
United Brassfounders & Engineers, Limited, Manchester, Eng.

SPRINGS
B. J. Coghlin Co., Ltd., Montreal, Que.

SPRING AND WIRE COILING MACHINERY
Sleeper & Hartly, Inc., Worcester, Mass.

SPRINGS, WINDMILL
Burgess-Norton Mfg. Co., Geneva, Ill.

SPRING DIES
Greenfield Tap & Die Corporation, Galt, Ont.

SQUARES
The Peck, Stow & Wilcox Co., Southington, Conn.

STABLE FITTINGS
Beatty Bros., Fergus, Ont.
Can. Foundries & Forgings, Brockville.

STAINS
The Barrett Co., Ltd.,
Brandram-Henderson, Montreal.
Canada Paint Co., Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal, Que.
The Flint Varnish & Color Works of Canada, Limited. Montreal, Que.
Lowe Bros., Ltd., Toronto.
Martin-Senour Co., Ltd., Montreal.
McArthur-Irwin, Ltd., Montreal.
Benjamin Moore & Co., Ltd., Toronto.
The Ottawa Paint Works, Ltd., Ottawa, Ont.
A. Ramsay & Sons Co., Montreal.
Sanderson Pearcy & Co., Ltd., Toronto
Sherwin-Williams Co., Montreal.
G. F. Stephens & Co., Winnipeg.
Sturgeons, Ltd., Toronto.

STAINS, STRAW HAT
The Deco-Tint Co., Montreal, Que.
Sanderson Pearcy & Co., Limited, Toronto, Ont.

STAMPINGS
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.

STAPLES
Canada Steel Goods Co., Hamilton.
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Western Wire & Nail Co., London.

STEAMERS AND BOILERS
Thos. Davidson Mfg. Co., Ltd., Montreal.

STEEL, REINFORCING
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
London Rolling Mill Co., London, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

STEEL BARS FOR REINFORCEMENT, ALL SHAPES
Burlington Products Limited, Hamilton, Ont.

STEEL STRIP
Dominion Sheet Metal Co.,, Ltd., Hamilton.

STEEL LOCKERS AND SHELVING
Dennis Wire & Iron Works, London, Ont.

STEEL, MILD, SLEIGH SHOE, TIRE
London Rolling Mill Co., London, Ont.
Manitoba Steel & Iron Co., Winnipeg, Man.

STEEL BANDS
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

STENCILS AND INK
Hamilton Stamp & Stencil Co., Hamilton.

STOOLS
The Steel Trough & Machine Co., Ltd., Tweed, Ont.

STONES, SHARPENING
The Western Hardware Mfg. Co., Milwaukee, Wis.

STORE FIXTURES
Cameron & Co., Toronto.
Thomas Lewis Arnett, Winnipeg.

STORE FRONT CONSTRUCTION, METAL
Hobbs Mfg. Co., Montreal, Que.

STOVES AND RANGES
Beach Foundry Co., Ltd., Ottawa, Ont.
Burrow, Stewart & Milne Co., Ltd., Hamilton, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Empire Stove & Furnace Co., Ltd., Owen Sound, Ontario.
Findlay Bros. Co., Ltd., Carleton Place, Ont.
The Enterprise Foundry Co., Ltd., Sackville, N.B.
The Galt Stove & Furnace Co., Ltd., Galt, Ont.
Hall-Zryd Foundry Co., Ltd., Hespeler, Ont.
The Hamilton Stove & Heater Co., Hamilton, Ont
The McClary Mfg. Co., Ltd., London, Ont.
Jas. Stewart Mfg. Co., Ltd., Woodstock.

STOVES, ELECTRIC
Canadian Westinghouse Co., Limited.
The McClary Mfg. Co., London, Ont.
National Electric Heating Co., Ltd., Toronto, Ont.
Renfrew Electric Products, Ltd., Renfrew, Ont.

STOVES, OIL
The McClary Mfg. Co., London, Ont.

STOVES, GAS, COAL AND WOOD
Burrow, Stewart & Milne Co., Ltd., Hamilton.
The McClary Mfg. Co., Ltd., London, Ont.

STOVES, GASOLINE
National Stamping & Electric Works, Chicago.

STOVE PIPE
Collins Mfg. Co., Toronto.
The McClary Mfg. Co., London, Ont.
O-Rib-O Mfg. Co., Winnipeg, Man.
Thos. Davidson Mfg. Co., Ltd., Montreal.

STRETCHERS, WIRE
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
Burgess-Norton Mfg. Co., Geneva, Ill.

SWEAT PADS
American Pad & Textile Co., Chatham.

SWITCH AND RECEPTACLE PLATES (FLUSH TYPE)
Ontario Lantern & Lamp Co., Ltd., Hamilton, Ont.

SWIVELS, HOOK
J. H. Williams & Co., Ltd., St. Catharines, Ont.

TACKS
The Dominion Tack & Nail Co., Ltd., Galt, Ont.

TANKS, CISTERN
Beatty Bros., Ltd., Fergus, Ont.

TANKS, GALVANIZED STEEL
Beatty Bros., Ltd., Fergus, Ont.

TANKS FOR PAINT OILS, OIL, GASOLINE, KEROSENE, ETC.
S. F. Bowser Company, Ltd., Toronto, Ont.

TANKS AND PUMPS, LUBRICATING OIL STORAGE
S. F. Bowser Company, Ltd., Toronto, Ont.

TANKS, WOOD
Beatty Bros., Ltd., Fergus, Ont.

TAPS
Butterfield & Co., Rock Island, Que.
Wells Bros. Co. of Canada, Galt, Ont.

TAP HOLDERS
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.

TAPPING ATTACHMENTS
Wells Bros. of Canada, Galt.

TAPE, RUBBER FRICTION
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

TAPES, MEASURING, STEEL AND WOOD
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

TAPES, MEASURING
Brown & Sharpe Mfg. Co., Providence, R. I.
Caverhill, Learmont & Co., Montreal.
L. S. Starrett Co., Athol, Mass.

TAPES, POCKET
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.
L. S. Starrett Co., Athol, Mass.

TARPAULIN
The Woods Mfg. Co., Ltd., Ottawa, Ont.

TEA POTS AND URNS, TEA BALL
Landers, Frary & Clark, New Britain, Conn.

TENTS
The Woods Mfg. Co., Ltd., Ottawa, Ont.

THERMOS BOTTLES
The Thermos Bottle Co., Ltd., Toronto.

THIMBLES, SMOKE PIPE
Can. Foundries & Forgings, Ltd., Brockville, Ont.

TILING, WALLS AND FLOOR
Barton Netting Co., Windsor, Ont.

TILING, RUBBER
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Co., Ltd., Toronto.

TINSMITHS' MACHINERY
Brown-Boggs Co., Hamilton, Ont.

TINWARE
Sheet Metal Products, Ltd., Toronto.

TIN PLATE
O-Rib-O Mfg. Co., Winnipeg, Man.

TIRES AND TUBES, AUTOMOBILE, MOTOR TRUCK AND BICYCLE
Ames, Holden McCready, Limited, Montreal.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.
Hurtubise, Ltd., Montreal, Que.
Hyslop Bros., Toronto, Ont.

TIES, WALL AND VENEER
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.

TIRE COVERS
American Pad & Textile Co., Ltd., Chatham, Ont.

TIRE PATCH
The Air-Tite Mfg. Co., St. Thomas, Ont.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

TIRES AND TUBES, AUTOMOBILE, AEROPLANE, BICYCLE, CARRIAGE, MOTORCYCLE AND MOTOR TRUCKS
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Ames, Holden McCready, Ltd., Montreal, Que.

TIRE ACCESSORIES
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

TOBOGGANS
J. H. Hanson Co., Limited, Montreal, Que.
The Northland Ski Mfg. Co., St. Paul, Minn.

TOBOGGAN CUSHIONS AND ACCESSORIES
The Northland Ski Mfg. Co., St. Paul, Minn.

TORCHES
Clayton & Lambert Mfg. Co., Detroit, Mich.
The Detroit Torch & Mfg. Co., Detroit, Mich.

TOOLS, BLACKSMITHS'
Jardine & Co., Ltd., A. B., Hespeler, Ont.
The Warren Tool & Forge Co., Warren, Ohio.

TOOLS, CEMENT
E. C. Atkins & Co., Hamilton, Ont.

TOOLS
Chicago Flexible Shaft Co., Chicago, Ill.
E. J. Coghlin Co., Ltd., Montreal, Que.
Goodell-Pratt Co., Greenfield, Mass.
Jardine & Co., Ltd., A. B., Hespeler, Ont.
Matthias Klein & Sons, Chicago, Ill.
The Millers Falls Co., Millers Falls, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Smith & Hemenway Co., Inc., Irvington, N.J.
The Warren Tool & Forge Co., Warren, Ohio.
Whites Limited, Collingwood, Ont.

TOOLS, HARVEST
Beatty Bros., Ltd., Fergus, Ont.
F. E. Myers & Bro., Ashland, O.

TRANSFER DECALCOMANIA
Canada Decalcomania Co., Ltd., Toronto.

TRANSFER SPECIALTIES
The Union Transit Co., Glasgow, Scotland.

TRAPS, BRASS, IRON, LEAD
Canada Metal Co., Toronto.
The James Morrison Brass Mfg. Co., Ltd., Toronto.
United Brassfounders & Engineers, Limited, Manchester, Eng.

TRAPS, STEAM
The James Morrison Brass Mfg. Co., Ltd., Toronto.

TRAPS, GAME
The Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.
Oneida Community, Ltd., Niagara Falls, Ont.

TOOLS, LOGGING AND LUMBERING
Thos. Pink Co., Ltd., Pembroke, Ont.
The Warren Tool & Forge Co., Warren, Ohio.

TOOL HOLDERS (CUTTERS)
J. H. Williams & Co., Ltd., St. Catharines, Ont.

TOOLS, MACHINISTS'
Brown & Sharpe Mfg. Co., Providence, R.I.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Goodell-Prat Co., Greenfield, Mass.
A. B. Jardine & Co., Limited, Hespeler, Ont.
L. S. Starrett Co., Athol, Mass.

TOOLS, SMALL
The Quality Tool Works, Montreal, Que.
J. H. Williams & Co., Ltd., St. Catharines, Ont.

TOOLS, TROWEL
E. C. Atkins & Co., Hamilton, Ont.

TOYS
The American Flyer Mfg. Co., Ltd., Chicago, Ill.
Thos. Davidson Mfg. Co., Montreal, Que.
Gendron Mfg. Co., Ltd., Toronto.
J. H. Hanson Co., Limited, Montreal, Que.
S. H. Whyte Co., Ltd., Winnipeg, Man.

TRAINS, TOY
The American Flyer Mfg. Co., Ltd., Chicago, Ill.

TROUGHS
Beatty Bros., Fergus, Ont.

TRAMMEL POINTS
Stanley Works, New Britain, Conn.

TROUGHS, HOG
Beatty Bros., Ltd., Fergus, Ont.

TROWELS
Henry Disston & Sons, Limited, Toronto.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

TRUCKS, MOTOR
The Ford Motor Co. of Canada, Ltd., Ford, Ont.

TRUCKS, WAREHOUSE
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Kribs, Ltd., Wm. A., Hespeler, Ont.

TRY SQUARES
Henry Disston & Sons, Limited, Toronto.
Stanley Works, New Britain, Conn.

TUNGSTEN LAMPS
The Canadian Tungsten Lamp Co., Hamilton, Ont.

TUBS
Wm. Cane & Sons Co., Newmarket, Ont.

TUBES, AUTO, TRUCK AND BICYCLE
Gutta Percha & Rubber Ltd., Toronto.

TUBING, BRASS
The James Morrison Brass Mfg. Co., Ltd., Toronto.

TUBING, RUBBER
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Ltd., Toronto, Ont.

TUNGSTEN LAMPS
The Canadian Tungsten Lamp Co., Ltd., Hamilton.

TURPENTINE
Ontario Oil & Turpentine Co., Ltd., Toronto.

TWINES
Consumers' Cordage Co., Montreal and Halifax.
Doon Twines, Ltd., Kitchener, Ont.
The Sterling Twine Co., Ltd., Walkerton, Ont.
Walter Woods & Co., Hamilton.

VACUUM CLEANERS AND SWEEPERS
Bissell Carpet Sweeper Co., of Canada, Ltd., Niagara Falls, N.Y.
The Hurley Machine Co., Ltd., Toronto.
Landers, Frary & Clark, New Britain, Conn.
The National Electric Heating Co., Ltd., Toronto.

VALVES, ACID RESISTING
Hoyt Metal Co., Toronto, Ont.

VALVES, RADIATOR AND AIR, IRON BODY, COMPOSITION, GLOBE, ANGLE, CHECK
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Jenkins Bros., Ltd., Montreal, Que.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.
United Brassfounders & Engineers, Limited, Manchester, Eng.

VALVES, RUBBER PUMPS
Gutta Percha & Rubber Ltd., Toronto.

VARNISHES, AUTO, COACH, HOUSE, MARINE
Berry Brothers, Walkerville.
Boston Varnish Co., Everett Station, Boston.
Brandram-Henderson, Ltd., Montreal.
Canada Paint Co., Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal.
The Flint Varnish & Color Works of Canada Limited, Montreal, Que.
Glidden Co., Ltd., Toronto, Ont.
Imperial Varnish & Color Co., Ltd., Toronto.
International Varnish Co., Ltd., Montreal.
Lowe Bros., Limited, Toronto.
McArthur Irwin, Montreal, Que.
Martin-Senour Co., Ltd., Montreal.
Benjamin Moore & Co., Ltd., Toronto.
A. Ramsay & Son, Montreal.
Pratt & Lambert, Bridgeport, Ont.
Sanderson, Pearcy & Co., Ltd., Toronto, Ont.
Sherwin-Williams Co., Montreal, Que.
G. F. Stephens & Co., Ltd., Winnipeg.
Wilkinson & Kompass, Hamilton.

VEHICLES, CHILDREN
The Gendron Mfg. Co., Ltd., Toronto, Ont.
The J. H. Hanson Co., Ltd., Montreal, P.Q.
The Woodstock Wagon & Mfg. Co., Ltd., Woodstock.
S. H. Whyte Co., Ltd. Winnipeg, Man.

VENEER SEATS
Canadian Veneering Co., Acton Vale, Que.

VENTILATORS
Wheeler & Bain, Toronto.

VISES
A. G. & A. L. Brown & Co., Montreal, Que.
Caverhill, Learmont & Co., Montreal.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Works, New Britain, Conn
The Warren Tool & Forge Co., Warren, Ohio.

VISES, CHAIN PIPE, CLAMP, MOUNT
J. H. Williams & Co., Ltd., St. Catharines, Ont.

WAGON HARDWARE
Burgess-Norton Mfg. Co., Geneva, Ill.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
The Stanley Works, New Britain, Conn.

WALL COVERINGS
The Dominion Oilcloth & Linoleum Co., Limited, Montreal, Que.

WALNUT SEATS
Canadian Veneering Co., Acton Vale, Que.

WARMERS, FOOT
Chicago Flexible Shaft Co., Chicago, Ill.

WASHERS
London Rolling Mill Co., Ltd., The, London, Ont.
The Union Iron & Metal Co., Ltd., Toronto.
Wilkinson & Kompass, Hamilton.
Wrought Washer Mfg. Co., The, Milwaukee, Wis.

WASHERS, RUBBER
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

WASHING MACHINES, ELECTRIC, HAND AND POWER
Altorfer Bros., Peoria, Ill.
Appliances Limited, Toronto.
Beatty Bros., Fergus, Ont.
Dowswell, Lees & Co., Hamilton.
W. A. Kribs Co., Limited, Hespeler, Ont.
The Hurley Machine Co., Limited, Toronto, Ont.
Landers, Frary & Clark, New Britain, Conn.
Maxwells, Ltd., St. Marys, Ont.
1900 Washer Co., Toronto, Ont.

WASTE, COTTON
Acme Waste Mfg. Co., Toronto, Ont.
Sanderson, Pearcy & Co., Ltd., Toronto, Ont.
Wilkinson & Kompass, Hamilton.

WASH BOARDS
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
E. B. Eddy Co., Ltd., Hull, Que.

WASH TUBS
E. B. Eddy Co., Ltd., Hull, Que.
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.

WATERPROOF CLOTHING
The Tower Canadian Ltd., Toronto, Ont.

WATER SYSTEMS
The Westco Pumps Ltd., Toronto.

WEATHER STRIPPING
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
The Metal Weatherstrip Co., Ottawa, Ont.

WEDGES
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Warren Tool & Forge Co., Warren, Ohio.

WEEDERS, GARDEN (HAND)
The Eureka Planter Co., Ltd., Woodstock, Ont.
C. S. Norcross & Sons, Bushnell, Ill.

WEIGHTS
Can. Foundries & Forgings, Ltd., Brockville, Ont.

WEIGHTS, HORSE
The Katie Foundry Co., Galt, Ont.

WHEELS, GRINDING
E. C. Atkins & Co., Hamilton, Ont.

WHEELS, WELL
Can. Foundries & Forgings, Ltd., Brockville, Ont.

WHITEWASH OUTFITS
Collins Mfg. Co., Toronto.

WHIFFLETREE HOOKS
The International Malleable Iron Co., Ltd., Guelph, Ont.

WHOLESALE HARDWARE
J. H. Ashdown Hardware Co., Ltd., Winnipeg.
Caverhill, Learmont & Co., Montreal.
The Hobbs Hardware Co. Ltd., London, Ont.
H. S. Howland Sons & Co., Toronto.
Rice Lewis & Sons, Ltd., Toronto.
Whites Limited, Collingwood, Ont.
Jas. Morrison Brass Mfg. Co., Toronto.

WHITE LEAD
Brandram-Henderson, Montreal, Que.
Canada Paint Co., Ltd., Montreal.
Carter White Lead Co., Montreal.
McArthur Irwin, Montreal.
Sanderson, Pearcy & Co., Ltd., Toronto, Ont.

WIND SHIELD GLASS
Hobbs Mfg. Co., Montreal, Que.
The Ontario Plate Glass, Ltd., Hamilton, Ont.
Sanderson, Pearcy & Co., Ltd., Toronto, Ont.

WINDOW WEIGHTS
The Katie Foundry Co., Galt, Ont.

WINDOW FITTINGS
Stanley Davies, Weston, Ont.

WINDOW GUARDS, WIRE
Canada Wire & Iron Goods Co., Hamilton, Ont.

WIPERS
Scythes & Co., Toronto.

WIRE
Canada Wire & Iron Goods Co., Hamilton, Ont.
Caverhill, Learmont & Co., Montreal, Que.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
Laidlaw Bale-Tie Co., Ltd., Hamilton, Ont.
Kasement Skrene Dore Co., Toronto.
The Western Wire & Nail Co., London, Ont.

WIRE, ANNEALED
Banwell-Hoxie Fide Fence Co., Ltd., Hamilton.
The Frost Steel & Wire Co., Ltd., Hamilton.
The Graham Nail Works, Toronto.

WIRE, BRIGHT
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
The Graham Nail Works, Toronto.

WIRE BASKETS, HEAVY
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.

WIRE CLOTH
Canada Wire & Iron Goods Co., Hamilton, Ont.
Kasement Skrene Dore Co., Toronto.

WIRE, COPPERED
The Graham Nail Works, Toronto.

WIRE CUTTERS
Bridgeport Hardware Co., Bridgeport, Conn.

WIRE, HAY
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
The Graham Nail Works, Toronto.

WIRE HOOPS
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Steel Co. of Canada, Ltd., Hamilton.

WIRE DOOR MATS
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.

WIRE, OILED AND ANNEALED
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
The Graham Nail Works, Toronto, Ont.

THE BUYERS' GUIDE

WIRE, TINNED
The Graham Nail Works, Toronto.

WIREWORK OF ALL KINDS
Canada Wire & Iron Goods Co., Hamilton, Ont.
Dennis Wire & Iron Works Co., Ltd., London, Ont.
The McDonald Wire Goods Co., Drummondville, Que.

WIRE WHEELS
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

WIREWORKING MACHINERY
Sleeper & Hartly, Inc., Worcester, Mass.

WIRE WINDOW SCREENS
Atlas Iron, Wire & General Metal Works, Toronto.

WOODENWARE
The Brett Mfg. Co., Winnipeg, Man.

WRAPPING PAPER
Alex. McArthur & Co., Montreal, Que.
Walter Woods & Co., Hamilton, Ont.

WRECKING BARS, CARPENTERS'
The Warren Tool & Forge Co., Warren, Ohio.

WRENCHES AND ACCESSORIES
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Caverhill, Learmont & Co., Montreal.
Edgar C. Guthard Co., Chicago, Ill.
Goodell-Pratt Co., Greenfield, N.Y.
Keystone Mfg. Co., Buffalo, N.Y.
Will B. Lane, Chicago, Ill.
The Peck, Stow & Wilcox Co., Southington, Conn.
The Star Mfg. Co., Carpentersville, Ill.
Trimont Mfg. Co., Roxbury, Mass.

WRENCHES, ADJUSTABLE "S"
The Keystone Manufacturing Co., Buffalo, N.Y.

WRENCHES, ALLIGATOR
Bridgeport Hardware Co., Bridgeport, Conn.

WRENCHES, RATCHET
Brown & Sharpe Mfg. Co., Providence, R. I.
L. S. Starrett Co., Athol, Mass.
J. H. Williams & Co., Ltd., St. Catharines, Ont.

WRENCHES, PIPE
The Keystone Manufacturing Co., Buffalo, N.Y.

WRINGERS
Beatty Bros., Ltd., Fergus, Ont.

WROUGHT NIPPLES
Jas. Morrison Brass Mfg. Co., Toronto.
J. H. Williams & Co., Ltd., St. Catharines, Ont.
The Union Iron & Metal Co., Ltd., Toronto.

WROUGHT WASHERS
J. H. Williams & Co., Ltd., St. Catharines, Ont.
The Wrought Washer Mfg. Co., Milwaukee, Wis.

WRINGERS, HAND AND POWER
J. H. Connor & Son, Limited, Ottawa, Ont.

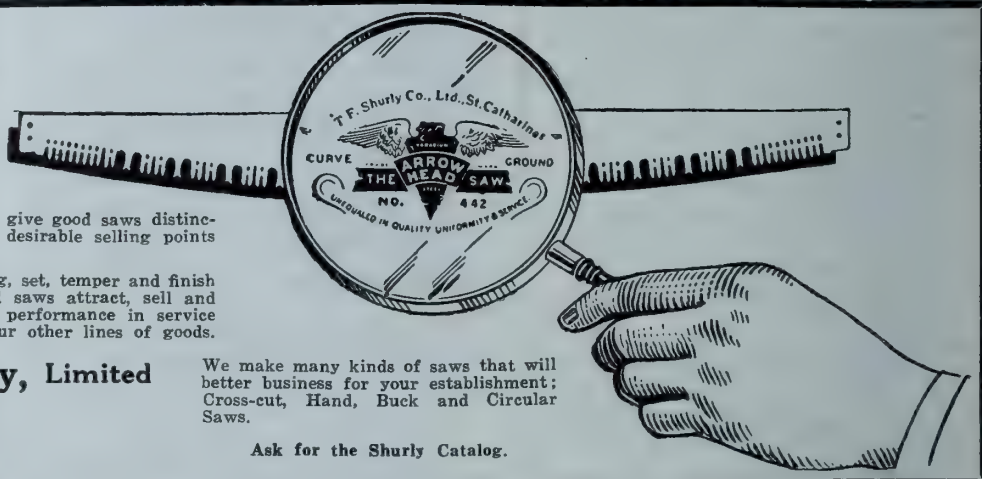
WROUGHT COUPLINGS
Wrought Washer Mfg. Co., The, Milwaukee, Wis.

YOKE ENDS
J. H. Williams & Co., St. Catharines, Ont.

ZINC, BAR
Canada Metal Co., Ltd., Toronto.
The Hoyt Metal Co., Toronto.

Arrowhead Saws

Vanadium Steel



How you sell saws depends partly on your salesmanship. You can sell a poor saw but once; to sell saws successfully and build yourself a permanent business you must sell good saws. To give good saws distinction and individuality they must have the desirable selling points of superior saws.

Arrowhead saws have those points; the hang, set, temper and finish are right, and they sell right. Arrowhead saws attract, sell and satisfy your customers. Their satisfactory performance in service creates confidence in your store, and in your other lines of goods.

T. F. Shurly Company, Limited
St. Catharines
Ontario

We make many kinds of saws that will better business for your establishment; Cross-cut, Hand, Buck and Circular Saws.

Ask for the Shurly Catalog.



THE PROGRESSIVE MANUFACTURING CO.
Torrington, Conn., U.S.A.

FORSTNER BITS

bore their way right through tough, hard, knotty, cross-grained wood and leave a smooth hole and clean surface. That's performance. THEY DIFFER FROM ALL OTHER BITS, BEING GUIDED BY THE RIM INSTEAD OF THE CENTRE. That's scientific construction. They bore any arc of a circle and can be guided in any direction. That's adaptability. Made for Brace-made Machines. Packed singly; packed in sets. That's convenience. And they sell to Wood Workers, Carpenters, Cabinet Makers and others. That's why you should sell them. Order through your jobber to-day.

CROWBARS

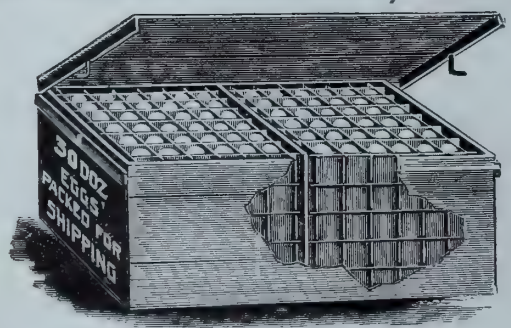


No. 102-A—CHISEL POINT

We offer you bars of High Carbon Steel at the same price as you are buying the Mild Steel Bar elsewhere. Write for price list and catalogue.

B. J. COGHLIN CO., LIMITED, Office and Factory: Ontario Street East, MONTREAL.

THE MILLER BROS. CO., LIMITED



Manufacturers of
White pulp egg case fillers and extra flats in standard and extra large sizes for 12 and 30 dozen egg crates.
20-38 DOWD STREET, - - MONTREAL, CANADA



OAKEY'S "WELLINGTON" KNIFE POLISH

The original and only reliable preparation for Cleaning and Polishing Cutlery, etc.

John Oakey & Sons, Ltd.

Manufacturers of
Emery, Black Lead, Emery Glass and Flint Cloths and Papers, etc.
Wellington Mills, London, S.E.1 Eng.

Agents:
F. Manley, 147 Bannatyne Ave. E., Winnipeg
Sankey and Mason, 839 Beatty Street Vancouver

If interested tear out this page and place with letters to be answered.

RAZORS

Fully Guaranteed



Made in Sweden from the finest Swedish Steel. Every Razor sent out by the Swedish Steel Forging Co., bears the trade mark "SSA." It carries a guarantee that the quality and workmanship stand for all that is best and select in the highest class Razors.

Write for Prices to-day

Canadian Agent:

F. W. Lamplough & Co.

46 Alexander St., Montreal

Manufacturer

Swedish Steel Forging Co.

SWEDEN

CURTIS AIR COMPRESSOR and TANK OUTFITS

Note these Special Features of this Garage Equipment :

1—Controlled-splash, self-oiling system. No excess oil in cylinder, no external leakage or waste of oil, no oil gets into the tires. Enclosed crankcase keeps out dust.

2—Uses about one-tenth of the oil used by any competing machine; saving in oil alone soon pays price of machine.

3—High and low level oil-filling gauge, so you can tell at a glance the amount of oil in the crankcase.

4—Fan flywheel cools cylinder; increases capacity.

5—Inspectable valves, light weight, large area.

6—Valves cannot drop into cylinder and wreck machine.

7—Hand unloader permits starting compressor against full tank pressure without burning out motor, blowing fuses or burning or jumping of belt.

8—Drop forged crankshaft. Adjustable, renewable, non-cutting die-cast bearings.

9—Head removable without breaking or bending any pipe connection or pipe fittings; only one gasket.



Welded Steel Pressure Tanks

For Air, Gas and Liquid

We make these tanks of best quality copper, steel welded throughout and thoroughly tested under Air Pressure to 300 lbs. before leaving our factory.

Write for price list and further particulars. Send names of prospective customers to whom we may mail literature.

We also make baths, steel factory equipment, gasoline tanks, truck tanks, etc.

The Steel Trough & Machine Co.,

Limited

Tweed, Ontario, Canada

HARDWARE & METAL is the only weekly hardware paper in Canada and is read by practically every worth-while buyer, both wholesale and retail, in Canada. HARDWARE & METAL is the logical medium to use if you have a message for the Canadian hardware trade.

UNIMECO

MADE IN CANADA

WROUGHT WASHERS

Prompt Shipments

of this wide and useful range of wrought washers of every variety —in round and square, plain or galvanized.

Annealed Rivet Burrs of the same high degree of excellence can also be supplied.

"Unimeco" are the better kind with an unusual finish. They are profitable to handle. Write to-day for prices and information. It will pay you.

THE UNION IRON & METAL CO.
LIMITED
1951 DUNDAS ST. W.
TORONTO CANADA

If interested tear out this page and place with letters to be answered.

Are You Ready for More Business?

Are you ready to meet the increased demand from your customers this spring, for

TRADE MARK Ventiplex PADS

These soft, sanitary, durable pads are becoming more popular every year, in fact there is no pad that can equal Ventiplex for real all-round value and service.

Ventiplex Pads need only to be shown to be sold. Be sure your stock is complete.

Write now for prices and particulars to

The Burlington Windsor Blanket Company, Limited

Toronto - Ontario

Willow Clothes Baskets

3 Popular Sizes

ORDER NOW

Walter Woods & Co.

Hamilton and Winnipeg

IT HAS BEEN SAID that half the money spent on advertising is wasted

That probably was true six years ago.

It certainly is not true now.

To the Audit Bureau of Circulations is due much of the credit for the difference.

Six Years Ago space was bought by guesswork. Now it is bought with a definite knowledge of circulation:—how many copies are printed, how they are distributed, how many paid for and how many given away.

The advertiser who does not protect himself by asking to see the A. B. C. reports of the publications he uses is reactionary and invites a return to the wasteful methods of former years.

Hardware and Metal is a member of the A. B. C. Its advertisers are fully protected.

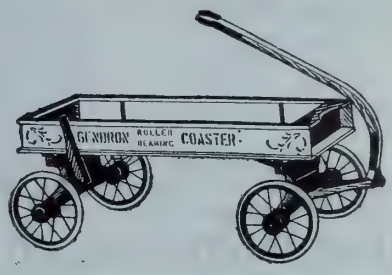
If interested tear out this page and place with letters to be answered.



WHEEL GOODS

A line that is always in demand

We make the complete line



THE GENDRON MFG. CO., Limited, TORONTO

CANADA REX SPRAY CO. LIMITED

REX
Arsenate of Lead

It is always uniform
The best for spraying
It mixes easiest
Most easily held in suspension
No clogging of nozzles
It kills quickest
Adheres longest to the fruit
Sprays evenly over the foliage
Pure and Safe

Write for Prices and Our Free Bulletin.

Canada Rex Spray Company
Limited
Brighton Ontario Canada

ST. MARYS WOOD SPECIALTY CO.
HOCKEY STICK SPECIALISTS HANDLES FOR AXES, PICKS HAMMERS, MINERS ETC.



OUR HOCKEY STICKS

Are made in the largest and best equipped factory in Canada. They are manufactured with a view to get the best QUALITY, SHAPE and FINISH. They LOOK WELL, SELL WELL, and LAST WELL.

Wire for Copy of Price List Just Issued

ST. MARYS WOOD SPECIALTY CO., Ltd.
ST. MARYS, ONT.

PINK'S LUMBERING TOOLS

The Standard Tools in every province of the Dominion, New Zealand, Australia, etc.

We manufacture all kinds of lumber tools. Light and Durable.

LONG DISTANCE PHONE No. 87.

Send for Catalogue and Price List.

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

THOS. PINK COMPANY, LIMITED
Manufacturers of Lumber Tools
Pembroke Ontario



If interested tear out this page and place with letters to be answered.

OUR COLORED GRADES
1B, 1A, 7, 1, 5

OUR WHITE GRADES
Jap, XC, X, XX, XXX

We can supply you with cotton waste at prices lower than any others for equal quality. Better write us your needs to-day.

ACME WASTE MFG. CO., LIMITED
492 Wellington St. W., Toronto

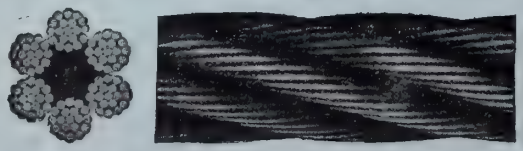
HOYT METALS

SELL YOUR SHARE

Engineers in charge of valuable machinery, and responsible for steady production, know the value of Hoyt Metals wherever speed and fast work are necessary. There are many prospects in your town, where you can introduce Hoyt Metals, assured of consumer satisfaction and new business for yourself.

HOYT METAL COMPANY
MONTREAL TORONTO WINNIPEG

WIRE ROPE AND FITTINGS



OF ALL CONSTRUCTIONS

The demand is steady. Are you getting your share of this business? We co-operate with you.

Have you a copy of our Catalogue?

We also manufacture Wire Cloth, Iron Stairways, Fire Place Screens, Window Guards

CANADA WIRE & IRON GOODS CO.
HAMILTON

Fittings Limited



Manufacturers of Malleable and Cast Iron Pipe Fittings

Oshawa

JOSEPH RODGERS & SONS LIMITED
SHEFFIELD, ENG.

Avoid imitations of our
CUTLERY
By seeing that this exact mark is on each blade.

REGISTERED TRADE MARK
GRANTED 1682.

SOLE AGENTS FOR CANADA
James Hutton & Company
MONTREAL

Heats Itself Sells Itself

Here is a real money-maker for dealers—"Comfort" Flat Iron — "Heats as It Irons."

Every housewife wants one. Spring-time is profit-time. We supply cuts of ads free and pay for first ad in your local newspaper.

Write your jobber
NATIONAL STAMPING & ELECTRIC WORKS
Chicago, Illinois



Heats While it Irons

"COMFORT" Self-Heating IRON



Universal Spring Coiler

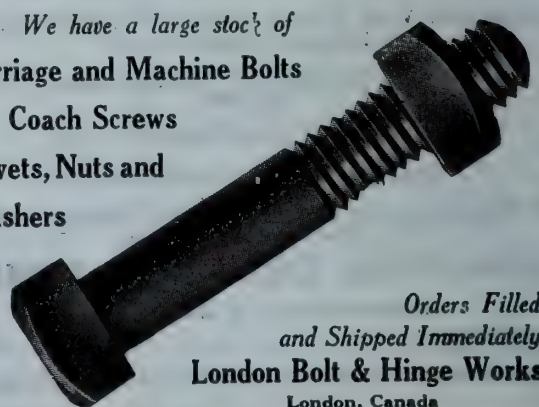


Illustration showing Spring Forms made on Coiler

These Coilers are built in 8 sizes.

Sleeper-Hartley, Inc.
Worcester, Mass., U.S.A.

We have a large stock of
Carriage and Machine Bolts
Coach Screws
Rivets, Nuts and Washers



Orders Filled and Shipped Immediately
London Bolt & Hinge Works
London, Canada

Pedlar's

Galvanized Steel Shingles
Corrugated Iron Siding
Plain and Stone Pattern Siding
Metal Ceilings and Walls
Eaves Trough and Conductor Pipe, Etc.

Write for Price List and
Illustrated Catalog H.M.

The Pedlar People Limited
Established 1861
Executive Office and Factories: Oshawa, Ont.
Branches: Montreal, Quebec, Halifax, St. John, Ottawa
Toronto, Winnipeg, Calgary, Vancouver.



IMPERIAL SOLDERING PASTE

for Electricians, etc.

ROSEN, FLUX and ACID CORE SOLDER

THE CANADA METAL CO., LIMITED
TORONTO HAMILTON MONTREAL WINNIPEG VANCOUVER

Stove Mica

All sizes of Clear Mica in stock for immediate shipment.
Mica Electrical Insulation of Every Kind.

Price List on Application.

Mica Company of Canada, Ltd.
P.O. Box 156, Hull, Que.

BRASS TACKS

Brass and Brass Plated

FURNITURE AND CHAIR NAILS

All Kinds of Cut Tacks and Small Nails

Dominion Tack & Nail Co.
Limited
Galt - Canada

Tuck's Genuine Packings

Asbestos and Others for High Pressure, Steam, Hydraulic and Other Purposes.

Trial Orders Solicited—Our Packings Do the Rest

Insist Upon Having the TRADE  **Packing Bearing Our MARK**

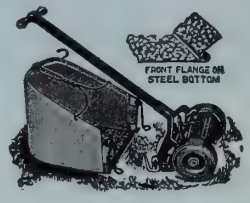
TUCK & COMPANY, LIMITED
London Liverpool Cardiff, Etc.
Canadian Representative:
Wm. J. Brown, 117 Youville Square - - - Montreal, Que.
Stocks carried in all sizes **TEL. No. MAIN 2387**

"EASY EMPTYING" GRASS CATCHERS

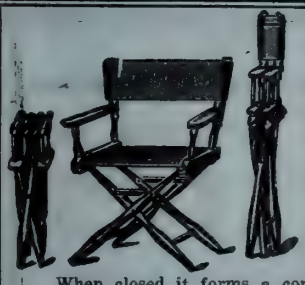
"Favorably Known the World Over."

Rigid — Light — Durable

Many exclusive patented features and strong selling points explained in catalog.



THE SPECIALTY MFG. CO.
St. Paul, Minn., U.S.A.



Ingenious Folding Chairs

This handsome chair not only appeals to your customer for outdoor comfort, but it is good-looking, substantial furniture that adds to the appearance of a summer place. When open it offers a comfortable, strong seat. When closed it forms a compact bundle easy to carry, ship or store.

We also manufacture Step and Extension Ladders, Ironing and Bake Boards, Folding Chairs and Tables, Clothes Bars and Summer Furniture.

Write for Catalogue D.

The Stratford Manufacturing Co., Limited
STRATFORD, ONTARIO

The Latest Improved

That's How We Term the

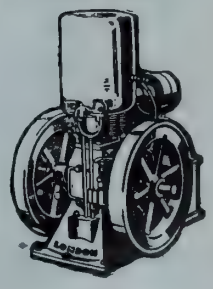
LONDON ENGINE

for it is up-to-the-minute in every detail. Every worth-while improvement in engine construction is designed in the "London."

"The Right Arm Of Power."

No tank—no fan—no freezing—water-cooled, frost-proof.

Dealers! Write for illustrated booklets.



London Gas Power Co., Ltd.
29 York Street, London, Ontario

If interested tear out this page and place with letters to be answered.

WANT ADS

If you want a buyer, clerk, salesman, traveler, position, you can reach the best men in the trade through these columns.

If you wish to buy or sell a business, or dispose of overstocks, you can reach a larger number of hardware men through this page than in any other way.

Rates (payable in advance) 2 cents per word. An additional charge of 10 cents for each insertion is made when Box Number is required. Each figure counts as one word. When panels are desired a charge of $2.20 is made for a panel 1 inch deep by 2⅛ inches wide.

Address all advertisements for this section to HARDWARE AND METAL, 143-153 University Ave., Toronto, Can.

SITUATIONS WANTED

HARDWARE MAN, SIX YEARS' WHOLESALE experience, desires position. Open for engagement May 1st. Excellent references. Box 161, Hardware and Metal.

WANTED—POSITION AS CLERK OR TRAvelling salesman, 5 years' hardware experience. Open for engagement. Box No. 441, Hardware and Metal.

FIRST-CLASS TINSMITH WOULD LIKE TO hear of good opening in live Ontario town where tinshop could be rented with option of purchasing same. Apply Box 78, Hardware and Metal.

WANTED

WANTED — TWO SALESMEN HAVING A good connection with the hardware trade in Eastern and Western Ontario to sell a well-known line of aluminum cooking utensils on a commission basis. Reply, stating experience, lines handled and how often territory is covered, to Box 66, Hardware and Metal.

WANTED—Canadian company to assemble and market the well-known **"Break-Not"** Battery Hydrometer Syringe on a royalty basis in Canada under our Canadian Patent. The article has been sold in Canada for some time past and is well known. The proposition requires no manufacturing, but will fit in well with any selling organization that has an established trade among the Jobbers and some facilities for light assembly work. Address

E. EDELMANN & CO.,
2638 No. Crawford Ave., - Chicago.

FOR SALE

FIRESIDE FURNISHINGS—JOBBERS WANTed to handle low price, high-class English-made fireside furnishings. Send for designs and prices. W. Howdle, 137 Wright Street, St. John, N.B.

FOR SALE—SET OF TINSMITHS' TOOLS. John L. Wilson, Enterprise, Ont.

FOR SALE—STOVE REPAIRS, FIRE BRICKS, iron linings, water fronts, for Garlands, Pen Esthers, Acmes, Sunlights, Welcomes, Supremes, Souvenirs, Crown Hurons, New Empress, Sterlings, Marvels, Climax, Arklaus, Colonials, Peninsulars and all kinds of ranges. Write for list and prices. Grundy Bros., Strathroy.

FOR SALE—PLUMBING, HEATING AND Sheet Metal Business, in one of the most prosperous cities of Western Canada. Has been established eight years and has good connection in city and country. This is a splendid opportunity for one or more live wires. With stock, tools and property, or sell stock and tools and lease the property. For particulars apply Box 936, Hardware and Metal.

FOR SALE—AS A GOING BUSINESS, THE hardware stock of the Fraser Hardware Co., Granville St., Vancouver, B.C.

MISCELLANEOUS

WINNIPEG FIRM WITH A1 FINANCIAL standing, and well established connection with both Wholesale and Retail Trade throughout Western Canada, are in a position to properly market a few more Quality lines. Any Manufacturer desiring representation in this territory address P.O. Box 2134, Winnipeg.

Decalcomania Transfer
NAME PLATES
Made in Canada by
Canada Decalcomania Co., Limited
364-370 Richmond St. W., Toronto, Can.

QUICK RESULTS

If you want to buy or sell a business, dispose of overstocks, hire a clerk or manager, use the "Wanted" page of HARDWARE AND METAL. There is no other way in which you can get in touch, more quickly or thoroughly with the best prospects, than by using the "Wanted" page of HARDWARE AND METAL. Cost is only two cents per word, with 10c additional for Box Number.

NICKEL PLATING

Orders executed promptly. Prices on application. Communicate with F. W. Higginson, 173 William St., Montreal. Telephone Main 8144.

Have you any small needs?

Do you want to sell anything?

If so, advertise on this page and watch results.

Hardware and Metal's unique circulation as proven by the A.B.C. audit is due to 33 years of honest effort to give the retail trade the best possible service.



TRADE MARKS

Any trade-mark shown on this page, when stamped on an article of hardware, is the manufacturer's personal "O.K.," guaranteeing the quality of the product.

Metal Stamping and Press Work to Order

Also name plates, embossed trade checks, time checks, badges, steel stamps and stencils or anything in steel or brass lettered or embossed to order.

The Hamilton Stamp and Stencil Works, Limited, Hamilton, Ont.

Sankey's Pyruma Putty Fire Cement
Easy to handle. Ready for use.
For Stoves, Ranges, Furnaces, Kilns, etc., Superior to other Plastic Fire Cements. Sets Hard without heat. Fusing Temperature 3,000° F.
Quotations from
MANNING, HINTON & BRISSENDEN
Post Office Box 37 Halifax, N.S.

DOON TWINES, LIMITED
KITCHENER, ONT.

Manufacturers of all kinds of Twines and Cordage, Plow Lines, Clothes Lines, Ropes, etc. Write for samples and prices.

MILLS AT DOON, and KITCHENER, ONT.

Look for the full name
RUSSELL JENNINGS
stamped on the round of our
AUGER BITS
The original double twist auger bit, Patented by Mr. Russell Jennings in 1855.
RUSSELL JENNINGS MFG. CO.
Chester, Conn., U.S.A.

STERLING
Hack Saw Blades and Machines
Manufactured by
Diamond Saw & Stamping Works
BUFFALO, N.Y.

"Monarch" & "Safe-Lock" Fencing

We make Farm, Lawn and Poultry Fencing, Gates, etc., and *sell exclusively to the Hardware Trade.* Write for Agency.

Owen Sound Wire Fence Co. Ltd.
OWEN SOUND, ONT.



Everlast Oilcloth Binding

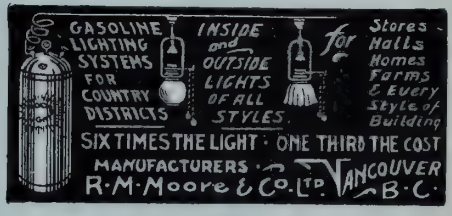
A solid brass, heavy gauge, double bevelled grade, as used in office buildings everywhere.

The Metal Weatherstrip Co.
OTTAWA



Sash Weights Wall Washers

All Kinds of
Plain Duplicate Gray Iron Castings
CANADIAN DIE CASTING CO., LIMITED
Drummond Building, Montreal



HARDWARE AND METAL

is the logical medium to use if you have a message for the Canadian hardware trade.

PETERBOROUGH CANOES

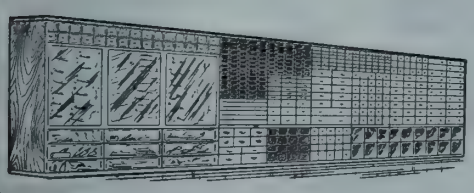


High Grade Canvas Covered and Wooden Canoes, Row Boats, etc
Paddles and Oars.
Peterborough Canoe Company Limited
258 Water Street Peterborough Canada.

PORTABLE COAL BASKETS
DOME DAMPERS
ASH DUMPS BELL TRAPS
BREATHER CAPS
SOOT DOORS
GRATES and COVERS
VENTILATING AIR BRICK CASTINGS
Toronto Foundry Co.
884 Davenport Road TORONTO, CAN.

DOES ADVERTISING PAY?

USE THIS SPACE AND SEE



Cameron Store Equipment

Our Specialty

Cameron & Company
74 Logan Ave. Toronto

HARDWARE AND METAL

is the only weekly hardware paper in Canada, and is read by practically every worth-while buyer, both wholesale and retail, in Canada. HARDWARE AND METAL is the logical medium to use if you have a message for the Canadian hardware trade.

If interested tear out this page and place with letters to be answered.

INDEX TO ADVERTISERS

A

Acme Waste Mfg. Co., Ltd. .. 100
Allcock, Laight & Westwood .. 22
Ashdown Hardware Co., J. H.. 81
Arnett, Thos. Lewis 82
Auto Strop Safety Razor Co., Limited 13

B

Barrett Co., Ltd. 87
Barnett Co., Ltd., G. & H. ... 77
Brett Mfg. Co. 82
Brown & Sharpe Mfg. Co. ... 16
Brown, Wm. J. 101
Brown-Boggs Co., Ltd. 89
Bowser & Co., Ltd., S. F. ... 20
Boston Varnish & Color Co.... 67
Burlington Products Ltd. 71
Burrows, Stewart & Milne Co., Limited 6
Burlington Windsor Blanket Co., Ltd. 93

C

Cameron & Co. 103
Can. Decalcomania Co., Ltd. .. 102
Canada Metal Co. 25, 69, 101
Canada Cycle & Motor Co., Ltd. 69
Canada Dry Cells, Ltd. 83
Canada Steel Goods Co., The 3
Can. Wire & Iron Goods Co... 100
Canada Rex Spray Company .. 99
Canadian Canoe Co. 103
Can. Hardware and Implement Underwriters 24
Canada Die-Casting Co. 103
Can. Westinghouse Co., Ltd. . 7
Can. Foundries & Forg. Co., Limited 5
Channell, Limited ..... Inside front cover
Clayton & Lambert Mfg. Co. . 91
Cleveland Stone Co., The 24
Coghlin Co., Ltd., B. J. 96
Consumer Cordage Co., Ltd. . 18
Consolidated Plate Glass Co. of Canada, Ltd. 89

D

Davidson Mfg. Co., Ltd., The .. 27
Diamond Saw & Stamp Wks. . 103
Dominion Belting Co., Ltd. .. 83
Dom. Sheet Metal Corp. 75
Dominion Tack & Nail Co. ... 101
Doon Twines, Ltd. 103
Dustbane Mfg. Co., Ltd. 30

F

Findlay Bros. Co., Ltd. 17
Fittings Limited 100
Flexible Shaft Co., Ltd. 9
Flint Varnish & Color Works of Canada, Ltd. 63

G

Garland Company, The 25
Gendron Mfg. Co., Ltd. 99
Glidden Co., Ltd., The 61
Gillette Safety Razor Co. of Canada, Limited 10, 11
Goldstein Mfg. Co., Limited .. 69
Graham Nail Works 91
Gutta Percha & Rubber, Ltd. . 8

H

Hamilton Cotton Co. 25
Hamilton Stamp & Stencil Works, Ltd. 103
Hamilton Stove & Heater Co. 21
Hoyt Metal Co., Ltd. 100
Hobbs Mfg. Co. 77
Howland, Sons & Co., H. S. .. 1
Hutton & Co., James 100

I

Imperial Oil, Limited 12
Imperial Varnish & Color Co.. 65
International Business Machines Back cover

J

Jardine & Co., Ltd., A. B. ... 26
Jennings Mfg. Co., Russell . 103
Johnson, Edward E. 26

K

Kribs Co., Ltd., W. A. 14

L

Laidlaw Bale & Tie Co., Ltd. .. 26
Lamplough & Co., F. W. 97
Landers, Frary & Clark 2
London Gas Power Co., Ltd. .. 101
London Bolt & Hinge Co..... 100
London Rolling Mill Co., Ltd... 23
Lufkin Rule Co. of Can., Ltd.. 104

M

McArthur & Co., Alex. 30
McDougall Co., R. 31
McClary Mfg. Co., Ltd. 19
Manning, Hinton & Brissenden 103
Martin & Co., L. 91
Macdonald Wire Goods Co. ... 20
Manitoba Steel & Iron Co. 82
Maxwells Limited 22
Metal Weatherstrip Co. 103
Mica Co. of Canada, Ltd. 101
Miller Bros. Co., Ltd. 96
Morrison Brass Mfg. Co., Ltd., Jas. 23
Moore & Co., R. M. 103
Myers & Bro., F. E. 23

N

National Electric Heating Co., Ltd. 15
National Stamp. & Elec. Wks. 100
Nagle Mercantile Agency 82
Nicholson File Co. 31
North Bros. Mfg. Co. 29
Niagara Metal Stamp. Corp... 24
Nineteen Hundred Washer Co.. 21
Nova Scotia Steel & Coal Co. 23

O

Oakey & Sons, John 96
O-Rib-O Mfg. Co. 82
Owen Sound Wire Fence 103

P

Peterborough Canoe Co., Ltd.. 103
Peck, Stow & Wilcox 73
Pedlar People Ltd. 101
Parmenter, Bulloch & Co. 26
Pink Co., Thos. 99
Plymouth Cordage Co. 4
Progressive Mfg. Co. 96

R

Ramsay & Son Co., A...Front cover
Renfrew Electric Pro. Co., Ltd. 34
Russell Jennings Mfg. Co. 103
Rideau Specialty Co. 103

S

Savage Arms Corp. ..... Inside back cover
Scarfe & Co., Ltd. 56, 57
St. Marys Wood Specialty Co., Ltd. 99
Sanderson Pearcy & Co., Ltd. 59
Shurly Co., T. F. 96
Shurly Dietrich Co., Ltd..... 30
Shaw & Son, Ltd., John (Wolverhampton) 28
Sleeper & Hartley, Inc. 100
Soren Bros., Ltd. 85
Specialty Mfg. Co. 101
Stanley Works, The 32
Starrett Co., L. S. 29
Star Specialty Mfg. Co. 30
Stephens & Co., G. F. 79
Sterling Twine Co. 91
Still Mfg. Co., J. H. 25
Stratford Mfg. Co. 101

T

Taylor-Forbes Co., Ltd. 73
Toronto Plate Glass & Importing Co. 77
Toronto Foundry Co., Ltd. ... 103
Trees & Co., Samuel 27

U

Union Iron & Metal Co. 97

W

Want Ad. Page 102
Westco Pumps, Ltd. 22
Western Wire & Nail Co. 83
Wilckes-Martin-Wilckes Co. ... 103
Wheeler & Bain 91
Wiebusch & Hilger, Ltd. 28
Wilkinson & Kompass 91
Woods Mfg. Co. 20
Woods & Co., Walter 98
Wright Co., Ltd., E. T. 22
Wrought Washer Mfg. Co. 89

LUFKIN — ACCURACY

Instantly Associated,
In the minds of those who measure,
Everywhere.

THE LUFKIN RULE CO. OF CANADA, LTD.
WINDSOR, ONT.

TAPES *and* RULES



THIRD ASIATIC EXPEDITION
OF THE
AMERICAN MUSEUM OF NATURAL HISTORY
IN COOPERATION WITH THE
AMERICAN ASIATIC ASSOCIATION
AND
ASIA MAGAZINE

Address Correspondence to
ROY CHAPMAN ANDREWS, Leader
American Museum of Natural History
New York City, U. S. A.

November 30, 1920.

Savage Arms Corporation,
50 Church St,
New York City.

Dear Sirs:

Many thanks for your letter of November 29th. I have always had a very warm feeling for the Savage Arms Corporation, for I have found not only personally, but through my friends, that your policy has always been one of far-sightedness: moreover, your guns are exceedingly effective, and in the .250-3000 cartridge you have a splendid product. The astonishing shocking power of this cartridge has frequently accomplished for me what heavier bullets and higher charged ammunition have failed to do.

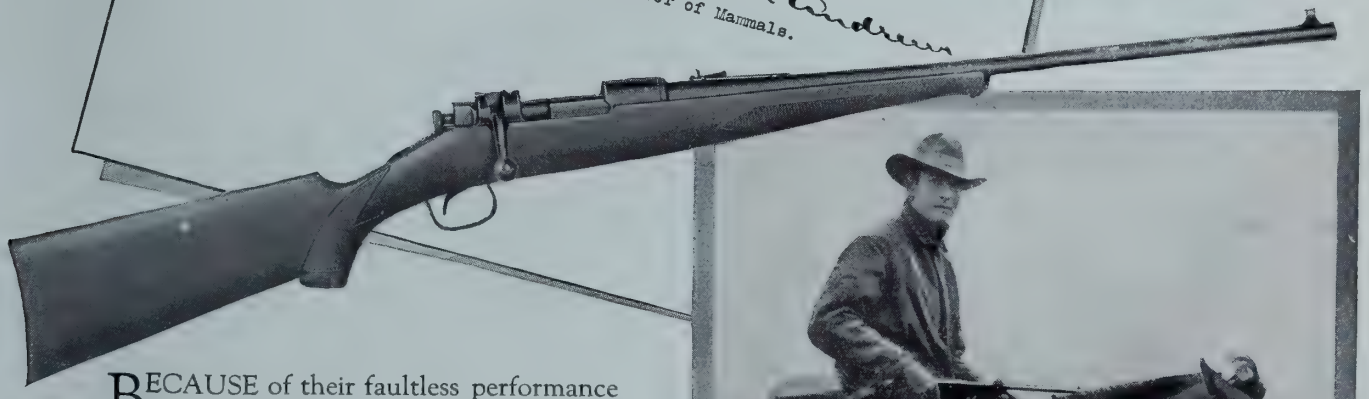
I am taking your Model 1920 Bolt Action .250-3000 on the Third Asiatic Expedition. It is just the gun for my purpose, as I consider it the best-all-round rifle obtainable, and an ideal saddle companion.

Very sincerely yours,

Roy Chapman Andrews

Associate Curator of Mammals.





BECAUSE of their faultless performance under conditions highly trying to ordinary firearms, because their dependability is proverbial, Savage Rifles are included in the equipment of the third Asiatic Expedition.

Savage Rifles and Firearms have been "the right arm" of many of the important scientific and explorative Expeditions of recent years.

ROY CHAPMAN ANDREWS
on his pony "Kublai Khan" with a Mongol Antelope.

"The Savage .250-3000 rifle did splendid work on the Mongolian plains where we seldom shot at less than 300 yards. I killed several running antelope at 450 yards and found that the great killing power of the Savage projectile made it ideal for this type of work".

SAVAGE ARMS CORPORATION
UTICA, N. Y.
Executive and Export Offices: 50 Church Street, New York

SAVAGE

OWNERS AND OPERATORS OF J. STEVENS ARMS COMPANY, CHICOPEE FALLS, MASS.

TAKE UP THE SLACK IN YOUR PROFITS

—The DAYTON will help you

Immediately you place an International Dayton Hardware Scale at every convenient point on your counters, you begin to take up the slack in your profits.

A few months' use and the Daytons have paid for themselves.

After that, all they save is pure "VELVET."

The Dayton Hardware Scale has been described as "The most valuable piece of store equipment ever introduced into the Canadian Hardware trade."

As a service-giver and as a money-maker, it stands supreme.

Why?

The answer is: Scientific construction.

The scale buyer who looks for lasting results informs himself well on the essentials of true and perfect scale building. The specifications of the International Dayton Hardware Scale are the product of long experience. They have no weak points.

Every one of the Dayton specifications is worthy of study in itself. Here are a few of the points in which it excels all others: Rack and Pinion; oil tempered springs; Thermostat or Automatic Compensating device; Equalizing rod; ball bearings; leverage system; pivots; agate bearings; finish.

No hardware merchant can afford to be without the Help of the Counting Scoop in Stock-taking Time. It counts automatically nuts, bolts, screws or other small articles.

International Dayton Hardware Scales

Make the correct weight and correct value instantly visible. They knock out the underweight and overweight and become a medium of good will between merchant and customer.



Dayton Hardware Scale. Wire rack for use with this scale is shown below.

International Business Machines Co., Limited

F. E. Mutton, Vice-President and General Manager

Head Office and Factory, 300-350 Campbell Ave., Toronto

PUBLISHED EVERY SATURDAY SINCE 1888

Hardware and Metal

Vol. XXXIII No. 18 | THE MACLEAN PUBLISHING COMPANY, LIMITED | APRIL 30, 1921
PUBLICATION OFFICE: TORONTO, CANADA



THE BLUE BARREL
—The Outward Mark of
Inward Quality

Livingston Brand Linseed Oil
"THE KIND YOUR GRANDFATHER USED"

ORDER IT FROM YOUR JOBBER



TRUE VALUE



Lies not so much in the price paid, as in the superior quality of the article purchased.

IT IS because of a widespread public belief in that truth—as applied to Furniture Polish and Mops—that Merchants find it easy to get the full sales prices for O-Cedar products. Because of our co-operation in this price maintenance, the storekeeper is confident of obtaining—on every O-Cedar Polish Mop and every can of O-Cedar Polish sold—the full profit which is his reasonable reward for the part he plays in marketing these high-grade goods.

CHANNELL LIMITED - TORONTO

CLEANS AS IT POLISHES

O-Cedar Polish

In Bottles
30c and 60c

In Tins
$1.50 to $3.50

'RICE LEWIS' NEWS

June—*the wedding month*—will soon be here

FOR the next few weeks the order of the day, or rather the evening, will be showers for the June bride-to-be. This is your opportunity to get in on some good business while it's going. Silverware and Pyrex Ovenware are lines best suited to this purpose. Are your windows trimmed with such gift suggestions right now?

Let us sort your stock.

Community Plate

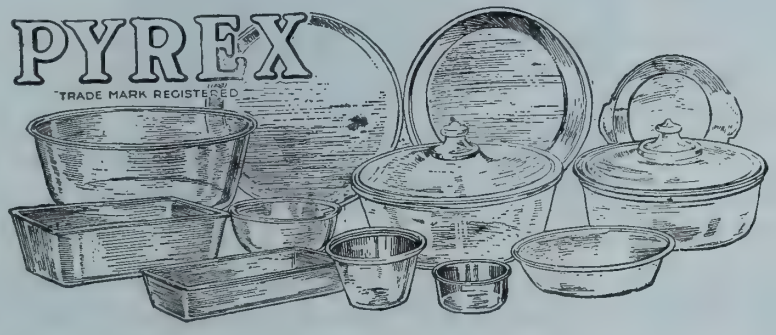
We carry a full line of flatware in the following patterns—"Adam," "Patrician," and "Sheraton," and can give prompt delivery. These patterns are proven good sales makers.

Rogers 1847

Our stock of Rogers 1847 flatware consists of such patterns as "Old Colony," "Cromwell," "Continental," and "Tipped." This is a quartette of standard lines which have ready sale.

PYREX Ovenware

We carry a full line of Pyrex in plain and cut, in separate pieces or sets.



The Gift Sets

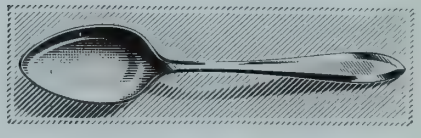
For wedding gifts the Pyrex Gift Set is most acceptable.

Community "Patrician"



Ask the "Rice Lewis" Man for prices on Pyrex and Silverware.

Community "Patrician"



RICE LEWIS *and* SON, LIMITED

Victoria Street, Toronto

If interested tear out this page and place with letters to be answered.

IMPORTANT ANNOUNCEMENT

The Sheet Metal Products Co. of Canada Limited Are Appointed Sole Agents for Canada for the Puritan Oil Stoves

WE have completed arrangements with the Perfection Stove Company, Limited, of Sarnia, whereby we have obtained the exclusive rights to sell the Puritan Oil Stove in Canada.

The Canadian public are fully acquainted with the merits of the Puritan Oil Stove. It has been made in Canada and the United States by the makers of the New Perfection Oil Stove for many years.

It is almost imperative that every dealer should handle a line of Oil Stoves. He will realize how convenient and how much more economical it will be to be able to buy these nationally advertised Oil Stoves at the same time as he is sorting up on enameled ware and other sheet metal lines.

The Puritan Oil Stove (every part of which is made in Canada) operates on the blue flame principle. It is most economical on fuel. The most vital parts of the stove, that is, the combustion tubes, carry a five year guarantee. The stove has a real wick (interchangeable on New Perfection Stoves), a positive wick stop that is absolutely foolproof and burns with the flame right next to the pot. Every stove carries our guarantee and the guarantee of the makers

Our representatives will have the pleasure of submitting our proposal to the trade shortly. Meanwhile, full information, prices, etc., may be obtained from your jobber or from us direct. Orders should be placed early.

Shipments Made Promptly

SMP "QUALITY"

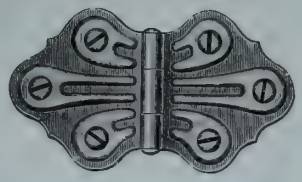
The Sheet Metal Products Co., of Canada Limited

Montreal TORONTO Winnipeg

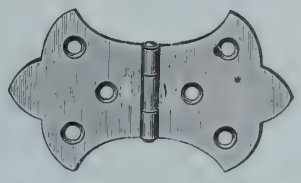
Vancouver

SMP "QUALITY"

If interested tear out this page and place with letters to be answered.



"Butterfly" Pattern No. 1431



"Clover Leaf" Pattern No. 1490





THE HATCH GARAGE DOOR OUTFIT



Things That Sell Every Day

These few articles, selected at random from the extensive lines of the Canada Steel Goods Company, Limited, are merely suggestions of "things you sell every day."

This is a line of dependable, reliable articles that brings steady and worth-while returns to the merchant. We suggest that you send for Catalogue "D"; examine it well, and then sort up your lines of Builders' Wrought and Garage Hardware.

Canada Steel Goods Co., Limited

Hamilton - - Canada

If interested tear out this page and place with letters to be answered.



Used Universally--

Imperial Floor Dressing comes in one and four-gallon lithographed sealed cans, and in half-barrels and barrels. Ask the Imperial Oil salesman for prices and a demonstration.

IMPERIAL
FLOOR DRESSING

Imperial Floor Dressing is a great boon to storekeepers and dealers. It catches and holds at least 90% of the dust that would otherwise settle on goods and display shelves and detract from their appearance

Imperial Floor Dressing is a sanitary, wood-preserving preparation that definitely lays dust. It will not gum or evaporate, and it keeps floors and fixtures looking their best at all times.

Imperial Floor Dressing is conveniently applied and surprisingly economical. One gallon treats from 500 to 700 square feet. A single application is all that is needed for weeks.

Imperial Floor Dressing is a big seller for use in hospitals, churches, schools, billiard halls and institutions of every kind. Its use on your own floors is the best demonstration you can make. That alone will create a steady, profitable demand for this high quality dressing.

Ask the Imperial Oil salesman about Imperial Floor Dressing.

IMPERIAL OIL LIMITED

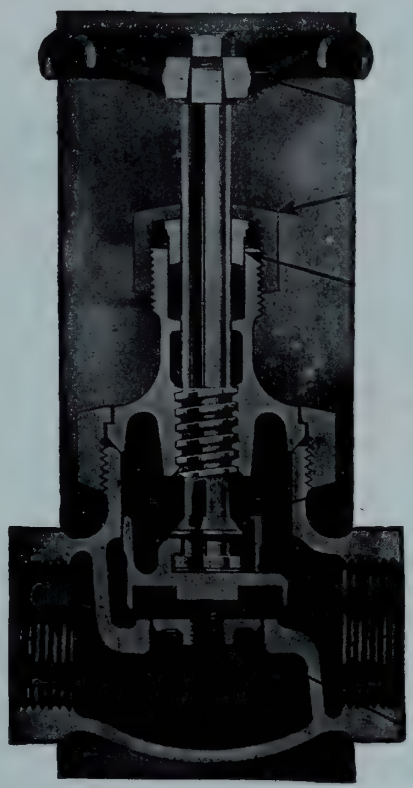
Power - Heat - Light - Lubrication

BRANCHES IN ALL CITIES

If interested tear out this page and place with letters to be answered.

SEVEN FEATURES OF THE CRANE NUMBER 7

for use in plants where continuous service is required and where discs must be changed quickly without injury to the valve.



1—Easily removable malleable iron, non-heat wheel

2—Malleable iron nut

3—Brass gland

4—Malleable iron nut

5—May be packed under pressure when valve is wide open

6—Removable disc holder for quick change

7—Removable nut for changing disc

Made in sizes ¼-to 2-inch; for 150 pounds steam working pressure; discs for steam, air and water supplied as ordered. Body, Bonnet, Stem, Disc Holder, Gland, made of Brass.

Fully described in Circular No. 1 which will be sent upon request.

Manufacturers of Valves, Fittings and Piping Equipment and Distributors of Pipe, Plumbing and Heating Supplies.

CRANE
LIMITED
HEAD OFFICE & WORKS
1280 ST. PATRICK STREET
MONTREAL

Branches and Warehouses:
HALIFAX, OTTAWA, TORONTO, WINNIPEG, REGINA, CALGARY, VANCOUVER.

Sales Offices:
QUEBEC, SHERBROOKE, HAMILTON, VICTORIA.

CRANE-BENNETT
Limited
Head Office and Warehouse:
LONDON, ENGLAND.

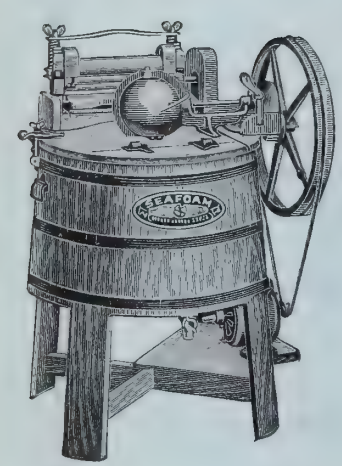
Sales Offices:
MANCHESTER, BIRMINGHAM.

8

If interested tear out this page and place with letters to be answered.

"Seafoam" Electric Washer

The Result of Twelve Years' Service
Seafoam Sales To-day are Satisfactory



Because dealers can offer a machine that will do the washing and wringing by power by the method proved the best by years of experience, and sell it at a low price which is within the reach of the average householder.

Cypress tub, highest grade reversible wringer, Robbins & Myers motor, which will develop ¼ horsepower and trouble-proof mechanism, concisely describes this all-Canadian made machine.

The "Seafoam" will give the best of service every wash day for many years. Twelve years on the market has proved this.

Dealers not already enjoying "Seafoam" profits should capitalize the opportunity of handling this commonsense, practical, washing and wringing machine, which will sell and satisfy.

Electros suitable for newspaper or catalogue sent free.

DOWSWELL, LEES & CO., LIMITED
HAMILTON, CANADA

Eastern Representative :
JOHN R. ANDERSON
MONTREAL, QUE.

Western Representative :
HARRY F. MOULDEN & SON
WINNIPEG, MAN.

"Dowswell Products"

If interested tear out this page and place with letters to be answered.



Get Closer to that Customer —The Railway Repair Shop and "Rip" Tracks

THE railroads of the country are coming into the market for quantities of tools to repair broken and worn equipment. Thousands of locomotives, freight and passenger cars must be put in condition to render efficient service immediately.

Threaded parts are vitally essential to this railway repair work. There are millions of threads to repair, and new threads to cut. Every nut and bolt must fit snugly to withstand the strains and vibrations of heavy traffic—to prevent accidents.

Why not be first in this field with the GTD line of threading tools?

The railway repair shop needs "*Maxi*" Staybolt taps for renewing loose or broken staybolts.

GTD Patch Bolt and Mud Plug taps for boiler repairs.

A No. 5 *Little Giant* Screw Plate, GTD Reamers and GTD "*Lincoln*" Drills for repairing studs, frame braces, boiler pads and brackets, brake gear hangers, etc.

Also car repair tracks, or "rip" tracks should have:

A No. 5 *Little Giant* Screw Plate for repairing bolts and nuts *on the spot.*

"*Lincoln*" Drills and GTD Reamers for drilling and reaming the holes to be tapped.

We want to help you get this business. Will you meet us half way?

An Idea: Write us a letter giving the names of railroad repair shops or "rip" tracks near you. We will gladly supply you with material for reaching them by mail, and suggestions for following them up in person.

GREENFIELD TAP AND DIE CORPORATION
OF CANADA, LIMITED GALT, ONTARIO

Successors to Wells Bros. Co. of Canada, Ltd., Galt, Ont.

GTD Screw Plates, Taps, Dies, Reamers, Gages, Pipe Wrenches

GTD
Corporation of Canada, Limited
Galt, Ontario

Here is that list to whom we should like you to mail descriptive matter about the GTD items you mention. Or send it along to us and it will be used and used right.

Name Position

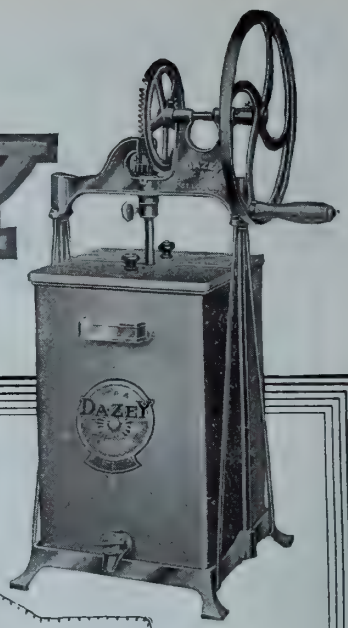
Firm

Address H&M 109





DAZEY CHURNS



—*Universal Preference* shown for the Dazey System of making better butter has resulted in an ever-increasing demand for Dazey Churns.

DISTRIBUTORS:

J. H. Ashdown Hdwe. Co., Ltd., Calgary.
J. H. Ashdown Hdwe. Co., Ltd., Saskatoon.
J. H. Ashdown Hdwe. Co., Ltd., Winnipeg.
Frothingham & Workman, Ltd., Montreal.
D. H. Howden & Co., Ltd., London.
H. S. Howland, Sons & Co., Ltd., Toronto.
Kennedy Hdwe. Co., Ltd., Toronto.
Lynch, Parker & Plews, Regina.
Lewis Bros., Ltd., Montreal.
Marshall-Wells Alberta Co., Ltd., Edmonton
Marshall-Wells Co., Ltd., Winnipeg.
Merchants Hdwe. Specialties, Ltd., Calgary.
Merrick, Anderson Co., Ltd., Winnipeg.
Miller-Morse Hdwe. Co., Ltd., Winnipeg.
McLennan, McFeely & Co., Ltd., Vancouver.
A. Prud'Homme & Fils, Ltd., Montreal.
Revillon Wholesale, Ltd., Edmonton.
Starke-Seybold Ltd., Montreal.
Wood, Alexander & James, Hamilton.
Wood, Vallance & Adams, Ltd., Calgary.
Wood, Vallance Hdwe. Co., Ltd., Nelson.
Wood, Vallance & Leggat, Ltd., Vancouver.
Wood, Vallance, Ltd., Winnipeg.

DAZEY CHURN & MFG. CO., ST. LOUIS, MO.



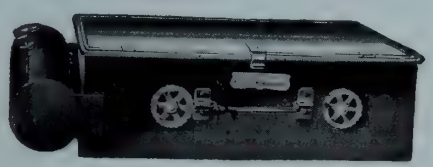
If interested tear out this page and place with letters to be answered.



FOUR PARTY SUITCASE OUTFIT
Specially designed for four people, including utensils, cutlery, dishes, two-burner Auto Kamp Kook Kit.
Size 6½" x 12" x 24".
Price Complete $45.00
Six Party Outfit $47.50



Two Burner Kit—In Use
Price Equipped $17.50
Without Equipment $15.00



Two Burner Kit—Closed
Everything inside. Light. Compact, Easy to Carry.



Auto Kamp Kook Oven—Open
Makes a veritable kitchen range out of any size Auto Kamp Kook Kit, enabling baking and roasting.



Auto Kamp Kook Oven—Folded.
Folds up to 12" x 11" x 2" and weighs 5½ pounds. Price, $5.00.

These Selling Points

No Wood to Gather
No Smoke to Fight
No Relighting (Windproof)
The Only Non-Leakable Stove

Make Sales as Easy as

KAMP KOOK KITS

Make Outdoor Cooking Delightful

Auto Kamp Kook Kits are constructed of strong stamped steel and enameled. Hot blue flame going in a few seconds, burn gasoline, with Auto Kamp Kook Oven, become a veritable range, fold like suit case, everything packs inside—the handiest, most compact kitchens made.

There is a size for every purpose, ranging from the One Burner "Hunter's Special" ($10.00) to Six Party Outfit ($47.50).

The Seasonal Demand is Here

Dealers everywhere are predicting a big season in outdoor supplies. To insure ready sales, meet the demand, we suggest you anticipate your needs and order to-day.

If you do not already handle Auto Kamp Kook Kits, write us for our dealer's terms.

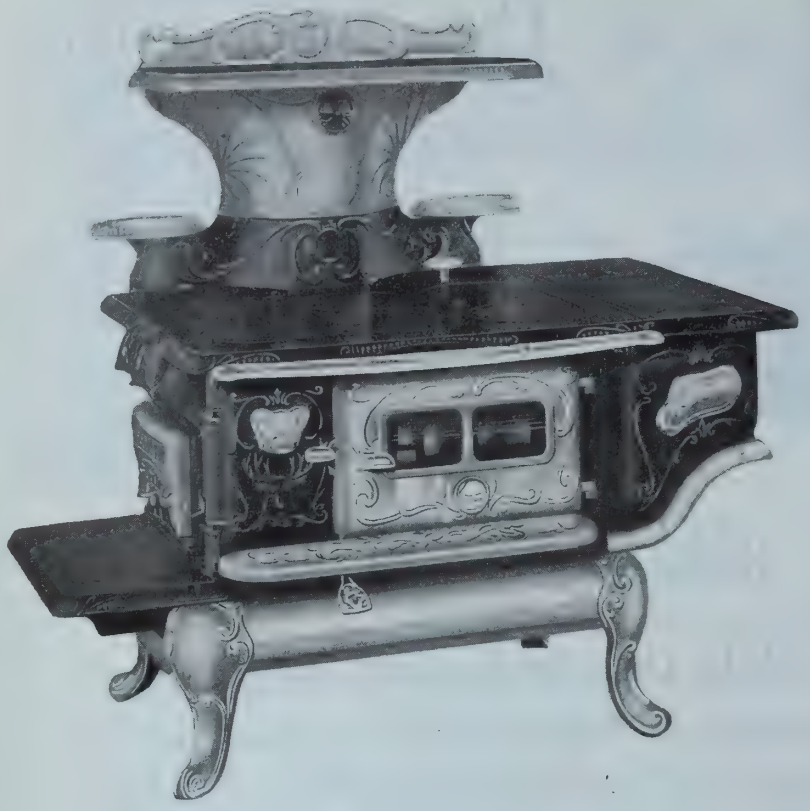
Prentiss-Wabers Stove Co.

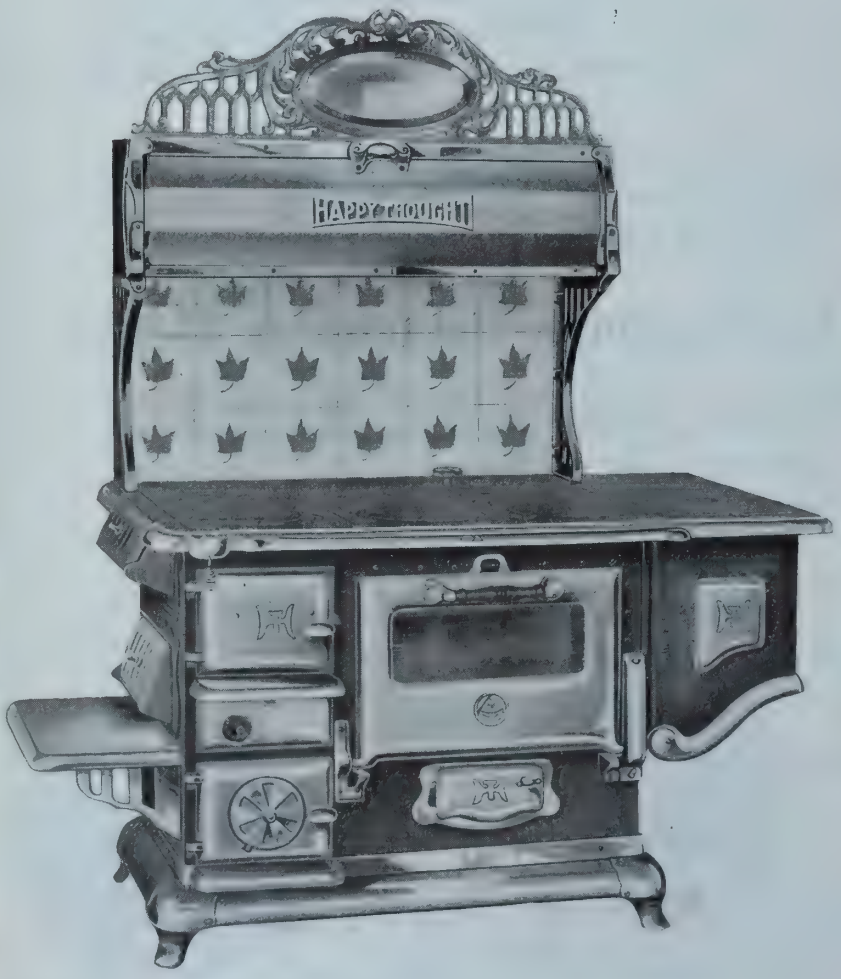
55 Spring Street

Wisconsin Rapids, Wis.



If interested tear out this page and place with letters to be answered.





THE

HAPPY THOUGHT

FOUNDRY COMPANY

LIMITED

A New Name

The incorporation of the Happy Thought Foundry Company, Limited, marks the passing out of an old name, The William Buck Stove Co., Ltd.

Seventy years have passed since Wm. Buck commenced to build up his Range and Furnace organization. In the building of it he passed from experience to experience. The Buck Plant grew in size and prestige. It developed a Dominion-wide reputation.

Wm. Buck has passed away, but a new generation of employees learned his methods and practised them. Fundamentally his goods remained as reliable and as high in quality as they had ever been. The prestige of his organization carried on.

Inseparable from his name is the name of his leading products, "Happy Thought." This name is respected wherever mentioned. A Happy Thought Range carries with it the knowledge of unsurpassed quality and consistent operation.

The choice of the Happy Thought name for the reconstructed organization is based on the goodwill it has created and holds to-day. Its appeal to the consumer will be measured by the use you make of it.

We have illustrated here, the "Big Four"—The Happy Thought Cast, Steel and Combination Ranges and Pipeless Furnace. They are leaders in the complete Happy Thought line.

The Happy Thought Cast Range is made up of extra heavy castings. Its wonderful oven with the pyramids is well known; it is thoroughly ventilated. Flues are deep. Drafts five in number. Firebox with five cast iron linings. Registered design. Duplex grates. Polished top. With or without glass door and reservoir. Plain or decorated high closet, or cast high shelf.

BRANTFORD

If interested tear out this page and place with letters to be answered.

THE

HAPPY THOUGHT

FOUNDRY COMPANY

LIMITED

A New Service

Happy Thought Steel Range has a striking appearance. A modern style of dress limits labor in cleaning. The firebox, built right, is deep and linings are in six pieces. Heavy duplex grates and dump wood grate—square steel oven with smooth, even interior—one rack. Drop oven door. Capacious cooking surface with six holes. Pipe collar at back. Six drafts ensure perfect control of fire. With or without reservoir and plain or decorated high closet. Thermometer.

Happy Thought Combination Range burns gas, coal or wood without change of any parts or the turn of a lever. Operates on same basis as separate ranges. Year round service. All sterling features of standard Happy Thought Cast Range retained in coal section. Gas section comprises two Ovens, broiling and baking, of ample size—cooking surface fitted with three star burners of regulation size.

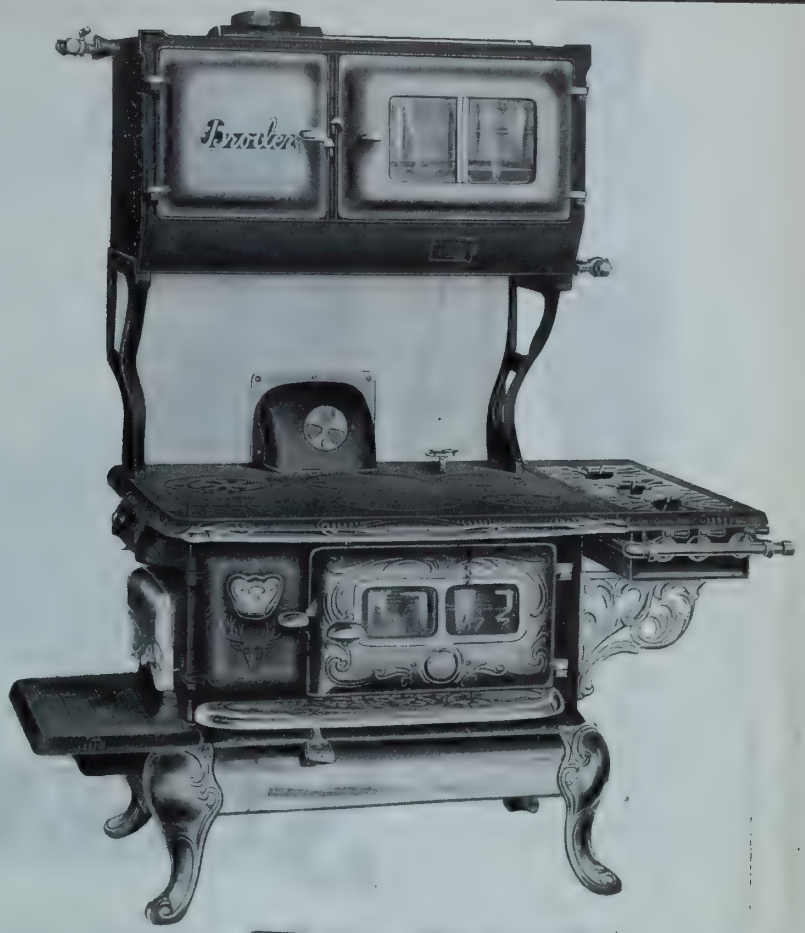
White enameled splash back. Five sizes.

Happy Thought Pipeless Furnace is a proved heating system, using one register only. Cast iron front, heavy steel radiator. Two-piece firepot, corrugated on outside to increase radiating surface—cast ring above firepot preserves life of steel radiator. Four heavy triple-sided grates. Large feed door. Gas damper. Water pan, ample size and at correct height for refilling. Dust damper.

The Happy Thought line includes other leaders, as the Reliance Furnace, Britannia Steel Range, Golden Age combination gas and coal range, Radiant Home Baseburner, Happy Thought, Quebec Heater, etc.

Full information of our complete service or descriptive details of specified article gladly furnished on request.

CANADA





If interested tear out this page and place with letters to be answered.



Gets 15% More Wool

Retail Price:
Eastern Canada, $22
Western Canada, $23

Made in Canada

STEWART

No. 9 Ball Bearing Shearing Machine

This machine quickly pays for itself with the extra fleece from even a few sheep. Gets 15% more wool than hand blades. Leaves no ridges or second cuts. The wool is taken off in one unbroken blanket, with longer and better fibre, bringing top market prices. These convincing selling points are of interest to consumers and will make you many profitable sales.

Another source of steady, worthwhile profit for you is Stewart No. 1 Clipping Machines for horses and cows. The value of such clipping is very clearly realized now, and the interest aroused by many farm journals is driving home the idea of spring clipping. A clipped horse dries quicker, rests better and does more work. He is safer from coughs, colds, heaves and pneumonia.

Good displays bring quick, profitable sales.

Your Jobber has Stewart Machines—Order Now.

Flexible Shaft Company, Limited

349 Carlaw Avenue
Toronto, Canada

If interested tear out this page and place with letters to be answered.

Are You Getting Your Share?

According to Government announcements farmers are each year removing more and more of the old snake and stump fences and replacing them with fences of woven wire.

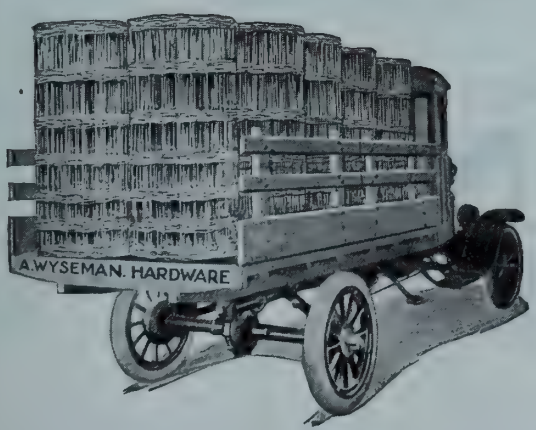
FROST



FENCE

Are you getting your share of this wire fence business? Have you a type of wire fence in your store that you *know* will satisfy the needs of your farmer customers? Do you carry a line of Frost Fences, or if not, have you considered the advisability of handling the Frost Fence?

Frost Fences are the answer to the farmers' demand for a fence combining strength, appearance and economy. The wire is tough and strong and the mesh is held together by the tight lock that grips as no other lock does. The stays are straight and evenly spaced, making a fence that is easy to stretch and which stands straight as an arrow, and it is truly economical for the wire used is full gauge No. 9—drawn in our own plant and heavily galvanized with high grade spelter.



Hardwaremen realize the opportunities of expansion that come through handling a product of superior qualities.

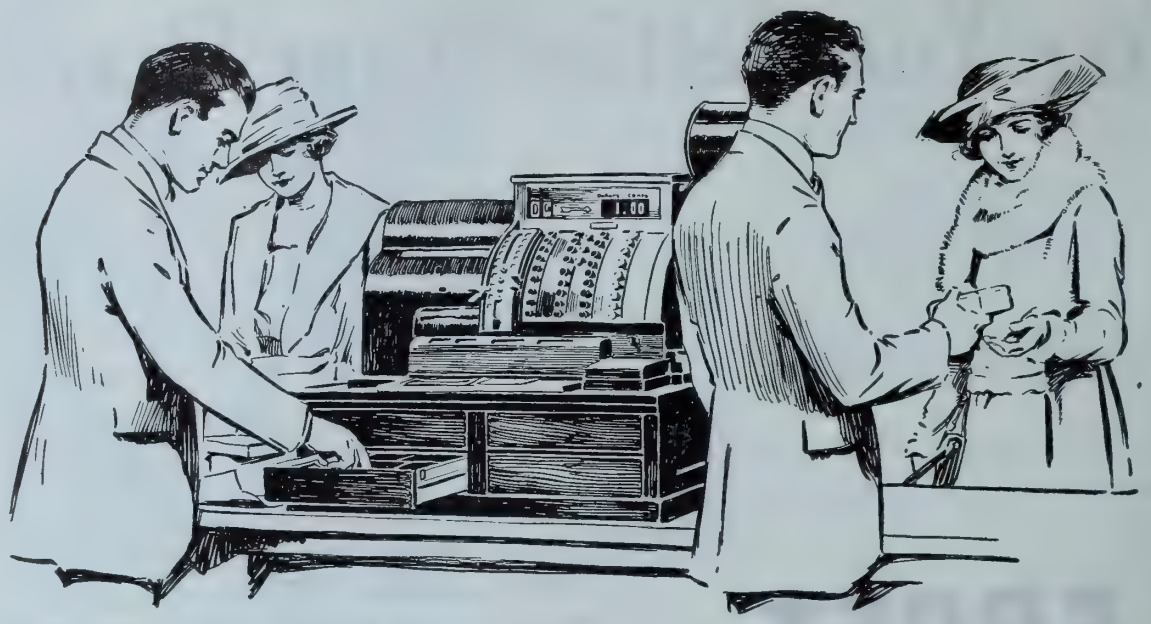
Frost Steel and Wire Company

Limited

Hamilton, Ont.

Manufacturers of Galvanized and Bright Wire, Hay Wire and Bale Ties, Woven Wire, Farm, Factory and Ornamental Fences, Galvanized Gates, Manufacturers' Wire Supplies. Write for Catalogue.

If interested tear out this page and place with letters to be answered.



Clerk D is making change from his cash drawer. The amount of the sale is shown at the top of the register. The other clerk is handing change and parcel to the customer. He made change from his own cash drawer.

A separate cash drawer for each clerk

This makes clerks more efficient because:

1. Each clerk is responsible for the business he handles.
2. In case of error it shows who made the mistake.
3. It gives each clerk credit for the work he does.

An up-to-date National Cash Register with separate cash drawers measures the ability of each clerk.

Up-to-date National Cash Registers are made with any number of cash drawers, from one to nine

We make cash registers for every line of business

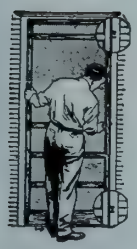
NATIONAL CASH REGISTER CO.

OF CANADA LIMITED

If interested tear out this page and place with letters to be answered.

DOORS & HARDWARE
KASEMENT
SKRENE DORE CO
TORONTO
PATENTED 1916-1917-1918

What Every "KASEMENT" Dealer and Salesman Should Know



Sizes—"Kasement" doors are made sufficiently oversize to allow for fitting the nominal size openings, thus a 2′ 8″ x 6′ 8″ "Kasement" door will fit a 2′ 6″ opening. The same door will fit a 2′ 6″ x 6′ 6″ opening quite as satisfactorily, providing there is room on the door casing, as is usually the case on all frame houses; on brick houses with the narrower hanging stiles, it is advisable to use the proper size "Kasement" door.

Ledge—"Kasement" doors should be hung with the "LEDGE" side in. The "Ledge" is provided to allow for easily planing down when necessary to fit the door casing.

Tenons—The two tenons on the bottom of the door should be cut off unless a "Kasement" Extension Bottom is to be used.

Non-Sagging—"Kasement" doors are constructed better than ordinary doors; they have 26 genuine mortise-and-tenon joints—they cannot possibly pull apart and are guaranteed NOT TO SAG.

Hardware—"Kasement" doors are supplied with complete sets of "Kasement" Hardware put up in individual cartons. They can be hung either right or left-hand, and there are three holes already bored in each stile for the hinges.

Hinges—The three screw-hook hinge parts should go in the door and the three corresponding screw-eyes in the door casing.

Wrench—There is a blank eye with each hardware set which is to be used as a wrench for turning in the hinge hooks and eyes.

Spring and Chain—The coil spring should be attached either to the first rail from the top or the centre rail—wherever the pull is needed; always attach the chain end to the door casing (not the door); the chain serves to take the strain off the spring when door is opened wide.

Lock—Place the gate or lock-eye at a lower angle than the hook—this makes it impossible to lift the door off from the outside when hooked.

Kasement Skrene Dore Company

269 West Richmond Street

Toronto, Canada

If interested tear out this page and place with letters to be answered.

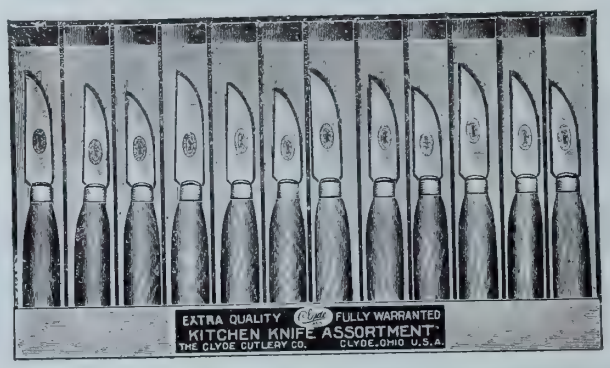
THE CLYDE CUTLERY CO.
CLYDE, OHIO

Manufacturing a complete line of

HOUSEHOLD CUTLERY

A KNIFE SPECIALLY DESIGNED FOR EVERY HOUSEHOLD USE. MADE FROM THE FINEST STEEL BY SKILLED WORKMEN

Butcher Knives
Kitchen "
Bread "
Slicing "
Carving "
Cooks' "



Grape Fruit Knives
Palette "
Oyster "
Putty "
Family Cleavers
Kitchen Forks

EVERY NUMBER FULLY GUARANTEED

See that you have our new number 18 catalogue, now ready for distribution, as this shows a very complete line of our new designs in Aluminum Handle Household Cutlery.

CANADIAN SALES OFFICE

ADCOCK & BREWER, LIMITED
MONTREAL, QUEBEC

WILLIAMS' SUPERIOR DROP-FORGED WRENCHES



Better tools make better workmen—

And you can't buy a better wrench than a Williams'

DROP-FORGINGS
often cheaper than castings
—always far superior—

J. H. WILLIAMS & CO.,
LIMITED
"The Wrench People"
FORMERLY CANADIAN DIVISION OF
THE WHITMAN & BARNES MFG. CO.
30 Thorold Road St. Catharines, Ont.

If interested tear out this page and place with letters to be answered.

Something Brand New



A Big Profit for You

LIQUID VENEER MOP POLISH

Goes Twice As Far

Here is a wonderful new polish made by the "LIQUID VENEER" People.

It will renew any dusting or polishing mop as it has never done before. When used on floors it will show remarkable results at once, not only making them spotlessly clean, but bringing out the original polish and luster in a surprising manner.

And you can offer your customers this wonderful polish with our strong money back guarantee. They must be satisfied in every way or you are authorized to refund their money. We, in turn, will reimburse you for any so returned.

Liquid Veneer Mop Polish does not displace the regular Liquid Veneer which has been sold throughout the world for over twenty years. It is a wonderful companion product and will double the cleaning, dusting and polishing possibilities of all dusting and polishing mops.

Packages and retail prices are as follows:

4 oz. 30c bottles, cartoned. 32 oz. $1.25 tin cans.
12 oz. 60c bottles, cartoned. 64 oz. $2.00 tin cans.
128 oz. $3.00 tin cans.

You are missing something big if you don't ask your jobber about Liquid Veneer Mop Polish.

Liquid Veneer Products are Made in Canada.

Buffalo Specialty Company

Bridgeburg, Ont., Canada

If interested tear out this page and place with letters to be answered.

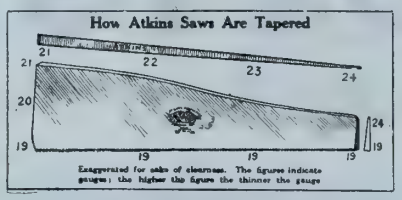
ATKINS

STERLING QUALITY SAWS



REASONS WHY YOU SHOULD SELL ATKINS STERLING QUALITY SAWS

Sterling Quality Steel is our exclusive formula, and the best saw steel made



Atkins Hand Saws are ground the two-way taper, that is, the cutting edge is the same thickness while the back tapers evenly from the handle to the point and from back to the cutting edge. See illustration.

Segment Grinding



Atkins Cross-Cut Saws are Segment Ground. This gives our saws clearance with very little set. The illustrations show the difference between Atkins process of SEGMENT GRINDING and the imitation.

The Imitation



Atkins Sterling Quality Steel receives our special process of Gas Tempering, which makes it tough and stiff, without being brittle. This is the reason why Atkins Saws will hold an edge longer.

Sell Atkins Saws and you will learn the meaning of "The Finest on Earth."



Made in Canada

E. C. ATKINS & CO.

Est. 1857

"The Sterling Quality Saw People"

Factory: Hamilton, Ont.

Branch: Vancouver, B.C.



The Second Sale Is the Test

You can sell any article once. But it is the article that your customer comes back of his own accord to buy again, that spells real profit.

Repeat sales are made by our five standard brands of files. Mention their names to a file user, and the sale is made. He knows them, and they never disappoint him. He comes back for more.

KEARNEY & FOOT
GREAT WESTERN
AMERICAN
ARCADE
GLOBE

FILES

We carry large reserves, so you can restock quickly from your jobber

Made in Canada by

Nicholson File Company

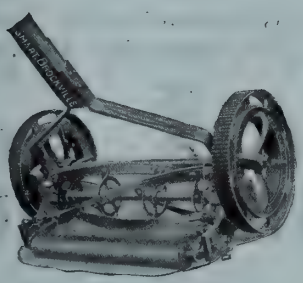
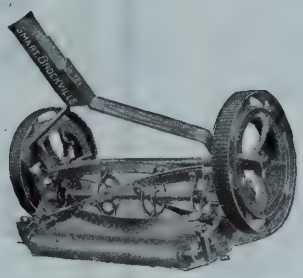
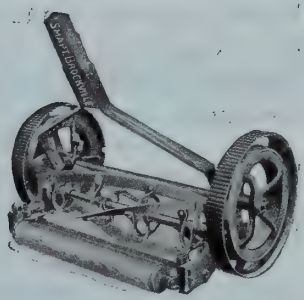
PORT HOPE, ONTARIO

If interested tear out this page and place with letters to be answered.

CANADA
FOUNDRIES & FORGINGS
LIMITED

A MATTER OF MOWMENT

BROCKVILLE K BROCKVILLE C
BROCKVILLE BLUEBIRD

THE MOWERS THE NEIGHBORS WANT TO BORROW

SHIPPING FROM STOCKS
AT
BROCKVILLE and WINNIPEG

JAMES SMART PLANT
BROCKVILLE, CANADA

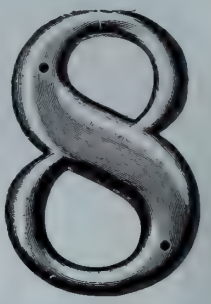
If interested tear out this page and place with letters to be answered.



A Little Figuring on Your Prospects

When a new storekeeper starts up in your town, do you sell him the figures for his name and number? Do you supply the Town Council or the Reeve with the figures for numbering the houses? When a new apartment house, school, hotel, or public building is built, do you contract to supply them with room numbers? Business like this soon establishes you as a progressive hardwareman. Niagara embossed sheet metal, aluminum, or brass, figures and letters, come in eight sizes and seven finishes. A quality line that pays a profit.

Write for Catalogue.



Write For Catalogue

Niagara Metal Stamping Corporation

Division M **Niagara Falls, N.Y.**

Western Canadian Sales Agent: D. A. McDonald, 141 Bannatyne Ave., Winnipeg, Canada.

Demon Grip

Welded Steel

Pump Rod Couplings

Points that make sales—

Made of Steel—same as the rod.

Hot Forged—perfect hex.

Welded—makes solid job.

Strongest—over three times as strong as a malleable.

Packing—twenty-five in a box to go on your shelf.

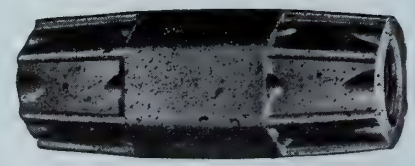
Novel—the above advantages make a novelty of a very staple article. The DEMON GRIP cannot help attracting attention.

Manufactured by

Edward E. Johnson, Inc.

2304 Long Avenue

St. Paul - Minn.



Manufacturers:

The Sheffield Twist Drill & Steel Co.

LIMITED

Works: Summerfield St., Sheffield

Telephones:	*LONDON OFFICE:*	Telegraphic Addresses
London City 2660.	Suffolk House,	"Proells, Sheffield"
Sheffield - 712. 710.	5, Lawrence Pountney Hill, London, E.C. 4	"Proells, London"
Code ABC 5th Edition		"Proells, Paris"

HIGH SPEED TWIST DRILLS



High-class Drills with IRRESISTIBLE PIERCING FUNCTIONS that stand the WEAR and TEAR—in other words, the DRILLS that are EFFICIENT and ECONOMICAL—are the DRILLS with the "DORMER" Brand.

We are manufacturing SPECIALISTS—Carry large STOCKS—Give PROMPT deliveries, and rely upon our products for REPEATS.

Canadian Agents:

Forrest, Jackson & Forrest

230 Craig Street West

MONTREAL : : CANADA

SIMONDS

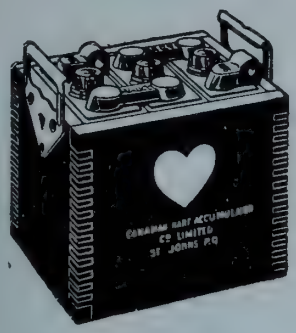
CROSS-CUT SAWS

Cut easy, saw fast and stay sharp longer than other brands. They are fully guaranteed. Hardware dealers should get our catalog and prices.

Simonds Canada Saw Co., Limited

ST. JOHN, N.B. **MONTREAL, QUE.** **VANCOUVER, B.C.**

If interested tear out this page and place with letters to be answered.



Hart Batteries
and Battery Service



The Hart Battery is known and used on two continents. It is absolutely a 100 per cent. service battery. We supply the trade with Hart Batteries at a price leaving handsome margin of profit to the dealer. We also have a fully-equipped service station for Batteries of all makes where we do repairs and charging for the trade. We give estimates. Prepay express on all batteries.

Partridge Tires and Vulcanizing Service

The Hardware Trade are invited to place orders for Partridge Tires through this house. Prompt shipment and reliable service guaranteed. Our Vulcanizing Department accepts Tire repair work from the Trade at moderate rates. Estimates given. Express on Tires must be prepaid.

Samuel Trees & Co., Limited

Manufacturers and Jobbers Auto Accessories

42 Wellington St. East, Toronto

They Last Indefinitely

for ordinary stamping purposes. For all substances not of a finely hardened character, such as wrought and malleable iron, soft and mild steel, brass, tin, wood, zinc and aluminum.

We supply steel figures and letters in cabinet form, the cabinet being of oak, handsomely finished. It makes an attractive display for the counter.



Send for Catalog and prices of this complete line

Wiebusch & Hilger, Ltd. *Sales Representatives*

106-110 Lafayette Street, New York

Canadian Sales Agent: JAS. GERARD KERR, 411 St. Nicholas Building, MONTREAL

21-12T

If interested tear out this page and place with letters to be answered.

"WELLWORTH"



Aluminum Combination Cooker

Serves many purposes:

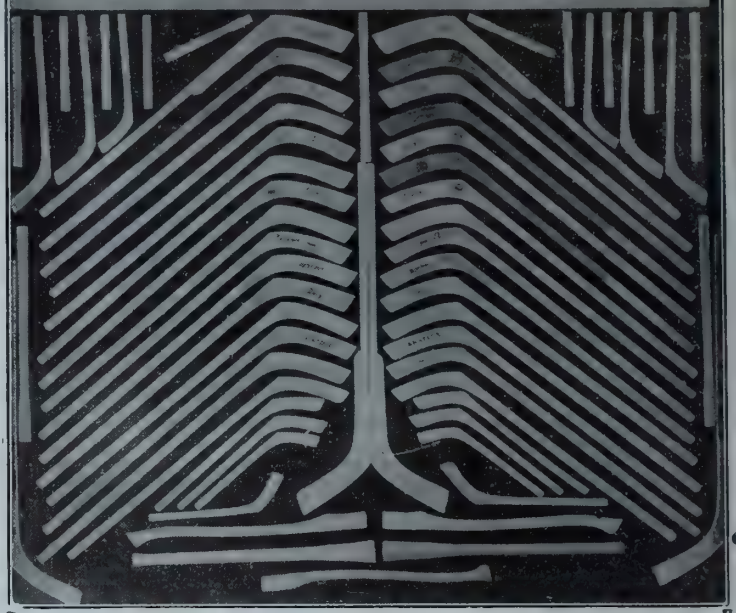
1. Combination Cooker,
2. Double Boiler,
3. Self-Basting Roaster,
4. Pot Roaster,
5. Pudding Steamer,
6. Corn Popper,
7. Ordinary Cooking Kettles,
8. Vegetable Steamer,
9. Pudding Dish or Casserole,
10. Strainer or Colander,
11. Coffee Roaster,
12. Fruit Canner.

All vessels are pressed from heavy 99% pure sheet aluminum and are highly polished.

No. 276 ..... 6 quarts.

Wentworth Manufacturing Company, Hamilton

ST. MARYS WOOD SPECIALTY CO.
HOCKEY STICK SPECIALISTS
HANDLES FOR AXES, PICKS HAMMERS, MINERS ETC



OUR HOCKEY STICKS

Are made in the largest and best equipped factory in Canada. They are manufactured with a view to get the best QUALITY, SHAPE and FINISH. They LOOK WELL, SELL WELL, and LAST WELL.

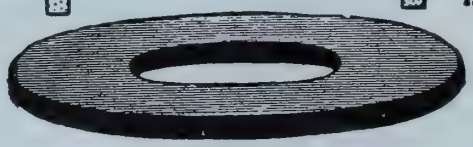
Wire for Copy of Price List Just Issued

ST. MARYS WOOD SPECIALTY CO., Ltd.
ST. MARYS, ONT.

Wrought and Steel Plate
WASHERS
OF ALL DESCRIPTIONS

ROUND AND SQUARE

PLAIN OR GALVANIZED



Annealed Rivet Burrs; Felloe Plates; Sheared and Punched Plates; Malleable Washers and Cast Iron Washers.

PROMPT SHIPMENTS

We Guarantee Quality and Service.

Wrought Washer Mfg. Co.
Milwaukee, Wis.

MADE IN CANADA
UNIMECO
WROUGHT WASHERS



Prompt Shipments

of this wide and useful range of wrought washers of every variety—in round and square, plain or galvanized.

Annealed Rivet Burrs of the same high degree of excellence can also be supplied.

"Unimeco" are the better kind with an unusual finish. They are profitable to handle. Write today for prices and information. It will pay you.

THE UNION IRON & METAL CO.
LIMITED
1951 DUNDAS ST. W.
TORONTO CANADA

If interested tear out this page and place with letters to be answered.

It pays to sell guaranteed goods



The Sturdy with the **Automatic Shut-Off Nozzle** makes a perfect sprayer. **We fully guarantee it against blow-outs.**

Price is right, consistent with quality.

Get Ready for the Potato Crop.



The Crown Sprayer has been the standard for years for cattle spraying. Flies will be bad this year according to reports.

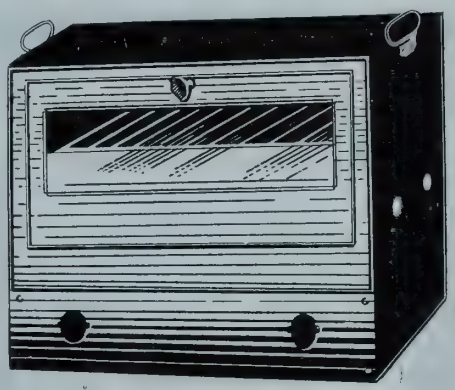


Handy Bucket Sprayer

Two-Burner Gas
or
Oil Stove Ovens

Size 18" long, 16" high, 11" deep

Get our prices.
Try a sample order



The Collins Mfg. Company

331 Symington Ave. **Toronto, Can.**

NOVA SCOTIA STEEL & COAL CO., Limited
NEW GLASGOW, N.S.

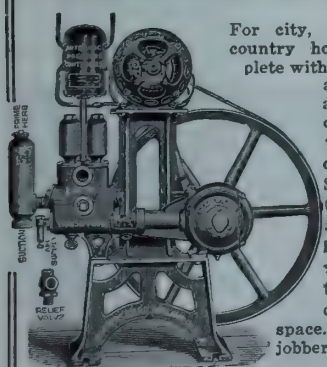
Manufacturers of

FERRONA PIG IRON

and SIEMENS-MARTIN

OPEN HEARTH STEEL

MYERS—Electric HousePumps



For city, suburban or country homes. Complete with tank or separate. Operation by any current. Automatically controlled. Self-oiling. Capacity 180 gallons per hour. Strong, compact, easy to install, occupies small space. Ask your jobber or write us.

F. E. MYERS & BRO., ASHLAND, Ohio

Ask The Man Who Uses

our goods, why he always prefers

London Bar Iron

and he will tell you that
it is built with

QUALITY RIGHT THROUGH

FOR QUALITY

is the chief aim of each department through which it goes

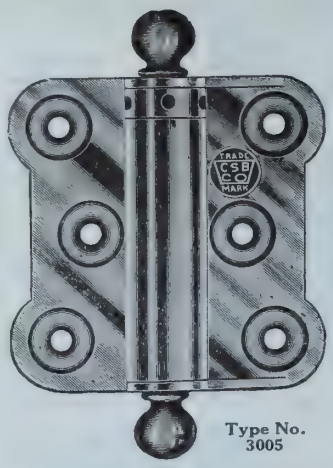
Ask for it by name from the wholesaler

London Rolling Mills Co.

LIMITED

LONDON, CANADA

If interested tear out this page and place with letters to be answered.



TRADE CHICAGO MARK

SPRING HINGES

The "Type No. 3005" Screen Door Spring Hinge is also made Half Mortise (Type No. 4005).

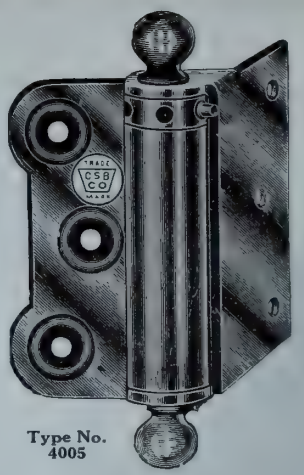
All types of Chicago Spring Hinges are made by specialists for just one purpose — to hand and swing doors correctly. Good reason for selling them. Order **now**.

TRADE CSB CO MARK

Chicago Spring Butt Company.

CHICAGO NEW YORK

Send for Catalogue 36



Type No. 3005

Type No. 4005

Your Customers Like to Buy Goods They Know

Why bother with unknown hack saws when you can offer them Star Hack Saws in the famous green box, known for the satisfactory service they give, for 38 years?

Still made by Clemson Bros., Inc., and now sold only by them.

Canadian Office and Warehouse:
304 Imperial Office Building
Hamilton, Ontario

STAR HACK SAWS

Now Sold by
CLEMSON BROS. INC.
MIDDLETOWN, N.Y.
Makers Since 1883



"SURE THING"

This Canadian Cattle Knife is real Sheffield goods —built for business. Keen, well-tempered blades, solid Stag handle —a knife for tough work. You're on the right stuff with this line—mail us your order direct and save middlemen's profits. Immediate shipment.

E.T. Rowbotham & Son

Globe Works, Penistone Rd.

SHEFFIELD, ENGLAND

PINK'S LUMBERING TOOLS

The Standard Tools in every province of the Dominion, New Zealand, Australia, etc.

We manufacture all kinds of lumber tools. Light and Durable.

LONG DISTANCE PHONE No. 87.

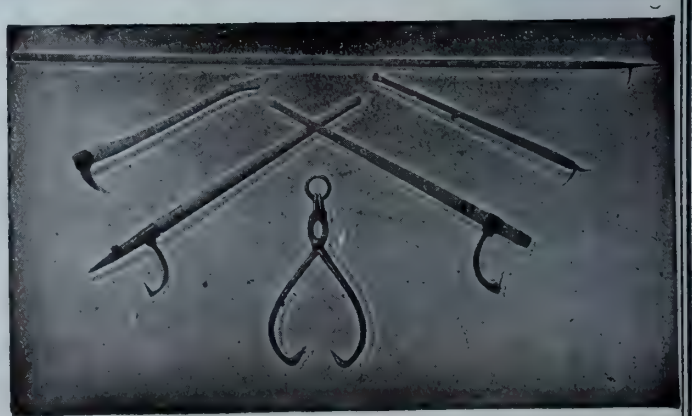
Send for Catalogue and Price List.

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

THOS. PINK COMPANY, LIMITED

Manufacturers of Lumber Tools

Pembroke Ontario



The Name "DAVIDSON" is a standing guarantee of quality.



These Watering Pots have been giving satisfaction all over Canada during the last half century.

JAPANNED WATERING POTS

The Davidson line has several interesting features which will make it worth your while to consider before placing your spring order.

In addition to the long reputation for quality which brings for them ready sales, they are all stamped with our trade-mark, which is your guarantee of superiority.

Made in 7 sizes—1 to 16 quarts in Green Japanned and fitted with our patent cleanable rose.

Write for prices.

The Thos Davidson Mfg Co Limited

Head Office: Montreal
Branches: Toronto and Winnipeg
Steel Foundry Division: Lachine Canal, Turcot

DAVIDSON

TRADE MARK J.M.T. REGISTERED A GUARANTEE OF QUALITY

True Economy

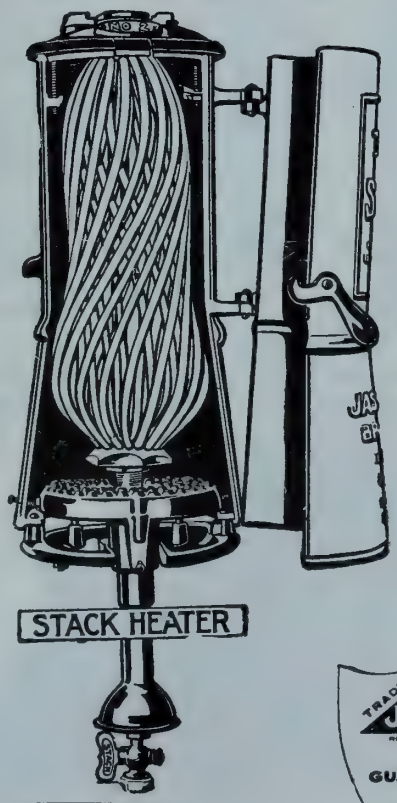
Stack Heater

The Stack Gas Water Heater will heat water in one minute.

The almost perpendicular copper pipes in the Stack Heater offer no hindrance to the natural tendency of water to rise when heated.

Take notice of the small size and large number of coils; this means quick heat. The numerous small pipes will naturally heat water quicker than one big pipe because of the greater heating surface offered.

More hot water with smaller consumption of gas—that's true economy.



Send for a Stack Heater Display Card

The James Morrison Brass Mfg. Co. Limited
93-97 Adelaide Street West, Toronto, Ontario

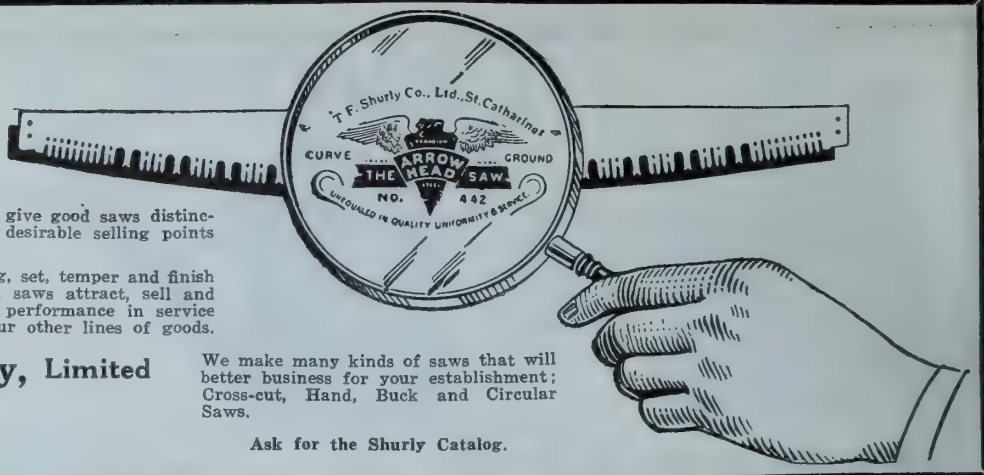
TRADE MARK J.M.T. REGISTERED A GUARANTEE OF QUALITY

Arrowhead Saws

Vanadium Steel

How you sell saws depends partly on your salesmanship. You can sell a poor saw but once; to sell saws successfully and build yourself a permanent business you must sell good saws. To give good saws distinction and individuality they must have the desirable selling points of superior saws.

Arrowhead saws have those points; the hang, set, temper and finish are right, and they sell right. Arrowhead saws attract, sell and satisfy your customers. Their satisfactory performance in service creates confidence in your store, and in your other lines of goods.



T. F. Shurly Company, Limited
St. Catharines
Ontario

We make many kinds of saws that will better business for your establishment; Cross-cut, Hand, Buck and Circular Saws.

Ask for the Shurly Catalog.



Service Counts!

Corrugated Eavetrough, Conductor Pipe and Elbows, Ridge Roll, Valleys, and a large stock of Galvanized and Black Sheets.

"We Ship While Others Are Thinking About It."

Wheeler & Bain
Toronto, Canada

THE MANUFACTURER

INSURES HIS PLANT, machinery and merchandise.

The merchant insures his buildings and stock.

The farmer insures his stock and equipment.

The family man insures his house and furniture.

Every man insures his life.

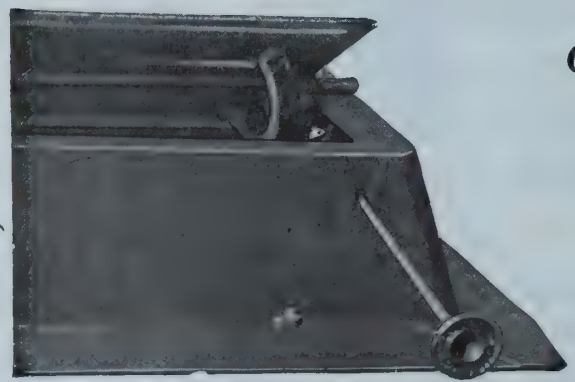
Insurance protects investments.

The advertiser's insurance policy is the report of the Audit Bureau of Circulations on the publications with which he places contracts.

He protects his investment. He insures himself against misrepresentation of circulation. He knows that he really gets what he is paying for.

The reports of the Audit Bureau of Circulations on Hardware and Metal are furnished on request.

We insure our advertisers.



QUALITY *SERVICE*

Barton-Netting Co.
LIMITED
9-11-13 East Pitt St. Windsor, Ont.

Lighting Fixtures and Electric Appliances
Mantles, Coal, Gas and Electric Grates
Floor and Wall Tile for Bathrooms, etc

OUR DOME DAMPER HAS ALL OTHERS BEATEN EVERY WAY

If interested tear out this page and place with letters to be answered.



THE NEW IDEA PIPELESS FURNACE

means winter comfort for the whole family.

The installation is very simple. No complicated masonry or carpenter work is necessary.

The New Idea Pipeless Furnace is a proven success and there is a splendid opportunity for you to make money by handling it in your town.

Write us to-day for pamphlet describing it.

The building season is now on.

Prompt shipments guaranteed.

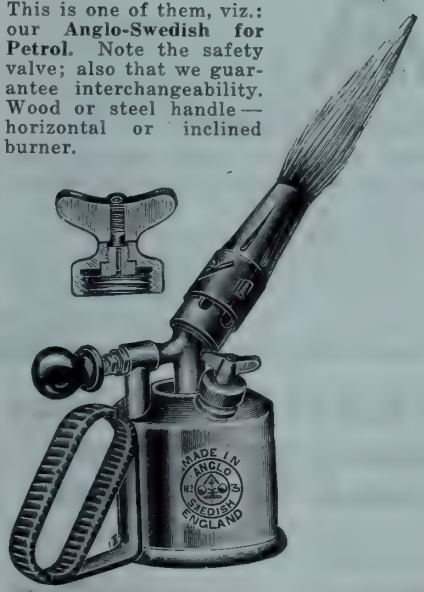
THE HAMILTON STOVE & HEATER CO., LIMITED
SUCCESSORS TO
GURNEY, TILDEN & CO., LIMITED, HAMILTON, ONT.
VANCOUVER. WINNIPEG. MONTREAL.

"SEVENTY-FIVE YEARS OF SUCCESSFUL MANUFACTURING"

Montreal Representative: Mr. Charles Nicoll, 614 Aylmer St., Montreal. Vancouver: 1073 Hamilton St., Vancouver, B.C.
Winnipeg: 134½ Higgins Ave., Winnipeg, Man.

"GOVERNOR" BLOW LAMPS *and* STOVES

This is one of them, viz.: our **Anglo-Swedish for Petrol.** Note the safety valve; also that we guarantee interchangeability. Wood or steel handle—horizontal or inclined burner.



THE MOST COMPLETE VARIETY

of Patterns and Sizes for Plumbers, Painters, Shipyards, Engine-starting.



We are now supplying

THE "GOVERNOR" STOVE,

Silent or Roarer Burner, every part interchangeable with the original Swedish.

THE OLDEST BRITISH BRAND of Continental Patterns, and THE ONE ADOPTED BY THE WAR OFFICE FOR OTHERS TO COPY when war requirements exceeded our output.

Prices obtainable through Jobbers or our Representatives: Wm. Drysdale, 307 Coristine, Montreal; N. Jessiman, 505 Hastings Buildings, West Vancouver.

JOHN SHAW & SONS (Wolverhampton) LTD., WOLVERHAMPTON, ENGLAND

If interested tear out this page and place with letters to be answered.

BALE TIES

NAILS WIRE

Laidlaw

Time-Tested Efficiency

Laidlaw Bale-Ties are made from Bessemer Steel. Our Ties have been thoroughly tested in general use throughout the Dominion and most of the foreign countries of the world. Practical use has convinced buyers of Laidlaw efficiency. This has made Laidlaw Bale-Ties the

Dominion and World-Wide Choice

Strong, reliable and of practical design, Laidlaw Bale-Ties make good and prevent broken bales and consequent commercial loss. Laidlaw Bale-Ties are made in "Single-Loop" and "Cross-Head" styles of fastening.

The Laidlaw-Bale Tie Company
Limited

Hamilton Canada

Agencies:
A. T. Diggins, Stair Bldg., Toronto
H. E. O. Bull, 184 Mance St., Montreal
M. Bryan, 24 Aldgate, London, Eng.
Norman Jessiman, 505 Hastings St. West, Vancouver, B. C.



More Profitable Lines for the Hardware Dealer



Our products earn maximum profits for the dealer. A trial order will convince you of their great sales-producing qualities.

We manufacture—

Iron, Copper and Brass Rivets
Small Washers and Burrs
Wire Nails
Countersunk Clout Nails
Escutcheon Pins (Brass and Steel)
Tubular and Bifurcated Rivets
Copper and Steel Boat and Canoe Nails, Etc.



The Parmenter & Bulloch Co., Ltd.
GANANOQUE, ONTARIO

John R. Anderson, 36 Dizier St., Montreal. E. Fielding & Son, 9 Front St. East, Toronto. David Philip, 138 Portage Ave. East, Winnipeg. W. O. Webster, 1220 Hamilton St., Vancouver.



Your trade is entitled to the best article procurable for a given purpose, price being equal

AERO

AERO SASH CORD

WEATHER ROT AND STRETCH PROOF, will meet all requirements and more. Superior in strength and durability.

Manufactured by
THE AERO MFG. CO., LIMITED
LENNOXVILLE QUEBEC

Western Agents: The H. L. Perry Co., Limited, Winnipeg, Man.

JOSEPH RODGERS & SONS
LIMITED

SHEFFIELD, ENG.

Avoid imitations of our

CUTLERY

By seeing that this exact mark is on each blade.

REGISTERED TRADE MARK
GRANTED 1682.

SOLE AGENTS FOR CANADA

James Hutton & Company
MONTREAL

PLUMBS **SAND'S** LEVELS



Deserve your confidence because they are known and wanted throughout the building trades and represent the easiest selling level stock on the market.

Your Jobber Carries Them

Canadian Branch:

CAMPBELL AGENCIES, 23 Richmond Bldg.
TORONTO, ONT.

If interested tear out this page and place with letters to be answered.

TANKS OF ALL KINDS



ROUND STEEL WELDED TANKS

Top End Open

Made any gauge iron from 20 G. to ¼" plate, welded throughout (making them practically one piece), these tanks are guaranteed to be absolutely leak-proof. The welding process makes this guarantee possible. We specialize on heavy tanks for manufacturers, finished round top with heavy angle steel if desired.

SQUARE STEEL WELDED TANKS

Another leak-proof, one-piece tank of similar quality to our Round Tanks; finished around top with heavy angle steel and the larger ones with extra cross and upright braces. Any size tank or pipe fittings can be supplied.



Also Air Pressure and Gasoline Tanks

Write for price lists. We also make baths, dairy equipment, gasoline tanks, truck tanks, etc.

The Steel Trough & Machine Co., Ltd.
TWEED, ONTARIO, CANADA

Butler's FAMOUS SHEFFIELD CUTLERY

"CAVENDISH" CUTLERY & PLATE

"KEEN" RAZORS



TRADE MARK

NON-STAIN CUTLERY

GOLD MEDALS. GRAND PRIX.

JAMES BUTLER. Head of the Butler Firm 100 years ago.

Regd A.D 1681 | "BUTLER" 1768 | ART 1861

GEO. BUTLER & CO., LTD., Sheffield, England
London Showroom, 62 Holborn Viaduct, E.C. 1.
Address correspondence to TRINITY WORKS, SHEFFIELD

MADE IN CANADA

Blacksmiths' Boiler Makers' Machinists' AND Pipe Fitters' Tools

Write for Catalogue

A. B. Jardine & Co.
LIMITED
HESPELER, ONT.

TRIMO

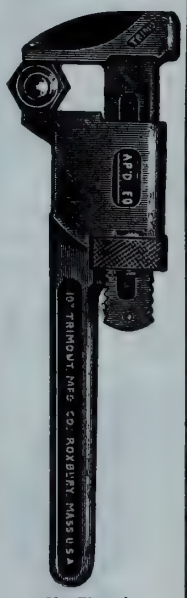
THE WORD TRIMO



Stands for good tools made by the Trimont Mfg. Co., which are the following:—

The Trimo Pipe Wrench
The Trimo Chain Pipe-Wrench
The Trimo Nut Wrench
The Trimo Pipe Cutter (Hand)

The four good points that make **Trimo Pipe Wrenches** superior are the **Spiral Spring** always in place—**Steel Frames** that will not break—**Nut Guards** that protect adjustment nut—and the **Inserted Jaw** in handle that can be replaced when worn.



Pipe Wrench Nut Wrench

TRIMONT MFG. COMPANY
ROXBURY (BOSTON), MASS.
MANUFACTURERS

If interested tear out this page and place with letters to be answered.

OUR COLORED GRADES
1B, 1A, 7, 1, 5

OUR WHITE GRADES
Jap, XC, X, XX, XXX

We can supply you with cotton waste at prices lower than any others for equal quality. Better write us your needs to-day.

ACME WASTE MFG. CO., LIMITED
492 Wellington St. W., Toronto

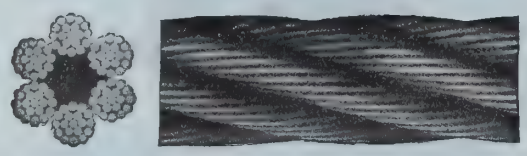
HOYT METALS

PROOF!

Hoyt Metals are used by every shop and factory that prides itself on maximum production. That the sales of Hoyt Metals amount to $10,000,000 annually is convincing proof of the satisfaction in using or selling these efficient metals. Always cool running. Anti-friction quality and unequalled endurance are superior features of these popular metals.

HOYT METAL COMPANY
MONTREAL TORONTO WINNIPEG

WIRE ROPE AND FITTINGS



OF ALL CONSTRUCTIONS

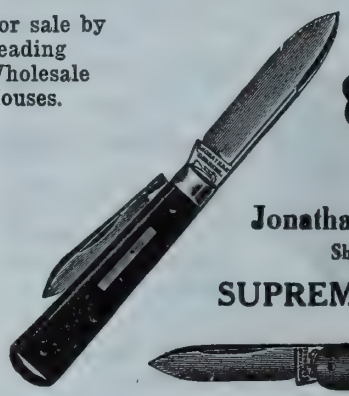
The demand is steady. Are you getting your share of this business? We co-operate with you.

Have you a copy of our Catalogue?

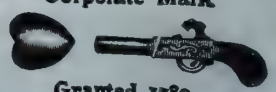
We also manufacture Wire Cloth, Iron Stairways, Fire Place Screens, Window Guards

CANADA WIRE & IRON GOODS CO.
HAMILTON

For sale by Leading Wholesale Houses.



Corporate Mark



Granted 1780.

Jonathan Crookes & Son
Sheffield, England

SUPREME CUTLERY



EMPIRE LEVELS

HAVE CONVINCING SELLING POINTS

The dealer will find them a constantly moving line because they are extremely accurate, durable and very striking in appearance.

The EMPIRE line includes a level for every use — aluminum, wood, and brass-bound, in many sizes and styles.

Complete catalogue on request.



The EMPIRE ADJUSTABLE ALUMINUM LEVEL, shown above, is the biggest selling level on the market. The improved adjustable and interchangeable vial case enables the user to repair broken glasses without impairing the use of the tool.

EMPIRE LEVEL MFG. CO.
MILWAUKEE, WIS., U.S.A.

Western Agents—L. T. Walls Sales, Ltd., Confederation Life Bldg., Winnipeg



DESOLVO
IS PROFITABLE

Housewives, once introduced to Desolvo, make frequent purchases. They appreciate the serviceable way in which it cleans drains, and thaws frozen pipes, just as you will appreciate the profit it brings you.

The Chamberlain Desolvo Co.
109 Church St., Toronto

Eastern Canada Representatives: Richardson & Bureau, 55 St. Francis Xavier St., Montreal, Quebec.
Ontario Representative: L. F. Mayne, 875 Trafalgar St., London, Ont.
Western Canada Representatives: N. D. McPhail & Co., 1229 Standard Bank Bldg., Vancouver, B.C.

Fittings Limited



Manufacturers of Malleable and Cast Iron Pipe Fittings

Oshawa



PARIS

REFRIGERATORS
SCREEN DOORS
WINDOW SCREENS
COMBINATION SCREEN AND STORM DOORS
RELIABLE GOODS AND PROMPT SERVICE
WRITE FOR INFORMATION

Sanderson-Harold Company, Ltd.
PARIS, ONTARIO

If interested tear out this page and place with letters to be answered.

An Axe is as Strong as its Handle

STILL'S

—will give you a stronger working tool, for **STILL'S HANDLES** are made from the best of Canadian Woods.

The sale of

STILL'S HANDLES

far exceeds all other makes.

There's a reason.

Axe, Pick, Sledge and Hammer Handles, Cant Hook and Peavie Handles.

It pays to sell **STILL'S.**

J. H. Still Mfg. Company
ST. THOMAS -:- ONTARIO

UNION TRANSIT CO.

FREIGHT CONTRACTORS
STEAMSHIP AGENTS
INSURANCE BROKERS
WAREHOUSE KEEPERS AND
DISTRIBUTING AGENTS

ALLOW US TO CO-OPERATE WITH YOU IN YOUR EFFORTS TO DEVELOP TRADE WITHIN THE EMPIRE.

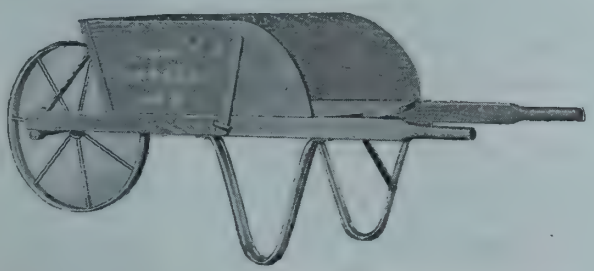
We are TRANSPORT SPECIALISTS and our combination of facilities enables us to undertake the handling of all classes of Transport Business on the BEST POSSIBLE TERMS CONSISTENT WITH EFFICIENT SERVICE.

CHIEF OFFICE:
381 ARGYLE ST., GLASGOW.

Cables and Telegrams: TRANSIT, GLASGOW.
Codes: { Western Union, Scott's (10th Edition)
{ Marconi, A.B.C. (4th & 5th Editions)

Garden Barrows Ready to Ship

No. 9



Strong, durable, steel legs—steel front corners. Weight 50 lbs., but stronger than many weighing half as much again.

No. 10



Boys' lightweight (30 lbs.). Not a toy, but a durable working Garden Barrow.

Write for prices.

MAXWELLS LIMITED, St. Marys, Ont.



Again in Demand

The wooden tub is back—the high cost of the metal is largely responsible, but a wooden tub has other advantages.

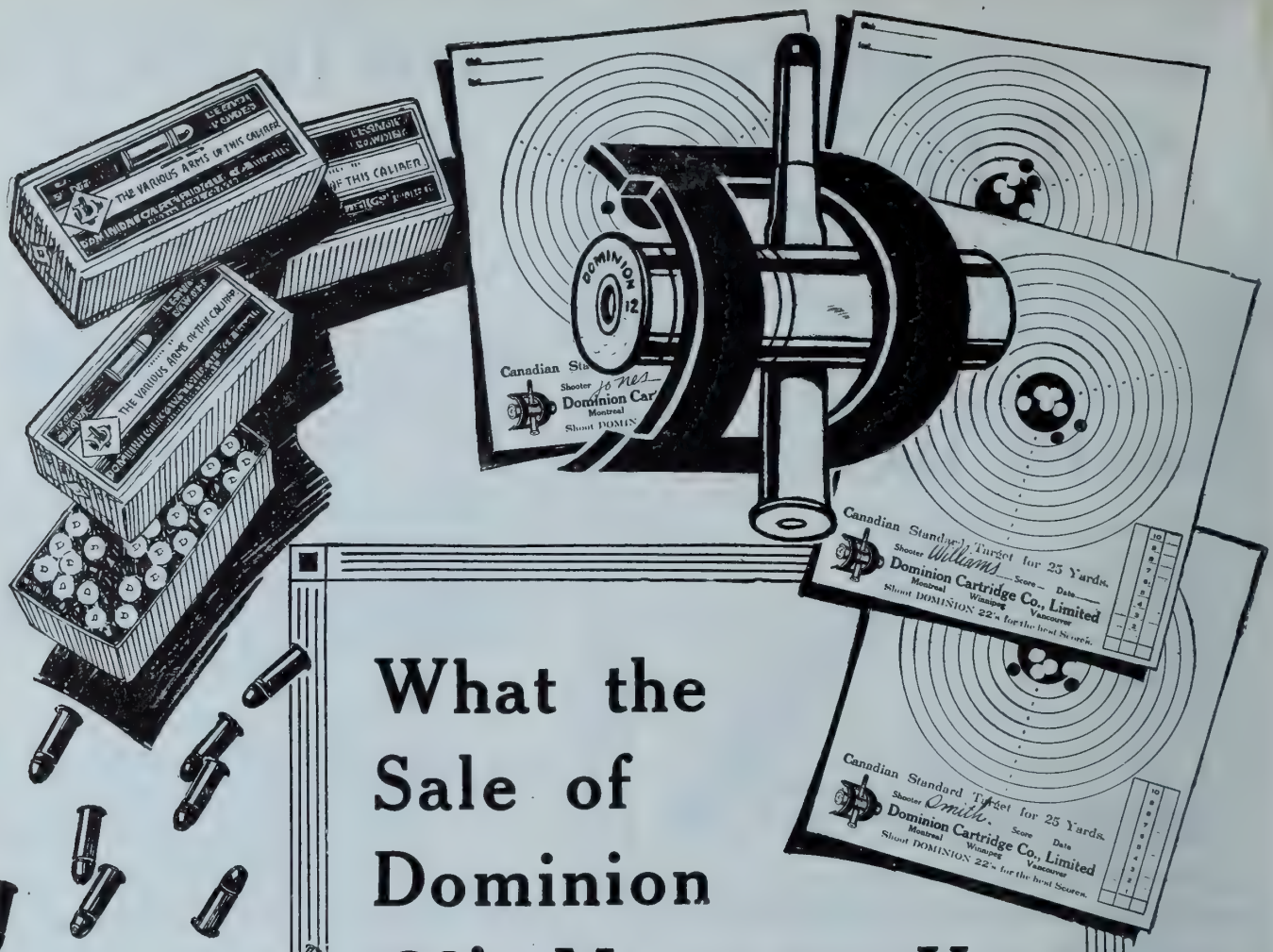
There is no galvanizing or plating to fall off. No rust to spoil clothes, and hot water retains its heat longer.

Cane's wash tubs will be favored. They last a lifetime and are built with the workmanship that has made Cane's Woodenware popular for over thirty-five years.

Order a supply of Cane's Tubs from your dealer for a source of Good Revenue

The Wm. Cane & Sons Company, Ltd.
Manufacturers NEWMARKET, ONTARIO

If interested tear out this page and place with letters to be answered.



What the Sale of Dominion .22's Means to *You*

Over 8,000 Canadian boys—members of Dominion Marksmen—are shooting .22 calibre cartridges today. Seven cartridges for each target! Think what this means. Figure out the sales possibilities in your territory alone.

These eight thousand boys are now officially recognized by the Dominion Rifle Association and each Dominion Marksman will become a permanent user of ammunition.

Think what **this** means.

Dominion .22 sales today mean sales of other Dominion Ammunition in years to come. Be sure your stock of .22's is complete—short, long, long rifle—smokeless and lesmok. Be sure the "D" is on each cartridge.

Order from your jobber today.

Dominion Cartridge Co., Limited

Owned and operated by Canadian Explosives, Limited

HALIFAX MONTREAL TORONTO
SUDBURY WINNIPEG VANCOUVER

If interested tear out this page and place with letters to be answered.

The Only Weekly Hardware Paper in Canada

Member Audit Bureau of Circulations *Member Associated Business Papers*

Hardware and Metal

CANADA'S NATIONAL HARDWARE WEEKLY

Vol. XXXVII. TORONTO, APRIL 30, 1921 No. 18

Further Amend Firearms Legislation 35
Explosives Regulations Are Amended 36
Fifty Per Cent. of Business Over Telephone..... 37
Boys' Trade in Nails, Bolts, Screws, etc. 39
Editorial Comment 40
Recommend Turnover Tax of 1 Per Cent. 41
News of Western Canada 42
Commence Buying When Prices Stiffen 43
Events in the Trade 44
Hardware Letter Box, Catalogs and Booklets 46
Little Ordering of Fruit Jars—Charlottetown R.M.A. Meets..... 47
New Hardware Goods 48
Weekly Market Reports—Montreal, Toronto, London, Winnipeg, Pittsburg 49-55
Trebles Paint Trade in Two Years 56
The Brush Department 58
Steady Improvement in Turpentine 60
Weekly Paint Markets 62-64

The MacLean Publishing Company, Limited

JOHN BAYNE MACLEAN, President. H. T. HUNTER, Vice-President.
H. V. TYRRELL, General Manager.

Publishers of Hardware and Metal, The Financial Post, MacLean's Magazine, Farmers' Magazine, Canadian Grocer, Dry Goods Review, Men's Wear Review, Printer and Publisher, Bookseller and Stationer, Canadian Machinery and Manufacturing News, Power House, Sanitary Engineer, Canadian Foundryman, Marine Engineering of Canada, Canadian Motor, Tractor and Implement Trade Journal, Druggists' Weekly.

Cable Address, Macpubco, Toronto; Atabek, London, Eng.

ESTABLISHED 1887.

HARDWARE AND METAL

GEO. D. DAVIS, Manager.

CHIEF OFFICES:

CANADA—Montreal, Southam Bldg., 128 Bleury St., Phone Plateau 946. Toronto, 143-153 University Ave., Telephone Adel. 5740; Winnipeg, 901 Confederation Life Bldg., Telephone Main 3449. Vancouver, 314 Carter-Cotton Building, 198 Hastings St. West.

GREAT BRITAIN—London, The MacLean Company of Great Britain, Limited, 88 Fleet Street, E.C., E. J. Dodd, Director, Telephone Central 12960. Cable Address: Atabek, London, England.

UNITED STATES—New York, A. R. Lowe, Room 1606, St. James Building 1133 Broadway (corner 26th St.), Telephone Watkins 5869; Boston, C. L. Morton, Room 734, Old South Building, Telephone Main 1024; Chicago, H. A. Maguire, 405-6 Transportation Bldg., 608 So. Dearborn St., Telephone Wabash 9430.

SUBSCRIPTION PRICE—Canada, $4 a year; Great Britain, South Africa and West Indies, 16s. 6d. a year; United States, $4.50 a year; other countries, $5 a year. Invariably in advance.



"QUEEN'S HEAD" GALVANIZED IRON

still stands supreme throughout the world

John Lysaght, Ltd.
Manufacturers
BRISTOL, England

A. C. Leslie & Co., Ltd.
Mgrs. Canadian Branch
MONTREAL

DOMINION POLISHED CANADA PLATES

We are again able to offer these high grade plates for direct import from Great Britain. We are sure the trade will welcome their reappearance.

A. C. LESLIE & CO., Limited
560 St. Paul Street West
MONTREAL

Cobblers' Outfits and Specialties

GET A COPY OF OUR NEW CATALOGUE!

Write at once for new Catalogue listing a very extensive and complete line of Cobblers' outfits and kindred articles. The dealer who features this line can reap big business. Write us—now—for discounts, or ask prices of your jobber.



Taylor-Forbes Company, Limited

Head Office and Works:

Guelph -- Canada

Montreal Branch: 246 Craig St. W.
Toronto Branch: 1088 King St. W.
Vancouver Branch: 1070 Homer St.

Maritime Provinces Agents: H. C. Rogers, Limited, 147 Prince William St., St. John, N.B.
Western Agents: Harry F. Moulden & Son, Confederation Life Bldg., Winnipeg, Man.

If interested tear out this page and place with letters to be answered.

Canada's National Hardware Weekly

Hardware and Metal

Published Every Saturday Since 1888

Vol. XXXIII. TORONTO, APRIL 30, 1921 No. 18

Further Amend Firearms Legislation

First Reading Given Bill to Amend Legislation Relieving British Subjects From Responsibility of Securing Permits — Hardware Merchants Think Legislation Will Even Then be Inadequate

A NEW aspect has been given the involved legislation in regard to the sale and ownership of firearms and other weapons by the introduction in the House of Commons, Ottawa, this week of an amendment to section 118 of Bill 83. This section has been outlined in previous issues of Hardware and Metal, pointing out that every one is guilty of an offence and liable on summary conviction to a penalty not exceeding one hundred dollars and costs or to imprisonment for three months, or to both fine and costs and imprisonment who:

> "(a) not having a permit on form seventy-six has upon his person, elsewhere than in his own dwelling house, shop, warehouse, counting house, or premises, or is carrying concealed, a sheath knife, bowie knife, dagger, stiletto, metal knuckles, skull cracker or other offensive weapon that may be concealed upon the person;
>
> "(aa) has in his possession any cannon, machine gun, rifle, gun, revolver, pistol, bomb or other firearm, or any air gun or any device or contrivance for muffling or stopping the sound of the report of any firearm, without having a permit therefore which permit may be issued in the same manner, by the same persons, and as near as may be in the same form, as in the case of the other permits referred to in this section; provided that no British subject shall be required to obtain a permit with respect to any shot gun now owned by him."

The proposed amendment repeals section (aa) as above and substitutes the following:

> "(aa) being an alien, has in his possession any pistol, rifle, shot-gun, revolver, firearm or offensive weapon without having a permit therefore which permit may be issued in the same manner, by the same persons, and as near as may be in the same form, as in the case of the other permits referred to in this section."

The effect of this amendment, if adopted, will be to relieve British subjects from any responsibility for securing permits for the possession of pistols, rifles, shot-guns, revolvers, firearms or other offensive weapon.

This matter was discussed by Hardware and Metal with a number of hardware merchants and as a result it is difficult to see that the amendment if adopted will do much to relieve the situation. The British subject will be relieved from the necessity of securing a permit but how is he going to prove he is a British subject when purchasing the weapon or when hunting with it in the wilds? It would be almost as onerous a duty for him to secure personal identification as to secure a permit for the rifle.

Aimed at Aliens

Another point brought out was that the legislation was evidently aimed at aliens. What then of the unscrupulous person who might be bribed to purchase a weapon for an alien or possibly lend an alien his weapon?

Chiefs of Police in various parts of the country have pointed to the necessity of the police knowing where every offensive weapon is located in the district. The only evident way to secure this condition is to register the sale of every weapon whether it be sold to British subject or to alien.

Asked regarding the chief points of contention raised by customers it was stated to Hardware and Metal by certain merchants that the regulation which makes it necessary to secure a separate permit for each weapon, and the regulation which limits the permit to the district under the jurisdiction of the issuer, are the two points which come in for the most protest. Obviously these objections could be dealt with without changing the necessity of all purchasers securing a permit.

Retailers and Wholesalers Make Representations

Informal representations were made recently to the Department of Justice by some retailers and wholesalers in regard to firearms legislation and when the Government was requested to lift the ban on small calibre sporting rifles they were informed that the great majority of crimes were committed with rifles. Hardware merchants were surprised to hear that Government records show this to be the case. It was recommended to the Government that if the permit system was to be enforced that all British subjects owning shot-guns be compelled to take out permit the present legislation exempting British subjects who owned shot-guns prior to the introduction of the Act would cause much confusion where police were enforcing the law. It is difficult to see what proof the police could get if they doubted that the British subject in question had owned his shot-gun prior to the legislation being enforced. It was furthermore recommended that a maximum permit fee of 50 cents be allowed.

Lose on Tourist Trade

In discussing the matter hardware merchants bring out a number of interesting points. It was stated, for

Continued on page 36.

Explosives Regulations Are Amended

Hardware Merchants Relieved of Necessity of Keeping Records of Ammunition for .22 Cadet Rifles and Shot Gun Cartridges

HARDWARE and sporting goods merchants throughout Canada will learn with considerable satisfaction that the Federal regulations governing explosives have been amended in such manner as to relieve them of the necessity of keeping records of ammunition for .22 cadet rifles and shotgun cartridges. Dealers, however, must continue to keep records of ammunition for ordinary sporting rifles and cartridges for pistols.

Section 8 of the regulations which dealt with this particular matter has been rescinded and the following substituted in lieu thereof:

"Any person who is authorized to have in his possession explosives of any class and for other than his private use shall keep a record of his receipts of all such explosives, and also of his sales and issues, giving particulars of the persons from whom received and to whom issued, with the dates of each transaction, together with the quantities and descriptions of the explosives so transferred; and this record shall be open to the inspection at any time of inspectors of explosives. Dominion or provincial police officers or others deputed by properly constituted authority, provided that such record will not be required in respect of the sale or issue of manufactured fireworks (Class 7, Division 2) or of safety cartridges (Class 6, Division 1) as set forth L.P.C. 469, dated 1st March, 1920, other than those for use in rifles, pistols or revolvers with a diameter of bore exceeding 0.23 inch calibre."

Propose To Amend Fertilizer Act

Provision Made for Better Marking of Packages Containing Commercial Fertilizer — Tendency to Use Cheap Material

SECOND reading has been given in the Federal House of Commons at Ottawa to a bill to amend the Fertilizer Act, providing for the better marking of the packages in which commercial fertilizers are sold so that the purchaser may know just what he is buying and whether he is getting value.

In moving the second reading, T. W. Caldwell, Victoria, stated that when a fertilizer manufacturer applied for a registration number the Act provided that he must inform the department of what materials his fertilizer was made, but when he sells it he does not have to state on the package from what source the chemicals are derived. It was pointed out that in the making of a commercial fertilizer the best results are obtained from a combination of nitrate of soda, sulphate of ammonia and tankage. A fertilizer composed of 4 per cent. ammonia, made of nitrate of soda, would not last more than a month or six weeks because it is so soluble that it leaches away in the soil and evaporates if it comes into contact with the air.

At present, nitrate is cheaper than sulphate or tankage to give the same amount of ammonia and it was thought quite possible that the tendency is to use the cheapest material, nothwithstanding the fact that it will not give as good results. "I should just like to quote an extract or two so that the House will realize the necessity for a farmer knowing what he is getting when he buys fertilizer," said Mr. Caldwell. Previous to the war, when fertilizers were cheap we had very little complaint about poor fertilizers, but we have to-day now that prices are high. The tendency seems to be, when prices are high, to use cheaper substitutes in order to make a higher profit.

In the case of mixed fertilizers the manufacturer must state what proportion of phosphoric acid is available in his fertilizer. The Act says:

In the case of bone meal, tankage or other organic products and basic slag, the phosphoric acid shall be stated as total phosphoric acid unless it be desired to state available phosphoric acid also.

That is the Act as it stands. It is not desirable, from the fertilizer manufacturers' point of view, to state the available phosphoric acid, because the farmer who buys mixed fertilizers has the statement of the available phosphoric acid in that, and he is inclined to think when he buys bone meal, tankage, or basic slag that the amount of acid stated is the available phosphoric acid. As a matter of fact it is not, and it is not in the interests of the manufacturer or the dealer to state the available phosphoric acid. I desire to have the Act read as follows:

In the case of bone meal, tankage or other organic products, and basic slag, the phosphoric acid shall be stated as total phosphoric acid and the available phosphoric acid shall also be stated.

I do not see that this phraseology would entail any hardship, because it merely asks them to state the contents of their material and to show how much is available to the farmer. It is nothing but fair that this should be done.

AMENDS FIREARMS LEGISLATION

Continued from page 35

instance, that many tourists visit Canada during the hunting seasons to shoot game. There is a source of much revenue to railways, hotels and to the Fish and Game departments of the various provinces. Under even the amended regulations the tourist would be compelled to secure a permit as an alien, and if the issue is to remain so beclouded as at present such tourist traffic will not be encouraged. It was further pointed out that no question of game protection was involved and that the regulations would bring no revenue to the Government; the only ones who would make anything were local officials with power to issue permits who would levy a charge for same.

In adopting the stringent legislation re firearms it was stated that some such action was necessary in view of the increase in crime and the Bolshevik tendencies in certain quarters. It was pointed out by one merchant that the legislation re permits, will not prevent Bolsheviks getting firearms. At the present time there is a regulation which states that firearms cannot be brought into the country until the importer has secured a permit for import. Criminals would certainly not bring in weapons through the Customs Department, but would smuggle them in and smuggling firearms is already an offence.

"Imagine Bolsehviks armed with .22 calibre rifles or any ordinary sporting rifle opposed to military units armed with rifles shooting .303 British cartridges?" suggested another, drawing attention to the fact that the crime wave has proved the futility of endeavoring to keep firearms from criminals by means of legislation. The law as it stands, and even with the suggested amendment is one which results in much confusion and expense to sportsmen, it fails to bring revenue to the Government and it is apparently no safeguard against the depredations of the criminal.

A deputation of hardware merchants headed by Nelson Mills, of the Mills Hardware Co., Hamilton, recently visited Ottawa and suggested amendments to the legislation regarding firearms as follows:

1. That section 118 of the Criminal Code, subsection (aa), be amended, so that a British subject should not be required to obtain a permit under form 76 for a shotgun, or, failing this,

(a) That this section be so amended that a British subject shall be required to obtain a permit with respect to any shotgun now owned by him.

2. That section 118 of the Criminal Code, subsection No. 22, be amended, so that a British subject being the owner of a permit should be entitled to carry his shotgun or sporting rifle into any district in the Dominion of Canada, without being subject to any further obligation, and that the owner of such license be not required to renew annually.

3. That a maximum fee of 50 cents be charged for each license.

50 % of Business Over the Telephone

By Paying Special Attention to "Phone Orders" and Being in His Store Himself to Answer Most of These, A. R. A'Bear, 155 Fairmount Ave., Montreal, Has Had Rapid Development in Retail Trade.



General view of the hardware store of A. R. A'Bear, Montreal, showing the large counter space devoted to displays of aluminumware, electrical appliances and utensils for household use. A good sized paint stock is also carried as shown on the shelves at the rear. On the leftare shown baby carriages, rolls of linoleum, etc.

"DO you get much of your business over the telephone?" asked Hardware and Metal of A. R. A'Bear, of 155 Fairmont Avenue, Montreal. "Yes; I can conservatively say that 50 per cent. of my retail trade is ordered over the telephone," replied the manager and owner of the above hardware store.

When interviewing Mr. A'Bear in regard to his methods of retailing, telephone interruptions were very numerous and each time a notation would be made, then he would resume conversation, explaining what he considered present day requirements in the retail store. Two telephones are placed on the main retail floor, one at the office (which is centrally located, and the other at the main serving counter). "If I have work to do this morning in my office, I use my office telephone, if serving my customers behind the counter I can use it from there, and between the two, personal attention can be given these valuable customers."

Asked if he did much of the "clerking" himself, Mr. A'Bear stated that when not outside getting business he could generally be found with the men he employed behind the counter, paying attention to his share of the customers passing through his front door. Although situated in a large city, the trade of this store is much the same as can be found in a large town, being out fairly well from the heart of the city. Therefore, the personal interest and attention bring better results than they would in a location where the transient trade figures to a great extent.

Lets None Get By Him

"The telephone works both ways, if I receive an order, part of which I can not fill, my competitors are called and if they stock the article or articles, my delivery car goes and gets them and they are delivered along with the order." This practice has secured good results and has infused in minds of the customers the slogan, "A'Bear has it."

Truck Delivery and Personal Car

While use of the auto delivery is made, Mr. A'Bear's personal car is often also in use. More so in the evenings when the farther and more out-of-the-way deliveries have to be made. One instance was stated where 100 lengths of knocked-down stove pipes were taken out one evening last fall and they were put together at an outside point and delivered in the various small quantities to the respective customers. Outside business is very often brought to the store by this same method. If there is a prospective buyer of paint, a stove, roofing, a washing machine, or other lines of hardware, a personal endeavor is made by



Paint trade is a considerable item in the business of A. R. A'Bear, Montreal. Paint business has been increasing each year in this store and this development is said to be due largely to the use of frequent window displays linked up with other selling effort. Furniture polish, metal polish, brushes, etc., are also featured as seasonable lines for a Spring display.

personal calling and very often the sale is made.

Price Cutting, By No Means

"Price cutting is considerably more detrimental than beneficial to all concerned, especially so in these times of re-adjustment," said Mr. A'Bear. "If people are under a certain depression to-day, some even curtailing their buying, displaying and advertising merchandise this month at a certain price, then the following month showing the same articles at reduced prices, perhaps far below replacement values, is not bettering the situation, but is rather assisting the public to a firmer belief that by holding off they will benefit by even lower prices. No, not price cutting, but give the people service, with prices based on a fair profit making margin, coupled with quality and high grade merchandise to sell, and the loss of customers will be unknown. There may be certain commodities in the average hardware store, which perhaps through it being a dull season for that particular line, are slow moving. If so, a small concession as to lower prices could be made on these lines assisted by an extra sales effort."

One of the Early Bird Type

Mr. A'Bear might be classed as one of the above, judging from his window displays and inside store showings. For some weeks, paints and varnishes, carriages and go-carts, and house-cleaning needs have been well in front. "If I show the people by my early window trims that these articles are for sale in my store, these same goods are not forgotten when the time is really on hand to buy. If I delay, and am behind the other fellow, people are going to enquire, and no doubt buy where they have seen the goods displayed," stated Mr. A'Bear. Deliveries of seasonable merchandise are based on this plan. Spring and Summer goods are mostly in now and on display.

Paint and Varnish Sales Increased Each Year

This was due, Mr. A'Bear thought, to the fact that special attention was given in the advertising, and by following up prospects. Methods of advertising include: the local papers, the city telephone directory, wooden yard sticks, and submitting to his paint manufacturer a very complete mailing list. Another means of conveying a paint message was by enclosing a color card with a wrapped parcel, it may be an outside paint card, floor paint or perhaps a varnish stain card. The telephone directory was considered very good as 90 per cent. of his customers, the majority living in apartments, had their telephone. Timely window displays, with the display helps furnished by the paint manufacturers, assisted these outside methods, and increasing results were always obtained.

Collections

This is a most important subject to-day. The monthly rendering system is followed in this store and works out fairly well. A suggestion was made by Mr. A'Bear that if the highest salaried man employed in a retail store was the book-keeper, it might prove a very profitable addition to the staff. A man devoting all his time to the books could have at his finger tips the financial position of the concern. Again, accounts carried perhaps by a personal friend could be collected by the book-keeper as a business method, at the end of each month, where the owner himself may show some hesitancy before approaching this friend. To use Mr. A'Bear's own words might explain the situation of a great many merchants to-day. "In the busy months money tied up is not felt, but in quiet months you fear the results."



Household Lines Featured

On entering the store one is confronted by display counters and tables. These are frequently used for the displaying of aluminum and granite ware utensils, electric heaters and other electric appliances. These constitute the array of articles that are, in the opinion of this retailer, seasonable and in demand during the spring months. Directly behind these and in prominent view from the street is the paint department. Sales from this section being large and different lines of inside paints and varnishes being sold even through the Winter months, a separate counter is located between the display tables and the paint shelving. The shelf hardware has its position along the opposite wall, so that by the above arrangement easy access is obtainable to staple articles selling from month to month.

Linoleums, Etc., Shown

At the rear and on an elevation of a few feet are stocks of the household needs variety, such as tinware, graniteware, brooms, washing machines and wringers, floor oilcloths and linoleums, etc. Mr. A'Bear is considering bringing this elevated section to the same level as the front store, as he is of the opinion that even larger and better business could be obtained from these wares if they were more in view of his customers, and by lowering the floor this would be remedied. Directly under this elevated section is the basement and warehouse, where roofing, glass, oils, white leads, ochres, spades, shovels, garden tools, etc., are carried, accompanied by the surplus stocks.

Boys' Trade in Nails, Bolts, Screws, Etc.

Kingston Hardware Dealers Find Boys are Large Users of Such Lines—Parents Encourage Children's Industrial Leanings

KINGSTON.—Can you find a boy who is not fond of a hammer and some nails?

If you can, then he is indeed a funny kind of a boy. A representative of Hardware and Metal found that in Kingston, at least, all the nails do not find their way to contractors, builders and the average citizen who wants to fix up his fence or do odd jobs around his premises. The little boys are doing their "bit" to keep the nail factories working.

"You would be surprised to see the number of youngsters who come into my shop for five or ten cents worth of nails," remarked one hardware merchant. "I have had men and women tell me that their boys would rather have money to buy nails than candy. It does sound rather funny, but it is the case. I had a mother in here the other day who said that her boy, about seven years of age, told her that he would like to have a good strong hammer and some nails. The family had some old boxes in the back yard, to be used for fuel, and the lad was anxious to break up the boxes and make something for himself. In this particular case, the youngster had in view the turning out of airplanes, and although they were rather crude models he turned out, it is stated that the little fellow had the right idea, and with his hammer and nails found something to keep him out of mischief and at the same time amuse himself and give him something to think about."



Encourage Children's Industry

"I would far rather get hammer and nails for my lad," said another mother to this hardware merchant, "because I think that too much candy is bad for children. I think my lad has had enough nails in the back yard to almost sink a ship. It is funny where they all go to, but the boy has had a lot of amusement, and at the same time he is doing something useful, and I do not begrudge him the money spent for the nails."

But it is not in nails alone that the hardware man finds the boy to be a good customer. They come in for bolts, screws and nuts for express wagons and other purposes.

This is the time of the year that the boys are taking to all these things, even though mother has a carpet for them to beat or a number of messages for them to run.

Investigation by Hardware and Metal shows that the boys are certainly good customers for the hardware stores.

Status of Sheffield Cutlery Trade

Trade Stocked With Poorly Made Pocket Knives—Competition of German Goods in Pocket Knives But not in Table Cutlery

FOR the purpose of a review, Sheffield's cutlery trade may be divided into four sections—pocket knives, tableware, razors and scissors. It is usual for firms to be engaged in the manufacture of articles comprised in all four groups, with one particular division as their specialty.

In pocket knives the present demand is perhaps 30 to 35 per cent. that of 1913. In this branch the labor accounts for fully 80 per cent. of the cost of production, and as wages generally in the cutlery trade have advanced 125 to 200 per cent. over those paid in 1913 the resultant finished article is more than doubled in price. Also in the pen and pocket knife lines the retail trade is stocked up with poorly made articles. In razors and scissors the demand is slightly less than 50 per cent. that of 1913. The labor in each of these lines is responsible for 65 to 70 per cent. of the total production costs. Here, as in the pocket cutlery, increasing labor costs have pushed up the retail price. As in pocket cutlery so in razors and scissors the market was swamped in 1919. Retailers who for the four previous years were able to get only a part of their orders filled, gave large orders; in some instances they later cancelled or found themselves overstocked with inferior goods. Competition of German goods is another factor operating to restrict buying.

In table cutlery and those knives used in crafts and industry the demands approximate those of 1913. Here wages account for 70 per cent. of the production costs. Much the same condition pertained in regard to overproduction in 1919. In the table cutlery trade, however, the manufacturers have never had to fear German competition, because German standard patterns do not conform to the British ideas and the German manufacturers have never specifically made goods for the British market.

Use of Machinery in Various Sections

In the past machinery was not used extensively in the manufacture of pen and pocket knives. However, it is an admitted essential for the future, and the plants must be operated not only to decrease cost, but to increase production.

Most razors are ground by machinery. These machines are of Sheffield manufacture and were introduced extensively into the trade shortly before the war. Fininshing, however, must be done by hand, so machine development in this branch is unlikely. Hand-forged scissors are a thing of the past. They are now all drop-forged on the German plan. The American innovation of welding a thin strip of high-quality cutting steel to the edge of cast blades has never found favor with the Sheffield manufacturer, as he contends that in this method the construction cost exceeds the cost of making the blades of good steel throughout.

In the table cutlery division the blades are generally machine forged. The best table-grinding machine on the market is an American product, the English patents for which were acquired by a firm of cutlery manufacturers who will only sell to their competitors at a high price, plus a payment of royalties on the output. In consequence, few Sheffield firms have adopted this machine. Just prior to the war a leading cutlery manufacturer purchased a German patented table-grinding machine. During the war he obtained permission from the British Government to manufacture a number, and they were sold throughout the trade locally. They did fairly good work, but the general opinion is that they are not so efficient as the American machine.

Labor Situation—Domestic and Foreign Markets

The unions are strong, doubly so, in that the handcraft portion of the industry requires an apprenticeship of many years. There are approximately 16,000 persons employed in the various branches of the cutlery trade in Sheffield. The average wage per week is £3 10s. ($17.02 at par) as against 30s. ($7.29), the prewar wage. It is true that the men on piecework are able to earn £5 or even £6 per week, but these are the exceptionally skilled and rapid workers.

In 1913 Sheffield exported cutlery to the value of £900,000. It is estimated that in 1920 the value was £1,500,000. This does not mean a greatly increased trade for prices were practically double

Continued on page 60

Hardware and Metal

Canada's National Hardware Weekly

Member Audit Bureau of Circulations Member Associated Business Papers

The Only Weekly Hardware Paper in Canada

PUBLISHED EVERY SATURDAY SINCE 1888 BY

The MacLean Publishing Company, Limited

Montreal TORONTO, CANADA Winnipeg

SATURDAY, APRIL 30, 1921

A REPORT from Montreal that a hardware store was robbed of sixteen revolvers, presumably by members of a local crowd of desperadoes, emphasizes the necessity of hardware merchants taking precautions against robbery in view of the fact that the drastic firearms legislation has closed almost every other source of purchase by these gangsters and they can only resort to stealing weapons.

* * *

MUCH OF the progress of the past decade or two is due to the improvement in facilities for transportation and communication. In a country covering such a great expanse as does Canada, the importance of these elements cannot be overestimated. Thus there is full accord with the principle which has governed the granting of a revision of telephone rates, providing such revision is to provide funds necessary for the maintenance of efficiency.

* * *

THE idea of applying a tax of 1 per cent. on the country's gross sales is not new. For 30 years it has operated in Mexico with marked success; for 16 years it has been working in the Philippines and the final analysis is that the natives there pay their taxes without realizing it. Canada has a Gross Sales Tax Law which is now likely to be extended and Czecho-Slovakia, the only war nation in Europe that lived up to its budget last year, can credit a similar taxation policy with that remarkable achievement.

* * *

CANADA'S investment in its electrical industry during the year 1919 amounted to nearly fifty million dollars, paying nearly ten million dollars in wages to employees and using materials costing fifteen million dollars. Goods to the value of thirty-four million dollars were turned out including stoves, heaters, irons, fans, fuses, lamps and heavier articles such as dynamos, motors, etc. These statistics give some idea of the growing importance of the electrical industry in Canada and should make any hardware merchant proud to be associated with an industry of such importance.

The Hardware Trade

AN extensive survey of conditions in the hardware trade in Canada reveals the fact that quite a large number of merchants are enjoying substantial increases in turnover on the basis of figures for the month of March and for the first three months of this year ending March 31. Where business has shown little signs of recovery it is evident that this condition is largely the result of local conditions. A large number of hardware merchants representing all parts of Canada were heard from in this survey and the fact that in some cases opinions from the same district showed great variation would seem to indicate that the few adverse conditions mentioned are of a very local nature.

In British Columbia some merchants report that the sawmill and logging supplies business is being affected to some extent by high freight rates. In some parts of the prairie provinces hardware merchants report that the products of the farm are in some cases being sold at less than their cost of production and that the farmer is therefore reluctant to buy hardware which has not, as he claims, declined in the same proportion. From parts of the Eastern provinces come reports that builders are holding up activity expecting lower prices on building supplies.

A number of interesting points were brought out in the statements made by various merchants. One of these was to the effect that the housewife is the easiest customer to sell to-day. There are a great many possible reasons for this condition, but it may also be affected by various local circumstances.

In most cases merchants report a good demand for seasonable goods immediately needed and the recent price declines on many lines are said to have had a stimulating effect. Where trade is largely with factory employees the recent slackness in industrial activity has had its effect upon certain lines of hardware, notably lines not classed as "necessities."

Increases in turnover ranging up to 40 and 50 per cent. are reported by a number of merchants though profits are not as great in proportion as last year. One Ontario merchant reports a bigger sale for seasonable lines in the first three months of this year than at any time in his history. Paint is said to be moving well owing to seasonable requirements and recent declines in price.

It may take a little time for these local adverse conditions to be eliminated but it is encouraging to note that such conditions are not general. A policy of "work and produce" combined with close attention to business will enable the hardware merchant to rapidly establish a return to normal conditions in the trade. Already improved buying sentiment is reported in the majority of cases.

Firearms Legislation

SOME heated words are being directed by hardware merchants at the legislation concerning the purchase and ownership of firearms in Canada. An amendment given first reading this week in the House of Commons relieves British subjects from the responsibility of securing a permit, though aliens are still so responsible. In discussing this matter with hardware merchants a number of weaknesses have been shown up as a result of their varied experiences and it is highly doubtful if the amendment now proposed will remedy the trouble. Looking at the matter in a broad way it is difficult to see that such legislation will or has had any effect upon the criminal classes against whom it is directed and its futility as a means of keeping arms from groups of agitators appears to be a weak argument in view of the fact that the military forces in Canada are equipped with rifles so powerful that such agitators equipped with the small calibre rifles whose sale is being restricted could be kept at great distance and rendered powerless. Meanwhile, the legislation is causing much irritation to sportsmen and merchants. It is not bringing any revenue to the Government and it has had little effect in curtailing violence.

Favors One Per Cent. Turnover Tax

Taxation Committee of Toronto Board of Trade Propose Abolition of Business Profits War Tax and Present Income Tax, Replacing Them With Turnover Tax and New Graduated Income Tax

TORONTO, ONT. — Recommending that the business profits war tax should be abolished, the present system of income tax repealed, and the special war tax, in so far as it affects sales should also be done away with, the taxation committee of the Board of Trade brought down its report at its meeting this week. In place of these forms of taxation it is suggested that a turnover tax of one per cent. be levied on all commodities, and a graduated system of income tax be put into force on all forms of income, no matter how derived. The proposed turnover tax of one per cent. affecting all branches of trade and industry is directly the opposite of that proposed by the Dominion Retail Merchants' Association, who assert that the only fair method of collecting this tax is at the source of supply.

The resolution was not passed at this meeting. Much discussion, for and against, took place. Another meeting will be held next Tuesday, when the matter will again be considered.

Hugh Blain, of Eby-Blain, Ltd., offered in amendment that a tax of five per cent. should be placed on goods at the original source, the factory. He cited the case of wholesale grocers, stating that it had been proven that nearly all of them operated on a profit of less than half of one per cent. on their turnover. "How can we take a one per cent. tax away from that?" he asked.

The Committee's Report

The report in the main points out that the Business Profits War Tax was levied as a war measure largely with the object of securing a portion of the extraordinary profits in many cases made from the manufacture of munitions and other war materials, and that both the Business Profits War Tax, and the Income Tax as at present administered are unduly onerous and complicated and some features of them are fundamentally unsound.

The Board of Trade fully recognizes that provision must be made for the raising of revenue sufficient to provide not only for the necesssary expenditure arising out of the war—i.e., war pensions and interest charges on Canada's war debt, but also for the reduction within a reasonable time of the heavy burden of debt incurred because of the war.

But it is desirable that every resident of Canada should contribute equitably and fairly towards the raising of the necessary revenue. The requirements of a good tax system are that it be fair to all; that the burden be universally distributed, and that collection be simple and easy, instead of being complicated and irritating.

The Resolution Proposed

The Board of Trade of Toronto is of the opinion, and respectfully submits that as it is now over fourteen months since peace was signed with Germany, the Business Profits War Tax should not be re-enacted and that—for many reasons, a few of which are set out below under their respective headings — the Special War Tax in so far as it affects sales, and the Income Tax as at present administered should be repealed, and in lieu thereof the Board would suggest the following systems of taxation:—

(a) Turnover or Sales Tax on all commodities.
(b) Graduated Income Tax.

Turnover or Sales Tax

This tax as at present administered is not sufficiently broad in its operation. The Board therefore suggests in lieu thereof the following:—

A Turnover Tax on all goods, wares and merchandise imported into Canada, manufactured in Canada, produced in Canada, or traded in in Canada; such tax to be paid monthly by all manufacturers, wholesale merchants, jobbers, retail merchants, traders, pedlars and dealers in any such goods, wares or merchandise. The rate suggested for this tax is 1 per cent. on the turnover of each of said manufacturers, merchants, etc.

With the object of encouraging agricultural pursuits said Turnover Tax should not be levied on farmers in respect of their products, nor should it be applicable to goods exported from Canada, or goods imported into Canada, for process and export.

Take Out Licenses

In order that this tax may be effectively collected and that no dealers in such goods, wares and merchandise may escape same, the Board is of the opinion that all manufacturers, wholesale merchants, jobbers, retail merchants, traders, pedlars, and other dealers in any such goods, wares or merchandise—with the exception of individual farmers disposing of their own products—should be required to take out a license authorizing them to transact such business, the cost of such license to be a nominal sum, say $1.00 per annum. Every such company, partnership or person taking out such license should be required to keep a record of the transaction or transactions of the business done under such license. At the end of each month every such licensee should be required to send a remittance for 1% of the amount of such sales to the nearest tax collector with a statement of the volume of such sales for the month.

Income Tax

The present Income Tax is unduly onerous and complicated, especially the surtax and supertax features thereof, and in the case of large incomes practically amounts to confiscation. This is undesirable as it will tend to discourage the flow of outside capital into Canada and will probably result in driving capital therefrom.

The calculation necessary to determine the amount due in respect of income under the present system is very intricate and is frequently misunderstood by the average person, with the result that there will inevitably be friction and dissatisfaction on the part of the public generally.

The Board therefore suggests in place of such tax a graduated Income Tax, to be assessed, levied, and paid upon the income during the preceding year of every person residing or ordinarily resident in Canada or carrying on any business in Canada, a graduated tax, to be assessed, levied and paid upon the incomes of the preceding year, in accordance with a schedule incorporated in the resolution. This table begins with an income of over $1,000 and not over $5,000, on which a tax of 1 per cent. should be levied with a minimum of $10 per year. The percentage increases by halves of one per cent. up to incomes of between $95,000 and $100,000, on which 18½ per cent. should be paid, or a minimum of $17,576. From this figure on to incomes of between $900,000 and $1,000,000 the percentages on each step of $50,000 increase by 1 per cent. graduations, giving a 40 per cent. tax on incomes of the last sub-division, or a minimum amount of $400,000 as annual tax.

Suggested Exemptions to Income Tax

1. In the case of unmarried persons, widows and widowers without dependent children, $1,000 per annum.
2. In the case of all other persons $3,000 per annum.
3. $300 for each of the following dependent relatives, viz.: — Mother, father, grandmother, grandfather, child, grandchild, sister or brother.
4. Income Tax paid to countries other than Canada, provided however, that all income derived from sources out-

Continued on page 64

News of Western Canada

Organization Is the One Standard

President Vancouver Branch R. M. A., Talks on Organization as the Only Way to Improve Conditions

VANCOUVER, B.C.—J. T. Crowder, president of the Vancouver branch, Retail Merchants' Association, spoke to the retail merchants at a luncheon during the recent retail merchants' convention on the subject, "Your Troubles Are Ours." Mr. Crowder has given a great deal of attention to retail merchandising conditions on the Pacific Coast, and although a druggist himself speaks with authority on the affairs of other trades as well.

"Until the merchants come into an association 100 per cent. there is a very slim chance of their improving their trade conditions," said Mr. Crowder.

"The doctors, the dentists, the plumbers, the engineers, the electricians have all reached the stage of association work when they can legislate for their profession or trade. For many years the doctors have maintained such a strong organization that the 'weak-sisters,' the quacks, and charlatans have been eliminated from their ranks. So strong have they become, and so well have they safeguarded the health of the public, that any others attempting to set up as healers find that unless they can convince the medical profession that they have attained a high state of excellence in their profession and have proved the efficiency of their methods, they stand a very great chance of being restrained, by law, from practising.

"The plumbers, the steamfitters, the electricians all have a part in the regulations governing their work. The druggists recently provided a splendid example of successful association work tending to the protection of the association's members.

"Recently an old-established firm of druggists on Main Street, Vancouver, was forced to vacate owing to the building having been sold. The new owner of the building proved to be an Oriental. Members of the profession noticed that all the signs were left on the windows and over the door. The next move was that an Oriental was putting in a stock of patents, toilet articles, tooth brushes, etc., and was, apparently, figuring on 'carrying on' with as near an approach to a drug store as he could do without employing a qualified druggist.

"The move was anticipated, however, but the druggists, who drafted an amendment to the Pharmacy Act, sent a delegate over to Victoria, where parliament was in session and managed to have the necessary amendments incorporated in the act. Now that Oriental has had to take all the signs off the store. Chinese are in other lines of business in great numbers, but not in the drug business.

"The new reading of the act is rather comprehensive:

> "'It shall be unlawful for any person to practise, or attempt to practise the profession of a chemist and druggist, or chemist, or druggist, or pharmacist, or apothecary, or dispensing chemist, or dispensing druggist, or pharmacy, or drug store, or drug dispensary, or drug department, or other words of like import, or any sign, title or advertisement implying or calculated to lead people to infer that the person using same is registered under this act in the province of British Columbia, without having . . . . certificate as licentiate of pharmacy, etc.'

"To give you an idea of the difference that such protection makes," said Mr. Crowder, "let me instance a case in one of our up-country towns:

"As was the case in the instance already given, the building in which a white merchant and a white druggist were conducting their business was sold. The purchaser was Chinese. Now, the drug signs are all down, and the Chinaman cannot carry on a business in any way calculated to resemble a drug business but the old signs of the merchant are still up, and a Chinaman carries on the other merchant's line of business.

"What are the qualifications of a merchant? What are they? At present the only qualification is the desire to be a merchant immediately, and a small amount of cash or credit. In Vancouver anyone, of any color, can find an empty store, pay $10 to the city of Vancouver, and he is a merchant.

"The better day will dawn for the retail business, when the merchants are organized to the point of establishing a standard by which those desirious of entering the business can be judged by the authorities issuing the license to do so. When the merchants have organized sufficiently, the license inspectors will grant licenses to such as have proved according to standards set by the organized merchants their fitness to conduct business."

Western Notes

Luseland, Sask.—Z. L. Harlow is taking charge of the Farmers' Hardware Store.

* * *

Zelma, Sask.—F. D. Kettles, hardware, has been succeeded by Standard Hardware Co., Ltd.

* * *

Hatton, Sask.—McPherson Bros. at Hatton, Sask., would be glad to receive catalogs from manufacturers and hardware jobbers to replace those lost in their recent fire.

* * *

Hatton, Sask.—McPherson Bros.' hardware store has been burned down. Very little stock was saved but the loss was covered by insurance. McPherson Bros. immediately secured a lease on another building and placed orders for stock for immediate shipment.

Saskatoon Man Talks on Electric Heating

Winnipeg, Man.—More than 200 members of the Canadian Credit Men's Association, the Winnipeg Lumbermen's Exchange, and the Western Retail Merchants' Association heard Henry Gauvin, of Saskatoon, speak on house-heating problems.

Mr. Gauvin described the frost proof houses electrically heated which he has built in Saskatoon, and pointed out that construction of buildings of that type could be more easily undertaken in Winnipeg, where electric power costs less than half what it costs in Saskatoon. Electric heating had been economical in the Saskatchewan city, he said. It ought to be still more so here.

British-American Oil Company To Camrose

Camrose, Alta.—The British-American Oil Co. is coming to Camrose. They have arranged for a site on the spur and will likely be located near the other warehouse and tanks. They intend to proceed at once with the erection of a warehouse and two storage tanks. Along with what is here the new tanks will make a total of 260,000 gallons capacity at Camrose.

Commence Buying When Prices Stiffen

Ontario Branch C.M.A. Ask Labor to Contribute to Workmen's Compensation — Hardware Manufacturers Elected to Office

AT the annual meeting of the Ontario Branch Canadian Manufacturers Association, held in Hamilton, Ont., a demand was made that Labor be made to contribute a share to the liability under the Workmen's Compensation Ast. As evidence that compensation for accidents is becoming a heavy tax on industry in Ontario John R. Shaw, Woodstock, retiring chairman, stated that the total amount awarded for compensation during 1820 was $7,780,145.25 as against a total of $4,192,859.93 during 1919. The increase was said to be due largely to the increased benefits provided for under the amendments to the act. Benefits awarded totalled $26,000 per day and about half a million workmen were under the protection of the act. Mr. Shaw estimated that over 100,000 people each year received some part of their maintenance from the benefits provided.

Worst Soon to be Over

Forecasting what the immediate future held in store for Canada, Mr. Shaw ventured the opinion that the worst would soon be over. He adhered to the well-grounded belief that 1921 would see a large flow of immigration, with all that that meant. Business was gradually settling down to its normal grooves, which, after all, was the most satisfactory token one could look for. The efficiency and the productivity of labor had also increased, due to the inducements of recent unsettled conditions, and these factors would have an important bearing on production and the costs thereof. All these factors, he had emphasized, were conducive to a healthy revival, and would work toward a marked improvement of the present situation, he thought.

Analysis of Cause.

"The change," said Mr. Shaw, "which has occurred during 1920 has been an inevitable result of the inauguration of the process of deflation. Just as in the stock market buying is done on a rising market and selling on a falling market, so in the case of commodities. As long as prices were moving upward there was an irresistible tendency to buy, and this worked right through from the ultimate consumer to the manufacturer.

"When the pyramid had reached a certain height and the speculators in raw materials began to feel the turn was about due, a selling movement began, slow at first, but steadily gathering momentum. Prices receded right along the line, and then the reverse of what might naturally have been expected occurred. Lower prices, instead of inducing buying, caused an almost complete cessation of buying.

"Precisely as in the stock market, the public refused to buy on a falling market. And they will continue to stay out of the market until prices once more harden."

Protest Tax on Electricity

A resolution that was adopted protested against the proposed tax of $2 per horsepower on electric power. This tax, it was held, was an attempt to unjustifiably check the development and popularity of electric power, and should not be approved of by the Government.

Officers Elected

Officers were elected as follows: Chairman of the Ontario division, W. C. Coulter, Toronto; vice-chairman, Arthur W. White, London. Executive Committee—H. Barrett, Paris; W. R. Breyfogle, Peterboro'; George Brigden, Toronto; W. Cowan, Galt; G. H. Douglas, Hamilton; H. W. Fleury, Aurora; E. H. Gurney, Toronto; Fred. Hatch, Whitby; J. G. Hossack, Toronto; B. J. McCormick, Welland; C. G. McGhie, St. Catharines; G. M. McGregor, Ford; Thomas Roden, Toronto; H. D. Scully, Preston; J. R. Shaw, Woodstock; John Taylor, Guelph; H. J. Waddie, Hamilton; C. R. H. Warnock, Galt.

Representatives to the Executive Council—H. Bertram, Dundas; W. R. Breyfogle, Peterboro'; Wm. Gartshore, London; F. S. Hodgins, Kitchener; R. W. Leonard, St. Catharines; G. M. McGregor, Ford; R. O. McCulloch, Galt; R. S. McLaughlin, Oshawa; M. R. Meldrum, Niagara Falls; W. C. Phillips, Kingston; G. S. Rutherford, Kitchener; H. M. Snyder, Waterloo; T. J. Storey, Brockville; J. M. Taylor, Guelph; R. Thomson, Carleton Place; C. H. Waterous, Brantford; A. W. White, Toronto; J. R. Shaw, Woodstock; J. F. MacKay, Ingersoll.

Warns Retailers re Advertising Law

Fradulent Advertising Act in Canada Rendered Useless Owing to a "Joker"

UNDER the caption, "Canada's Fraudulent Advertising Law," Printers' Ink comments editorially in a recent issue on the fight the Retail Merchants' Association of Canada is waging to have the Federal statute regarding false advertising made more stringent and more effectively enforced.

This editorial also gives a warning to the Canadian merchants to avoid repeating the mistake made by their brethren in the United States.

The article in full reads: "The Retail Merchants' Association of Canada is wrestling with the problem of fraudulent advertising, and its efforts will be watched with much sympathetic interest on this side of the border. The Fraudulent Advertising Act which was passed by the Dominion Parliament in 1914 has been found practically barren of results, due to the inclusion of the word 'knowingly' and the lack of any organization specifically entrusted with its enforcement. Now the association is endeavoring to amend the law, and has asked the Government to appoint an inspector to pass on violations and conduct prosecutions.

"If our Canadian friends will be guided by ten years of experience in the enforcement of similar laws on this side of the border, they will abandon their present attempt to modify and limit the effect of the word 'knowingly,' and make a determined effort to secure its elimination from the law altogether. For experience has amply demonstrated that this seemingly innocent word, no matter how it may be qualified by additional verbiage, is ever the chosen refuge of scoundrels. It renders it necessary to prove or to disprove what was in somebody's mind at an indefinite moment in the past. And when it is limited or modified by additional clauses, it simply places upon the courts the additional task of deciding what was in the minds of the legislative body which passed the law."

Better Tone in Steel Market

Sentiment in iron and steel is more cheerful due, however, more to an improving outlook than to actual new business which remains at a low rate, says the Iron Trade Review. Expected wage reductions by the Steel Corporation, it is believed, will further clarify the situation. The demand from the automobile industry is the feature but this very fact illustrates the poor distribution of buying. Where normally this industry does not furnish more than 5 per cent. of the market, its present absorption of tonnage is several times that amount. The sluggish movement of the heavier lines works against any material expansion of general operations. Sheet conditions, which are most directly affected by automobile demand, reflect the clearest signs of betterment. In the Mahoning valley, sheet production this week is up to 43 per cent., the best record since early January. Releases are now being received at their reduced prices and enabling the Steel Corporation mills to maintain or slightly increase their operations.

The composite market average index of the Iron Trade Review this week is $43.73 compared with $43.85 last week and $44.57 for the corresponding week a month ago.

Events in the Trade

Business Change

Guelph, Ont.—Cronk & Buchanan, hardware, has been sold to J. P. Hammill.

Incorporation

Smarts' Brockville Furnaces, Ltd., has been incorporated to manufacture and deal in stoves, furnaces, etc.

Personal

H. T. White, who has represented Stewart & Wood, Toronto, for many years, is seriously ill at his home in Toronto.

* * *

John Irwin, vice-president and general manager, McArthur-Irwin, Ltd., Montreal, is in Philadelphia and Atlantic City this week, accompanied by Mrs. Irwin.

* * *

A. C. Gibb is calling on the trade in Ottawa this week, representing Alexander Gibb, metal broker, Montreal.

* * *

Col. Robt. Starke is back in his Montreal office, having spent the last two weeks in Atlantic City.

* * *

Mr. Harkness, of the sales staff of Crane Limited, Montreal, has been transferred to the Ottawa branch, assuming his new duties next week.

* * *

John Richardson, of Richardson & Bureau, factory representatives, is leav- Montreal this week on a trip through the Western provinces to Vancouver, calling on the jobbing trade.

Ontario Government May Go Into Cement Business

Hon. F. C. Biggs, Minister of Highways, told the legislature that cement in Canada cost $3.20 a barrel of 350 pounds, with a small discount for payment within 30 days. In fifteen States of the United States, he said, cement could be obtained for $2.12 a barrel of 376 pounds.

Hon. Howard Ferguson asked if the Government was contemplating going into the manufacture of cement.

"It is under consideration," replied the Minister. "I am strongly of the opinion if we wish to develop highways in Ontario with success, there must be something done to manufacture cement in more liberal quantities and at better prices."

Western Ontario News

The Wallaceburg Brass & Iron Co., Wallaceburg, Ont. moved into its large new factory addition this week. The new building is 50 by 60 feet and is two stories in height.

* * *

W. L. and Garth Kennedy, of Wheatley, Ont., have purchased the general store of J. McDowell and took over the business this week.

* * *

Everything is ready for the opening at Windsor, Ont., on Monday evening of the first annual exhibition to be held under the auspices of the Border Cities Builders' Association. The exhibits include a wide line of merchandise and materials required in house building and a feature of the show will be a model bungalow. Many of the firms supplying builders' hardware, roofing, paints, etc., are making exhibits.

* * *

James Rouatt of Bayfield, Ont., has taken a position with the Bayfield Hardware Co.

* * *

Percy Cranston of the George A. Stanley Hardware, Lucan, Ont., leaves shortly to take a position with the Imperial Oil Company.

* * *

James Evans, Jr., of Waterford, Ont., left on Monday for Drinkwater, Sask., where he will learn the hardware business with his uncle, James Anderson.

* * *

Fire which is believed to have originated from a heater in the basement, caused damage of $200 in the paint shop of C. E. Loomis at St. Thomas, Ont.

* * *

By the will of John K. Darch, harness manufacturer, who died at London, Ont., recently, his estate of $54,500 is left to his brother, Wm. F. Darch, who was his partner in the business.

* * *

St. Thomas Metal Signs, Limited, St. Thomas, Ont., is negotiating with the council for a lease of the old power house and plans to remodel and fit it up as a factory.

* * *

The Patterson Engineering and Construction Company, of Windsor, E. F. Patterson, manager, is preparing plans for a new type of bungalow to be constructed of reinforced concrete and steel. The company plans to erect 100 of such dwellings. The floors are to be of concrete over which oak will be laid. Each home is to contain six rooms and bath.

* * *

Thieves who gained entrance through a cellar window went through the hardware store of Christie Bros., Ltd., at Owen Sound on Tuesday last and got away with considerable merchandise. On Tuesday evening the hardware store of Creeper and Griffin was broken into and $10 in cash stolen.

Hold "Dollar Week"

London, Ont.—Merchants of Wheatley, Ont., have obtained such excellent results from Dollar Day sales that they are trying the plan out on an extended scale and are holding a "Dollar Week" from April 30 until May 7. The event is being widely advertised in the district as "The Wheatley Dollar Week," and fifteen of the town merchants have gotten together and are getting out a special paper filled with attractive offerings of merchandise and called "The Week Special Store News." A copy was mailed to every home in the district. Among the firms co-operating in the big "drive" for business are T. S. Derbyshire and Allan Lynn, hardware merchants. Both arranged an exceptionally attractive list of seasonable offerings for the special paper and both backed their advertising by attractive window displays and store arrangements.

Demonstrate Electric Ranges

A most successful demonstration of electric ranges was given on Thursday and Friday of this week at the store of the St. Marys Hardware Co., St. Marys, Ont. The firm used double column space in the local paper for a week before to announce the demonstration and the result was a large attendance of housewives. The ranges made a splendid showing and the numerous questions asked regarding efficiency, economy of operation, installation costs, saving of food and similar queries showed the keen interest the women took in the work. Sales of electrical grills and stoves have been steadily increasing in St. Marys and with the extension of the hydro lines into the district round about now that more power is available excellent prospects are presenting themselves for increased business.

Provide Electric Soves on Instalment Plan

London, Ont.—One of the most novel plans that has been presented here in some time is contained in a notice of motion to come before the city council at its next meeting. The mover is Ald. George Wenige. If his plan goes through the council will provide the public utilities commission with a line of credit which will enable them to sell 10,000 electric stoves on easy payments. Ald. Wenige's plan is to give citizens a chance to secure a really high grade electric stove by paying $3.50 per month. This charge is to cover both the payment for the stove and the electricity used. He claims that if $100,000 is advanced to the utilities commission it will be sufficient. He has a double end in view, first, to defeat a local proposal for increased gas rates, and, second, to secure permanent customers for the additional hydro that will be forthcoming shortly.

London merchants who discussed the proposition with Hardware and Metal, while admitting the distinct novelty of the plan and its advertising value, are inclined to doubt whether it is sound business ethics to pursue such a scheme. If followed out it might result, they fear, in a somewhat dangerous precedent being created and one which would eventually cause complications.

Helping Sell Ammunition

An effective method of co-operating with the dealers carrying ammunition was outlined in an interesting talk given by E. M. Putnam, advertising manager of Canadian Explosives, Ltd., and subsidiary companies, at a meeting of the Montreal Publicity Association.

After generalizing on the consumer advertising done, Mr. Putnam went into the details of work with the dealer. Illustrations of the newspaper and trade paper advertising were displayed, as well as the many attractive cut-outs, counter cards and window displays which are distributed to every dealer upon request. Stress was also laid on the fact that these multi-colored displays not only serve to help in the sales of ammunition, but they attract to the store men who will become purchasers of many other lines.

Board of Inspectors to Stop Bad Wiring

Upon the request of officials of the Canadian Electrical Trades Union, Chas. Swayze, Labor member for Niagara Falls, will introduce a bill in the Legislature to set up a board of examiners to examine contractors, journeymen and inspectors engaged in the business of placing, installing, maintaining, repairing and inspecting any conduits of any description carrying any electrical conductor equal to or higher than the voltage prescribed in the wiring regulations of the Ontario Hydro-Electric Commission.

It is proposed that the board shall have for its members an electrical contractor, a journeyman mechanic and another engaged in practical electrical work.

Canadian Tank & Pump Co. Open New Premises

The Canadian Tank and Pump Company, Ltd., has opened up general offices, warehouse and showrooms in Toronto at 119 Adelaide Street West, occupying the first floor and basement of



A. W. CLARK,

appointed manager the Canadian Tank & Pump Co., Ltd., which has opened up general offices, warehouse and showrooms in Toronto.

the building at that address. This firm is the Canadian branch of the Wayne Oil, Tank & Pump Company of the United States. The latter firm had a Canadian factory at Woodstock, Ont., up until about three years ago, but this is said to be the first real attempt of the company to market its products direct to the Canadian trade and as a Canadian incorporated company.

A. W. Clark, manager of the Canadian firm, was for two years district manager for the U. S. company at Denver, Colorado, prior to which he had been city salesman and district manager respectively at Boston, Mass. Mr. Clark has just returned from a trip to Ottawa and is highly satisfied with the prospects for business in Canada. He stated to Hardware and Metal that prospects in opening up a new office had never been better and that not only were there good possibilities, but there was a splendid selection of salesmen to choose from in organizing a sales staff. A staff of 35 salesmen will be representing the Canadian firm when organization is completed in another eight weeks.

Kingston News

KINGSTON.—Hardware & Metal has been advised that the hardware merchants at Napanee and Gananoque will fall in line with Kingston in the action taken by the local merchants a short time ago to co-operate to do away with bad debts.

* * *

Hardware merchants here state that the cold and wet weather of last week retarded business in the sale of spring goods. With warmer weather a brisk sale in garden tools is looked for, also in lawn mowers, garden hose, etc.

* * *

One hardwareman reports a brisk sale of poultry netting, showing that the poultry men are getting at their usual spring repair work.

* * *

Percy Chown, hardware merchant, underwent an operation for appendicitis this week at a local hospital.

* * *

A good deal of activity is looked for in the building trade here this summer. Already work has been commenced on a number of houses of the smaller type, and this will help the hardware business.

* * *

"I was surprised to see that there was so much building in course of construction," remarked a hardware man to Hardware & Metal. The work is mostly on smaller houses.

* * *

Kingston, Ont.—Simmons Bros. were awarded the contract for the tinsmithing in connection with the furnaces in the school buildings. The board of education is now calling for tenders for the seats required in the new Robert Meek school, which will be ready for the fall term.

Clean Up Week in Kingston

Kingston.—Ald. Allan Stround, chairman of the City Health Committee, proclaimed this week as "clean up week" for Kingston, and the local hardware stores took advantage of this to put forth in prominent displays all the tools necessary to carry out the work.

The local hardware men are making special displays of garden tools, drawing attention to the fact that the man around the house must make a general survey of his backyard to see what vegetables and flowers he can plant to beautify his place; pointing out that it is wonderful what a square yard of soil will produce and that perhaps he will need a hoe, rake, cultivator, wheelbarrow or spade.

A special appeal is also being made to the farmers to keep down the weeds so that the vegetables will come up.

Catalogs and Booklets

A review of new catalogs, etc., as published by manufacturers, wholesalers and others in the trade for the information of hardware dealers.

STRATFORD MFG. COMPANY

A new catalog, No. 6, has just been issued by the Stratford Mfg. Co., Ltd., Stratford, Ont., covering the various lines of woodenware manufactured by them. The catalog is well got up and each article manufactured is clearly and finely illustrated by clear cuts. A wide range of goods is described and shown and new lines have been added since the issue of the last catalog.

Some of the lines included are library tables in different styles and sizes, tea wagons, pedestals, costumiers, smoker stands, folding tables, folding draft screens, writing desks, lawn and verandah swings, folding chairs and seats of different descriptions, camp cots, bookracks, etc., as well as the more usual lines of woodenware such as step and extension ladders, ironing boards, etc. Readers of Hardware and Metal are invited to write for a copy.

"TYCOS"—ROCHESTER

An illustrated booklet of 32 pages, about 7 x 10 inches, under above title is issued quarterly by the Taylor Instrument Companies, Rochester, N.Y., manufacturers of thermometers, compasses and other instruments. Various articles of interest appear in this booklet as well as useful hints and helpful dealers suggestions. The Canadian branch of the Taylor Instrument Companies, located at 110-112 Church St., Toronto, Ont., have lately installed a Repair and Service Dept. in connection with this sales office. The firm state that competent instrument makers have been engaged who are thoroughly equipped with apparatus for overhauling and testing pyrometers, barometers, thermometers, and other kindred instruments. This Dept., it is believed will fill a want, as hitherto all repairs have had to be sent to the factory at Rochester entailing delay. Inquiries and visits are invited from persons interested in the use of these instruments.

"DODD" INVALID BED

The Port Arthur Structural Iron Works, Ltd., Port Arthur, Ont., have issued a booklet illustrating and describing the "Dodd" invalid metal bed which they are manufacturing. This bed is stated to have been strongly recommended by the medical profession, and as far as is known, is the only one of its kind.

BARBER PATENTED GAS BURNERS

The Cleveland Gas Burner and Appliance Co., 3702-04 Superior Ave., Cleveland, Ohio, have issued a booklet dealing with the Barber patented gas burners for artificial and natural gas. The booklet shows the Barber in different types and combinations of units suitable for a variety of purposes from heating residences, apartment houses, schools, churches, stores, etc., as well as for industrial and commercial use in heating, annealing and baking appliances for manufacturing institutions. The principle of the burner is concisely described together with instructions for installing and operating.

"A RECORD OF A GREAT ENTERPRISE"

Under the above title a booklet has been compiled by the United Brassfounders and Engineers, Ltd., Cornbrook, Manchester, England. While the booklet describes and illustrates the contribution of munitions and material to the Allied cause during the late war, it contains a good deal of interesting matter to those engaged in the selling or installing of steam and water fittings. The "Ubel" line is a wide and varied one and a few of the lines include valves, cocks, pressure and vacuum gauges, and lubricating devices. Views of five of the factories processes of manufacture are given. The booklet is splendidly got up on good paper are shown and illustrations of some of the and is printed in colors, with fine illustrations. The Canadian agents are W. H. Cunningham & Co., 269 West Richmond St., Toronto, Ont.

DOOR HANGERS, HINGES, ETC.

The N. Slater Co., Ltd., Hamilton, Ont., have published an illustrated sheet about 2 feet by 3 feet, printed on stout glazed paper, in which are shown many of the numerous lines of door hangers, track for same, and hinges and door fasteners of various description. A space has been left in the bottom corner for the dealer to put in his name and the idea is that by hanging this sales help up in a prominent position in the store increased business in the sales of garage outfits and barn and stable door furniture will result. The sheet comes folded through the mail and any reader of Hardware and Metal desiring one is requested to send a card to the firm at the above address.

EVERJET ELASTIC CARBON PAINT

A new booklet has been published by the Barrett Co., Ltd., Toronto, Ont., on Everjet elastic carbon paint, and is ready for distribution. The booklet describes the uses and advantages of this carbon paint for many purposes besides metallic roofings. The directions for use and quantities required for different work are also dealt with.

Autographed typed letters are sent out by the Specification Department of the Barrett Co. in which attention is drawn to the depreciation which is going on all the time in roofing, and a staff is maintained at the Barrett Company's expense who without obligation on the part of the owners of buildings, factories, etc., are prepared to conduct an examination and report on present condition and submit specification for repairing if necessary.

FLINT ARCHITECTURAL FINISHES

Under the above title the Flint Varnish & Color Works of Canada, Ltd., with head office at Montreal, Que., have published an exceedingly handsome booklet in which the different interior and exterior wood finishes, paints, varnishes and enamels made in their factories are described in detail. The use of each product, together with packages put up in and directions for applying are fully dealt with. The booklet, 9 x 11 inches, is printed in colors on excellent paper and the illustrations giving suggestions for interior decoration are beautifully done.

MEMORIAL NUMBER "STEPHENS' PAINT NEWS"

The most recent issue of Stephens' Paint News, a house organ published by G. F. Stephens & Co., Winnipeg, is entitled a Memorial Number and is devoted to the late G. F. Stephens, late president of the firm. A biographical sketch of the late Mr. Stephens, by M. F. Christie, is followed by an appreciation of deceased, written by the editor. A few of the last tributes from a number of prominent social and business friends are included. The issue is suitably printed in purple and black.

MODERN WOOD FINISHING

The Bridgeport Wood Finishing Works, 21 East 40th St., New York City, owned and operated by the E. I. DuPont De Nemours & Co., of which the Flint Varnish & Color Works, of Canada, Ltd., are a subsidiary company, maintain and operate a service department in New York and other cities for the assistance of architects, builders, contractors, painters, decorators, or anyone who is building, in planning the best decorative treatments for interior woodwork, doors, walls and floors. A booklet, size 8½ x 11 inches, printed in colors and containing 68 pages, describes in detail this feature and service and besides gives full and concise directions for the finishing of different varieties of wood. The uses and possibilities of the various forms of building lumber are covered thoroughly and the natural grains and finishes of different wood, are illustrated by the aid of 128 colored cuts.

Hardware Letter Box

Information on trade topics will be gladly supplied to subscribers through this department.

K. B. AUTO JACKS

The Cochrane Hardware Co., Ltd., Copper Cliff, Ont.—Kindly inform us of the name of the firm making K.B. auto jacks?

Answer.—Kinzinger, Bruce & Co., Ltd., Niagara Falls, Ont.

STOCKING STRETCHERS

W. C. Stearman, Vancouver, B.C.—Can you give us the address of manufacturers of wood stocking stretchers?

Answer.—Burton & Baldwin Mfg. Co., Ltd., Hamilton, Ont.

BARREL DEALERS

J. C. Wanless, Chatham, Ont.—Can you give us the address of dealers of used empty barrels?

Answer.—Shea Bros., 45 Duchess St., Toronto; H. A. Ball, 239 Bathurst St., Toronto; J. Sheppard, 46 Jarvis St., Toronto; J. M. Stuart, 340 Dufferin St., Toronto; Vail & Sheppard, 457 Adelaide St. W., Toronto.

EUREKA GARDEN TOOLS

J. H. Laroche, St. Croix, Que.—Kindly tell me where I can procure Eureka garden tools?

Answer.—The manufacturers are the Eureka Planter Co., Ltd., Woodstock, Ont.

X-RAY STOVE POLISH

D. W. Kennedy, Penetanguishene, Ont.—Can you tell me where I can procure X-Ray stove polish?

Answer.—Groceries, Ltd.; Thos. Kinnear Co.; Eby, Blain Co., Ltd., all of Front St. E., Toronto, Ont.

HOSPITAL STERILIZERS

The R. T. Holman, Ltd., Summerside, P.E.I.—Kindly advise us of the names of Canadian manufacturers of steam operated hospital sterilizers?

Answer.—Our information is that there are no manufacturers of these goods in Canada. They can be procured from Ingram & Bell, Ltd., McCaul St., Toronto, Ont. Some U.S. manufacturers are the following:—Hospital Supply Co., 55 5th Ave., New York, N.Y.; Castle & Wilmot Co., Rochester, N.Y.; American Sterilizer Co., Erie, Pa.

HYDRATED LIME AND HARD WALL PLASTER

Lacombe & Fils, Limitee, Sherbrooke, Que.—Kindly give us a list of the manufacturers of hydrated lime and hard wall plaster?

Lime Hydrated

Answer.—The Alabastine Co., Ltd., Paris, Ont.*; Albert Mfg. Co., Hillsborough, N.B.*; Christie Henderson & Co., Ltd., Toronto, Ont.; Elora White Lime Co., Elora, Ont.; Hastings Quarries Co., Actinolite, Ont.; Laurentian Stone Co., Ottawa, Ont.; The Ontario Plaster Co., Ltd., Paris, Ont.*; Standard Lime Co., Joliette, Que.; Standard White Lime Co., Ltd., Guelph, Ont.; Stinson-Reeb Builders Supply Co., Ltd., Montreal, Que.*; Toronto Plaster Co., Ltd., Toronto, Ont.; Manitoba Gypsum Co., Winnipeg, Man.*; Pacific Lime Co., Ltd., Vancouver, B.C.; Windsor Plaster Co., Windsor, N.S.*

Plaster, Hard Wall, and Plaster Paris

Alex. Bremner, Ltd., Montreal, Que.; The Iona Gypsum Co., Ltd., Iona, N.S.; Canada Lime & Builders' Supply Co., Montreal, Que.; Dominion Gypsum Co., Ltd., Winnipeg, Man.; Keystone Wall Plaster Co., Ste Therese, Que.; Newport Plaster Mining & Mfg. Co., Windsor, N.S.; Albert Parsons, Walton, N.S.; Wright & Co., Inc., Hull, Que. Also firms in first list marked with a *.

Twenty Years Ago

Items of interest reprinted from Hardware and Metal of May 4, 1901:

"Since The SherwinWilliams Co. erected their Canadian varnish factory in Montreal, some five years ago, they have been trying to gain for the products of this branch of the business a reputation equal to that held by The Sherwin-Williams paints. Mr. Ballantyne, manager of the Canadian division is proud in the confidence that the efforts of the firm have not been in vain."

* * *

"Hamilton & Sutton, hardware dealers, Keyes, Man., have been succeeded by Hamilton & Thurston."

* * *

"G. E. Knechtel & Co., have purchased a hardware stock in Rosthern, N.W.T.,"

* * *

"J. W. Husband, hardware dealer, Wallaceburg, Ont., has admitted his son, D. A. Husband, under the style of J. W. Husband & Son."

* * *

"Two tanks of the Dominion Iron and Steel Co. and their contents, about 300,000 gallons of coal tar, were destroyed by fire April 30th. The loss is fully covered by insurance."

* * *

"The Sydney Hardware Co., Ltd., have been incorporated with $25,000 capital. The new company will be managed by Messrs. Dana & McLennan who are now engaged in the retail hardware business in Sydney."

* * *

"Nicholas Flood Davin, the Ottawa correspondent of the Toronto News, gave in a recent issue a brief and interesting sketch of Col. Prior, one of the hardwaremen who sits in the House of Commons."

* * *

"At the regular monthly meeting of the Toronto branch of the Retail Merchants' Association of Canada, the trading-stamp situation was discussed at length. The legislation recently passed by the Ontario Legislature empowering municipalities to prohibit merchants from giving trading stamps to be redeemed by a third party or concern was considered so satisfactory that a resolution was unanimously adopted asking the city of Toronto council to pass a by-law to this effect."

Little Ordering of Fruit Jars

Shortage May Exist at The Ripe Fruit Season —Little Likelihood of Easier Prices

MONTREAL.—"Up to the present we have no way of determining the demand for jars for this season. Jobbers have not placed their orders as yet, apparently expecting lower prices," said a large manufacturer of fruit jars and containers to Hardware and Metal.

It was explained that the supply for the coming season was at this time made up and in storage ready for the demand to open, but unlike past years, there was no telling whether ample stock was already manufactured to meet the requirements of the approaching canning months. Last year in July a large jobbing house was the first to complain of a shortage, and it came at a time when the housewife was right in the middle of her fruit canning. A delay was caused and although some were fortunate in obtaining extra jars in time, there were many localities that suffered. "The same situation may prevail this summer if our present stocks are inadequate for a rush in the later months," continued the informant.

Prices Will Remain Firm

"Our paper cartons cost us from 30 to 35 per cent. more than last year, and this is a big factor in the marketing of fruit jars. At the same time the cost of production, including both labor and raw materials, were at the peak when our present stocks were manufactured last December. We made a reduction the middle of February this year on all our brands, and we are now sacrificing on our profits of the year previous. With these conditions, there is little likelihood of lower prices throughout the coming season."

The Retailer Is Now A Factor That Must Be Reckoned With

"Business as Usual" Held Up as a Slogan at Second Annual Meeting of Retail Merchants' Association of Charlottetown, P.E.I.—Officers Elected

CHARLOTTETOWN, P.E.I. — The second annual meeting of the Retail Merchants' Association of this city proved to be a very successful affair. It took the form of a combined banquet and business meeting and was not only well attended but proved in all ways to be most interesting and successful.

The president, S. A. Macdonald, in presenting his annual report, referred to the successful efforts of the Retail Merchants' Association in having the luxury tax repealed. He also strongly denounced Government interference in business.

Misleading Reports Sent Out

"Some selfish interests in Canada," he said, "have made a business of sending press despatches broadcast throughout the land portraying conditions that do not exist and, as a consequence, have been misleading the public. From information received throughout the province, conditions are such as to cause no alarm, and would seem to justify us in adopting that well-known slogan, 'Business as usual'."

He then referred to the activities of the board during the year with regard to improved fire alarm system, daylight saving, summer half holiday, grant to Exhibition Association, etc. It was his privilege September last to attend the annual convention of the Retail Merchants' Association of Nova Scotia and Prince Edward Island, held in Kentville, N.S. They had problems to solve there such as early closing, etc., matters mastered in Charlottetown long ago, he said. He was surprised to note that in the little town of Shubenacadie, N.S., all the retail stores open for business at half-past six in the morning.

Comments on existing conditions in trade were made in addresses by John McLeod and James Robertson.

J. C. Doyle, the general secretary for Nova Scotia and Prince Edward Island, reviewed at the outset of his speech the activities of the Dominion Board during the year. In this connection he read extracts from the address of President Banfield at the Dominion Convention of the Retail Merchants' Association held at Vancouver, and also extracts from the Dominion secretary's report. The need of closer co-operation between all classes of retail merchants in Canada was among the matters dealt with.

Mr. Doyle read a long list of various measures which the association was instrumental in passing. These included the Bankruptcy Act; amendments to False Advertising Act; fixing Thanksgiving Day November 11; Fire Insurance Act; amendments to Adulteration Act; war stamps on patent medicines; prohibiting the sale of goods on Government property, etc.

Continued on page 60

New Hardware Goods

OFFERED TO CANADIAN HARDWAREMEN

"3" IN "1" WAXER AND POLISHER

A new household labor saving device under the above title has just been put on the market, and is being manufactured by Braun & Bonnick, Ltd., 86 John Street, Toronto, Ont. The "3" in "1" has been designed with the idea of enabling the user to wax and polish the floor in one operation without stooping or getting the hands soiled with the wax.

The "3" in "1" revolves on the handle and one side forms the waxer and finisher and the reverse side the polisher. To use, wax is placed on the cork surface, cloth is placed over and clamped down. The weight of the device forces the wax through the cloth and the result is said to be a thin, uniform coating free from lumps or streaks. It is claimed that a saving of wax is effected as any not used adheres to the cork surface and can be scraped off and used again. After polishing with the brush a soft cloth can be clamped on waxer surface and a quick finish given. Bumpers on ends and rubber guards protect the furniture from being scarred. The

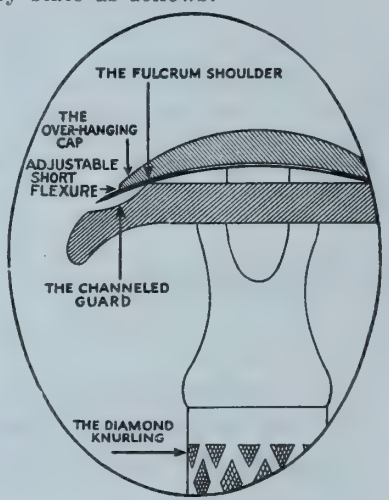


"3 in 1" Waxer and Polisher

weight of the "3" in "1" is 15 pounds, not too heavy for a woman to use and the fact that the whole operation can be performed without stooping has caused it to meet with instantaneous approval.

NEW GILLETTE SAFETY RAZOR

The Gillette Safety Razor Co. of Canada, Ltd., are now placing on the market the new improved Gillette safety razor. In describing the new design they state as follows:



New Gillette Razor

The fulcrum shoulder and overhanging cap provide straight edges acting on the blade to produce an adjustable short flexure, which results in a straight and extremely rigid shaving edge in all positions of adjustment. The channeled guard underlying the adjustable blade edge enables the adjustment to be changed without sensibly altering the angle at which the razor is held in shaving, and also leaves the entire edge free to the beard while guarded from the face. All parts are made with micrometric precision in strict conformity with measurements determined by Gillette technical experts after exhaustive research and thousands of shaving tests.

The distinctive diamond knurling is used exclusively on the new improved Gillette safety razor.

The new razor retails at the same price as formerly, while new sets featured are the "Bostonian," opening the cover of which automatically raises tray containing razor and blade box, and the "Tuckaway," which is compact in a case the size of the ordinary cigarette case.

CANADIAN POCKET KNIVES

Pocket cutlery of Canadian make, the output of the Canada Cutlery Co., Kingston, Ont., is now being placed on the market, and is thought to compare very favorably with imported knives in appearance. The material used in their making is also stated to be of a high standard, the blades being of the first quality steel.

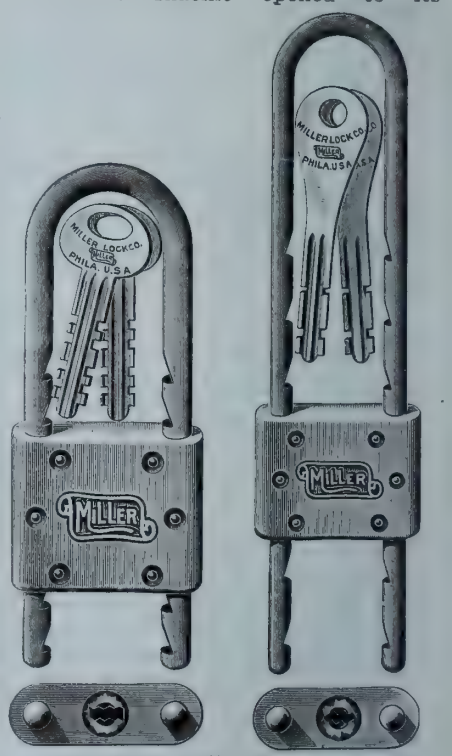
The jack knives are shown in a full line, ebony and black horn handles, iron and brass lined, in 3-inch, 3¼-inch and 3½-inch sizes. Penknives, which will not be marketed until around June 1, are of the two blade sleeve board pattern, with and without bolsters, in all coverings.

NEW MILLER PADLOCKS

The Miller Lock Co., Philadelphia, Pa., are offering to the trade two new padlocks which are especially adapted for the auto accessory trade. These new locks are manufactured of cast brass.

No. 44 is 1¾ inches in size. The inside dimension of the shackle opened to its greatest distance is 5½ inches by 15-16 inch and is adjustable to 1 inch—16 key changes—packed one lock in individual cartons, six cartons in metal edge box.

No. 45 is 2 inches in size. The inside dimension of shackle opened to its greatest distance is 4¼ by 1⅛ inches and is adjustable to ⅝ inch. There are 64 key changes. One lock packed in individual carton, 6 cartons in metal edge box.



New Miller Locks

Weekly Hardware Market Reports

STATEMENTS FROM BUYING CENTRES

MARKETS AT GLANCE

REDUCTIONS are noted this week in wrought pipe, wood handles, carpenters' and farriers' tools of various types, some makes of night latches, door bolts, plated butts, carriage hardware, mirrors, emery cloth and Canada plate.

There is an indication that price declines are slowing up on some lines and a somewhat firmer tone is visible on lead products, rope and glass. Linseed oil has stiffened and turpentine has advanced again this week. Basic lines such as bar iron and steel, sheets and plates are held at recent declines. A better tone is felt in ingot metals, and tin and lead have advanced in price. While there has not been much increase of business as the result of the change in prices of the Steel Corporation, the situation appears somewhat steadier since prices are considered to be stabilized. Some reductions have been made in prices of rolled steel products by U.S. mills and railroad and boat spikes, chain, rivets, etc., are lower. No new developments are reported on pig iron and the demand is still light.

A steady increase is reported by wholesalers in spring business and paint manufacturers state that orders are very satisfactory. The demand for heavy hardware is light and fitful. Collections are stated to be good.

Montreal Markets

MONTREAL, April 28.—Price changes this week cover many lines of tools and smaller hardware, the chief features are the selling basis of wrought pipe and the reduction in wood handles. List No. 51 is now issued on piping, showing a varied reduction on all sizes. Handles are reduced from 8 to 12 per cent. Stanley tools are under a revised list with lower prices on many lines, also Millers Falls braces. Farriers' tools show a decline of 12½ per cent. Mirrors and some lines of carriage hardware are also lower. Plumbers' oakum now sells for $3.75 per 50-lb. bale. Solders are advanced one cent per pound on all grades.

Prices on the heavier goods are fairly steady with the exception of black sheets, which are a little easier. Business remains quiet in these lines, while jobbers state seasonable lines are brisk.

Mirrors are Reduced

Montreal.

There has been a reduction of about 10 per cent. made on mirrors in all sizes of arch top, Louise and X.L.

Millers Falls Braces Reduced

Montreal.

A reduction of 10 per cent. is made in carpenters' braces made by Millers Falls Company.

Stanley Tools Revised

Montreal.

Carpenters' tools made by the Stanley Rule & Level Co. are now quoted on a revised list, with reductions of approximately 5 to 10 per cent. made on the many lines.

Door Bolts and Butts Revised

Montreal.

A new revised price list has been issued by the Canada Steel Goods Co., Ltd., showing slightly lower prices on such lines as plated butts, door bolts, barrel bolts, etc.

A Revision in Fittings

Montreal.

A revision on some lines of pipe fittings is made. There is no notable change in prices, however, while the demand is keeping up fairly well. Stocks are in very good shape in all sizes. Following are present quotations:

Cast iron fittings	20%
Bushings, cast	30%
Do., malleable	30%
Flanges	27%
Plugs	22½%
Flange Unions	20%
Malleable Unions	40%
Dart Unions, black	29%
Do., galv.	8%
Nipples, ⅛ to 4 in. close and short	40%
Do., long	50%
Do., 4½ to 8 in., close and short	30%
Do., long	40%
Couplings, 4 in. and under	20%
Do., 4½ in. and larger	Net list

Pound goods—	Black	Galv.
Class B	0 20	0 28
Class C	0 13	0 26

Add 10%.

No Change in Bars

Montreal.

Quotations on iron and steel bars remain at decline of last week, bar iron selling at $3.70 base. It is thought by jobbers that the market will be much steadier since the adjustment of quotations from the United States mills. There is still a light demand, with stocks reasonably heavy in the different warehouses. Following are quotations at recent decline:

Common bar iron, 100 lbs.	3 70
Refined iron	5 20
Iron finished machinery steel	3 75
Mild steel	3 70
Band steel	3 70
Single reeled machinery steel	5 75
Spring steel	5 00
Sleighshoe steel	3 70
Tire steel	3 90
Toe calk steel	4 60
Harrow tooth steel	3 85
Mining tool steel, per lb.	0 23
Black Diamond tool and cast steel	0 23

NOTE.—Refined iron is aproximately $1.50 per 100 lbs. over base, but fluctuates owing to unsettled market.

Band steel in scroll bdles., 50c per 100 lbs. extra.

Flats, iron and steel, 3-16 and thinner, 50c per 100 lbs. extra.

Coal Oil and Gasoline Held

Montreal.

There has been no change made in coal oil or gasoline since the reduction of 2 cents on coal oil last week, this now being quoted at 26 cents. Motor gasoline is selling at 39 cents, higher grade at 44 cents.

Nail Demand Fair

Montreal.

The demand for wire nails this season might be stated as fair in comparison with last year. Although a continued movement is shown, it is of small orders. Building construction will have a good effect on the demand when this commences in earnest, as dealers are continuing to buy only for immediate requirements. Prices remain at the decline of two weeks ago, wire nails selling at $4.55 base, cut nails $5.10 base.

Eavetrough in Good Demand

Montreal.

Eavestroughing, conductor pipe and conductor elbows are now in good demand. Manufacturers and jobbers are looking for these lines to be active from now on, particularly as dealers held off in their buying during the early months of this year, the time that bookings are

generally forwarded. Quotations are holding at lists prepared early in the year.

Metal Lath Now Selling

Montreal.

Metal lath is now moving to several dealers throughout the country where building has commenced. Sales are still small, but as this product is controlled entirely by the building activity, an improvement is looked for as the season opens. Quotations are the following:

METAL LATH—Painted, 26 gauge, sq. yd., 35c; 24 gauge, 39c; 23 gauge, 45c. Galvanized, 11c per sq. yd. extra. Discount 10%.

Decline in Plumbers' Oakum

Montreal.

Plumbers' oakum has been lowered in price, and it is now selling for $3.75 per 50 pound bale. Broken quantities ten cents a pound.

Sheets Slowly Improve

Montreal.

Among the jobbing circles a slight improvement in sales of sheets is reported. There is still room for greater activity, however, at this time of year. Different jobbers express the opinion that prices will in all probability remain fairly steady for some little time. Reports from the United States mills are that a much better feeling is now manifest since the recent adjustment of prices. Present quotations are as follows, shown with a range in most cases:

PLATES—		
10 gauge	5 25	6 25
12 gauge	5 30	6 30
14 gauge	5 45	6 45
16 gauge	5 55	6 55
BLACK SHEETS—		
14 gauge	5 45	6 45
16 gauge	5 55	6 55
18-20 gauge	6 15	7 15
22-24 gauge	6 25	7 25
26 gauge	6 35	7 35
28 gauge	6 50	7 50

.. Sheets 36 in. wide, 10c per 100 lbs. extra.

GALVANIZED SHEETS—		
U.S. Standard—		
10¾ oz.	8 75	9 75
28 gauge	8 25	9 25
26 gauge	8 00	9 00
22 to 24 gauge	7 85	8 85
20 gauge	7 65	8 65
18 gauge	7 65	8 65
16 gauge	7 50	8 50
14 gauge	7 50	8 50
12 gauge	7 50	8 50
English Standard—	Queen Head	Fleur-de-Lis
28 gauge	10 00	9 25
26 gauge	9 75	9 00
24 gauge	9 15	8 60
22 gauge	8 80	8 15
18 and 20 gauge	8 10	8 00

NOTE.—These prices are for full bundles, an extra charge of 25c to 35c per 100 lbs. is made for broken lots. These quotations are nominal.

No Change in Corrugated Sheets

Montreal.

There are no changes to report on quotations of galvanized corrugated sheets. The demand continues to improve and dealers anticipate some steady business now that the building season has opened, stocks being very low throughout the country. Following are the unchanged quotations:

CORRUGATED SHEETS—	Per 100 Sq. Ft.
No. 28 gauge	9 50
No. 26 gauge	10 25
No. 24 gauge	16 00
No. 22 gauge	19 00
No. 20 gauge	22 00
No. 18 gauge	28 00

Less 7½%.

Lighter than 24 gauge and wider than 27 inches, 75c a square extra.

Carriage Hardware Down

Montreal.

A reduction of about 10 per cent. has been made on some lines of carriage hardware, including axle clips, shaft couplings, felloe plates and axle clip yokes.

Farriers' Tools Reduced

Montreal.

Farriers' tools have been reduced about 12½ per cent. This covers turning, rounding, fitting and driving hammers, pincers, hoof paring nippers and pick-up tongs.

Reduction in Handles

Montreal.

Hickory, oak, ash and maple handles show a reduction in price this week, also hay fork, hoe, rake, shovel and manure fork handles. Following are the new quotations, whiffletrees, doubletrees and neckyokes also being covered by the change in the plus percentages:

All hickory handles, list plus 20%; all oak, ash and maple handles, list plus 10%; hay fork, hoe, rake, shovel and manure fork, list plus 10%; whiffletree, doubletrees and neckyokes, list plus 20%; wood rakes, list plus 10%; horse pokes, list plus 10%.

Wash Boards: A Correction

Montreal.

In last week's market report the new lower price on glass washboards was given as $8.25 per dozen. This was an error and should have read $8.75.

Fair Movement in Range Boilers

Montreal.

Range boilers are moving in small orders, one and two being forwarded where dealers last year were buying in quarter and half dozen lots, but orders are numerous and general throughout the country. Quotations are practically unchanged, although on the 30 gallon standard boiler prices are $12.00 and $12.50. On the electric welded the same size is selling from $10.50 to $11.50 for the standard and $14.65 for the heavy. Following are quotations on all sizes:

RANGE BOILERS—	Standard	Ex. Heavy
30 gallon	12 50	15 00
35 gallon	15 00	17 00
40 gallon	17 00	19 00
52 gallon	24 00	28 00
66 gallon	32 00	38 00
82 gallon	40 00	50 00
100 gallon	50 00	60 00
120 gallon	60 00	70 00

Solders Advance One Cent

Montreal.

A much firmer market is shown on lead products this week, and an advance of one cent per pound is made on all solders. There has been a firmer tendency prevailing the past few weeks, but this is the first advance made on any of the products. Pig lead continues to show strength in the primary market, and it is generally believed that the bottom has been reached. Following are quotations:

Lead pipe	0 12½
Lead waste	0 13½
Note.—Lead pipe is subject to a discount of 10%.	
CouplingsLead traps and bends	10% off
Lead wool, lb.	0 13½
Lead sheets, 2½ lbs.	0 11
Do., 3 to 3½ lbs. sq. ft., lb.	0 10¾
Do., 4 to 8 lbs.	0 10
Cut sheets ¼c lb. extra and cut sheets to size, ¾c lb. extra.	
Solder, guaranteed, lb.	0 27
Do., strictly, lb.	0 25
Do., commercial, lb.	0 22
Do., wiping, lb.	0 22¾
Do., wire, lb.	0 35
Zinc sheets, casks	0 13
Do., broken lots	0 13½

Scrap Market Dull

Montreal.

There is little improvement in the scrap market, and it remains very dull. The recent action of the United States steel mills is looked upon with interest, and is hoped to locate a demand for many scrap metals. Some dealers are of the opinion that an improvement is close at hand. Following are nominal quotations:

DEALERS' BUYING PRICES.	
Automobile tires	0 75
Yellow brass	0 05
Red brass	0 08½
Light brass	0 04
Scrap zinc	0 04
Lead, heavy	0 03½
Light copper	0 08
Lead, tea	0 02
Heavy copper	0 10½
Wrought iron, R. Rd., No. 1, per gr. ton.	12 00
Malleable scrap (ton)	11 50
Pipe scrap (ton)	8 00
Stove plate, per ton	18 00
Heavy melting steel	8 50
No. 2 busheling	4 00
Boiler plate	11 00
No. 1 machinery cast, per gr. ton	$25.00 28.00

Canada Plate is Reduced

Montreal.

Although the present time is an off season for Canada plate, and there is little moving, prices show a reduction this week. The outlook for fall trade is very bright, the scarcity of last year now well overcome, and prices will no doubt be considerably lower. The English plates will be on the market at very reasonable prices, these being of very high quality. The present reduction brings the 60 sheet boxes down to $9.00 and the 52 sheet $8.75.

New Lower Pipe Prices

Montreal.

A new list, No. 51, has been issued and is effective from April 25th on steel and wrought pipe. ⅛-inch pipe remains unaffected, and the reductions on ¼-inch up vary in amount, the previous basing having been changed. Small reductions are made on wrought pipe from the 1-inch size up. The following is the new list.

Price List No. 51. April 25th, 1921.

Standard Buttweld Pipe S/C

Per 100 feet.

Size	Steel Blk.	Steel Galv.	Gen. Wrot. Iron Blk.	Gen. Wrot. Iron Galv.
⅛ in.	$ 6 50	$ 8 50	$	$ ....
¼ in.	4 71	6 81	5 91	8 01
⅜ in.	4 71	6 81	5 91	8 01
½ in.	6 16	7 78	7 95	9 48
¾ in.	7 42	9 49	9 95	12 02
1 in.	10 63	13 69	14 37	17 43
1¼ in.	14 38	18 52	19 44	23 58
1½ in.	17 19	22 14	23 24	28 19
2 in.	23 13	29 79	31 27	37 93
2½ in.	36 56	47 09	.....	.....
3 in.	47 81	61 58	.....	.....
3½ in.	63 02	79 58	.....	....
4 in.	74 67	94 29	.....	.....

Standard Lapweld Pipe S/C

Per 100 feet.

Size	Steel Blk.	Steel Galv.	Gen. Wrot. Iron Blk.	Gen. Wrot. Iron Galv.
2 in.	$26 83	$33 49	$34 97	$41 63
2½ in.	40 07	50 60	52 94	63 47
3 in.	52 40	66 17	69 23	83 00
3½ in.	63 94	80 50	84 18	100 74
4 in.	75 76	95 38	99 74	119 36
4½ in.	85 73	108 59	1 16	1 39
5 in.	99 90	126 54	1 35	1 62

6 in.	1 30	1 64	1 76	2 10
7 in.	1 75	2 23	2 32	2 75
8L in.	1 84	2 34	2 44	2 89
8 in.	2 12	2 69	2 81	3 33
9 in.	2 54	3 23	3 36	3 98
10L in.	2 35	2 99	3 12	3 70
10 in.	3 03	3 85	4 02	4 76

Ingot Metals Continue Firmer

Toronto.

The ingot market this week continues to show an improvement, and the sentiment seems decidedly better. Buyers are also more interested in the different lines, and although this might be stated as being only a seasonable condition, it is significant that a better feeling now exists, also very welcome when the past quiet months are taken into consideration.

TIN.—Tin has been quite strong in London, having touched the highest point since last February. Although this has eased off in the last few days, the market remains firm. The local price has advanced to 39 cents.

COPPER.—Little can be said of copper this week, the market remains firm and little change is looked for. Electro is quoted at 18 cents, casting at 17½ cents.

SPELTER.—This metal has been quite strong, especially in the United States, where it has touched 5 cents, East St. Louis. The market seems strong owing to the better demand from the galvanizers. Local price unchanged at 8½ cents.

LEAD.—Lead continues firm in London and in U.S.A. the trust price has been advanced 10 cents per 100 pounds. It is hardly expected prices will go much higher at present. Local price unchanged at 6¾ cents.

ANTIMONY.—This metal is slightly stronger in New York, but the demand remains quiet, there is no change in the local price, 6½ cents for Chinese and 8½ for high grade English.

ALUMINUM.—Aluminum is still dull on the market, with price unchanged at 35 cents.

Toronto Markets

TORONTO, April 28.—The chief features of the markets this week are the reductions on wood handles and the new lower pipe list. The new list on handles shows a change in discounts and a reduction on practically all handles including axe handles, garden and harvest tool handles and neck yokes and whiffletrees, etc. Wrought iron pipe as well as steel has been reduced this time, making the first change in this in nine months. A considerable decline has taken place in the price of Yale night latches. Minor reductions include some lines of tools, emery cloth and wheelbarrows. A firmer tone is reported in primary rope markets. A weaker tendency is evident in brass plumbing goods. Lead products are holding firm. Nails are in better demand. Sheets, plates, bar iron and steel are still slow and little change in prices is reported. The waste market is still sluggish. A better tone is reported in metals with tin and lead firmer and advanced. An encouraging increase in sales of seasonable lines is reported by wholesalers and collections are said to be much improved.

Firmer Tone in Rope Markets

Toronto.

Prices are held unchanged on rope and binder twine. The greater part of the booked orders are reported to have gone forward, and late orders and sorting up requirements are being placed now. Wholesalers look for a steady movement throughout the season as stocks of retailers are usually small. There is a considerably firmer tone in hemp and sisal markets and prices of the latter have been advanced in primary markets. The export duty of 1½ cents placed on this commodity by the Mexican government has also strengthened prices. Manufacturers while not expecting any advance in rope and cordage prices at present state that should the market still further advance there will be no other option but to increase present prices. Quotations will be found on the current market pages.

Weakness in Brass Goods

Toronto.

No changes are reported on the standard lines of valves and compression work but the market appears to be in an unsettled condition and a revision in some lines would not seem unlikely. Business continues rather uneven and is "up and down." Wholesalers state that stocks are in fair condition. The following are the nominal quotations:

Compression work, standard	34%
Fuller work, standard	30%
Bath cocks, compression	25%
Do., Fuller	25%
Flatway stop and waste cocks, standard	34%
Roundaway stop and waste cocks, standard	34%
Brass steam cocks, standard	10%
Globe, angle and check valves, standard	5%
J.M.T.	10%
J.M.T. C.	15%
J.M.T. Gate Valves	15%
Gate or straightway	7/10%
Jenkins Globe	10%
Radiator valves, standard	23%
Do., removable disc	38%
Basin Cocks—	
No. 1 and 1, Fuller pattern	30%
Quick opening	28%
Emco J. D. Valves	10%
Emco Check Valves	10%
Webber Gate Valves	15%

Wrought Pipe is Lower

Toronto.

Prices have been reduced on pipe and the new list effective April 25 shows a decline on both steel and wrought pipe. The reductions are stated to follow the lines of those made by the Steel Corporation, which was reported in last week's market report, and the declines vary on different sizes. It will be noted that wrought pipe is included in the reductions this time and this is the first change since July, 1920, although steel pipe has been reduced twice since that time. The following is the new list:

Price List No. 51. April 25th, 1921.

Standard Buttweld Pipe S/C
Per 100 feet.

Size	Steel Blk.	Steel Galv.	Gen. Wrot. Iron Blk.	Gen. Wrot. Iron Galv.
⅛ in.	$ 6 50	$ 8 50	$	$ ....
¼ in.	4 71	6 81	5 91	8 01
⅜ in.	4 71	6 81	5 91	8 01
½ in.	6 16	7 78	7 95	9 48
¾ in.	7 42	9 49	9 95	12 02
1 in.	10 63	13 69	14 37	17 43
1¼ in.	14 38	18 52	19 44	23 58
1½ in.	17 19	22 14	23 24	28 19
2 in.	23 13	29 79	31 27	37 93
2½ in.	36 56	47 09	.....	.....
3 in.	47 81	61 58	.....	.....
3½ in.	63 02	79 58	.....	....
4 in.	74 67	94 29	.....	.....

Standard Lapweld Pipe S/C
Per 100 feet.

Size	Steel Blk.	Steel Galv.	Gen. Wrot. Iron Blk.	Gen. Wrot. Iron Galv.
2 in.	$26 83	$33 49	$34 97	$41 63
2½ in.	40 07	50 60	52 94	63 47
3 in.	52 40	66 17	69 23	83 00
3½ in.	63 94	80 50	84 18	100 74
4 in.	75 76	95 38	99 74	119 36
4½ in.	85 73	108 59	1 16	1 39
5 in.	99 90	126 54	1 35	1 62
6 in.	1 30	1 64	1 76	2 10
7 in.	1 75	2 23	2 32	2 75
8L in.	1 84	2 34	2 44	2 89
8 in.	2 12	2 69	2 81	3 33
9 in.	2 54	3 23	3 36	3 98
10L in.	2 35	2 99	3 12	3 70
10 in.	3 03	3 85	4 02	4 76

25 P.C. Decrease in Yale Latches

Toronto.

Prices have been reduced on Yale night latches and these are approximately 25 per cent. lower in price now.

Sleigh Bells Are Lower

Toronto.

Prices are issued on sligh bells for next winter's delivery and are approximately 10 per cent. lower than last season.

Wood Handles Are Reduced

Toronto.

Discounts have been changed on wood handles and all hickory handles are now list plus 20 per cent instead of plus 35 per cent. Fork, rake, hoe and shovel handes are approximately 10 per cent. lower, also neck yokes, whiffletrees and doubletrees. Ash and maple pike poles remain unchanged at list plus 30 per cent. The following is the new discount:

On hickory handles, plus 20%.
Maple cant hook and peavy handles, plus 10%.
All fork, hoe, rake, shovel handles, and malleable D, plus 10%.
Maple and ash pike poles, plus 30%.
All doubletrees, whiffletrees and neck yokes, plus 10%.
All other handles and goods, plus 10%.

Canadian Screwdrivers Lower

Toronto.

Screwdrivers of Canadian make have been reduced in price and are stated to be cheaper than the imported lines.

Garment Hangers Reduced

Toronto.

Wire garment hangers are reduced in price and are now selling at about 10 per cent. less.

Wax Paper Declines

Toronto.

A reduction of about 12½ per cent. has been made in the price of waxed paper in rolls and it is now quoted at $3 for 100 rolls; 12 sheets to roll.

Gas Mantles Are Down

Toronto.

There has been a decline of about 5 per cent. in the price of gas mantles of the Lindsay type.

Lower Mop Prices

Toronto.

With the decline in the price of cotton goods further reductions have been made in string mops and dish mops. String mops are from 10 to 15 per cent. lower and dish mops about 20 per cent. less.

Gasoline Down 2 Cents

Toronto.

Gasoline prices are down two cents per gallon and motor grade is quoted at 36 cents. Coal oil is held at the change made last week and quotations are 25 to 28 cents according to grade. The demand for both products continues to show increase.

Iron and Steel Holding

Toronto.

Wholesale dealers in iron and steel report their prices are unchanged. On some lines a small increase of demand is noted but taken generally sales are still light. In United States markets the majority of buyers look on the price of iron and steel commodities as settled for some time to come and are buying according to needs but new buying is said to be very light. Present pig iron production is said to be at the rate of one-third of capacity. The following are the current quotations on iron and steel bars here and the trend is downwards.

Common bar steel, 3-16 in.	$ 4 50
Common bar steel, ¼ in. and heavier	4 00
Common bar iron, 3-16 in	4 50
Common bar iron, ¼ in. and heavier	4 00
Angle base	4 10
Horseshoe iron	6 00
Tire steel	5 95
Band steel	4 50
Spring steel	12 75
Crucible Cast Sheet Steel	35 00
Mining drill steel	23 00
Common Cast Tool Steel	20 00
Sleigh shoe steel	4 50
Norway iron	15 00
Toe caulk iron	6 70
Hoop Steel	6 00

Compass Saws Lower

Toronto.

A reduction has been made in the price of some lines of compass saws and these are now being quoted at $2.75 per dozen.

Better Nail Demand

Toronto.

A better demand for wire nails is reported. With an increase in new building there would be a still better movement of nails as present stocks are recognized to be considerably below normal. Wire nails are held at the recent decline and are quoted at $4.65, base, per keg. Cut nails are $5.60 per keg, base.

Spring Clothes Pins Reduced

Toronto.

A line of spring clothes pins has been reduced and are quoted from 85 to 90 cents per gross now.

Pipe Fittings Held

Toronto.

No further changes have been made in the quotations on pipe fittings and these remain at the price announced two weeks ago. Not much difference is noted yet in sales and although sorting up orders are reported to be a trifle more numerous they remain small. The following are present quotations:

Cast iron fittings	20%
Plugs, cast iron	27½%
Do., solid	10%
Do., countersunk	net
Bushings	30%
Unions, ¼-in. to 2-in.	40%
Do., ⅛ in., 2½ to 4 in.	35%
Flanged Unions	20%
Dart Unions, blk., ¼ to 2 in.	29%
Do., ⅛ in., 2½ to 4 in.	14%
Do., galvd., add to black	30%
Nipples, blk. and galvd., ⅛ to 4 in., close and short	40%
Do., 4½ in. and larger	30%
Do., long, ⅛ in. to 4 in.	50%
Do., 4½ in. and larger	40%
Do., running thread	20%
Couplings, ¼ in. and under	20%

MALLEABLE FITTINGS

	Black.	Galvanized
Class A	0 60	0 75
Class B	0 23	0 32½
Class C	0 15	0 23

Improved Sales on Corr. Sheets

Toronto.

The demand for corrugated sheets is reported by some wholesalers to be showing considerable improvement. At this season of the year there is a quantity used for building garages and for roofing and other jobs. The bulk of the trade is being done in the lighter gauges. Prices are held unchanged and are as follows:

CORRUGATED SHEETS—	Per 100 Sq. Ft.
No. 28 gauge	9 50
No. 26 gauge	10 25
No. 24 gauge	16 00
No. 22 gauge	19 00
No. 20 gauge	22 00
No. 18 gauge	28 00

Less 7½%.

Lighter than 24 gauge and wider than 27 inches, 75c a square extra.

Leather Dog Collars Lower

Toronto.

There is a good sale now for dog collars and assorted lines of leather collars on cards are on the market, priced at $2.25 to $3.75 per dozen.

Eavestrough in Good Demand

Toronto.

A better demand is reported for eavestrough and conductor pipe and considerable outside repair work is being done and sales of these goods are showing an increase. This applies also to crimped and corrugated elbows. Prices are unchanged and are to be found on the current market pages.

Range Boilers are Unchanged

Toronto.

There is not much change reported in range boilers and sales usually are for present needs. Quotations remain the same and are the following:

RANGE BOILERS—	Standard	Ex. Heavy
30 gallon	$12 50	$15 00
35 gallon	15 00	17 00
40 gallon	17 00	19 00
52 gallon	24 00	28 00
66 gallon	32 00	38 00
82 gallon	40 00	50 00
100 gallon	50 00	60 00
120 gallon	60 00	70 00

Soil Pipe Still Slow

Toronto.

Sales of soil pipe and fittings are reported to be showing a slight increase as the season advances, but there is not much increase looked for until new construction and building activity shows an improvement. Prices are holding unchanged and are as per current market pages.

Boiler Tubes Easier

Toronto.

The demand for boiler tubes is still light and "scrappy." Prices have gradually eased and lower quotations are being made without definite reductions. The following quotations are current:

	Per 100 feet.	
1 inch	26 50	....
1¼ inch	27 50	....
1½ inch	28 00	....
1¾ inch	30 00	....
2 inch	30 00	25 00
2¼ inch	33 00	29 00
2½ inch	44 50	32 00
3 inch	49 00	40 00
3½ inch	65 00	44 50
4 inch	85 00	55 00

Lead Products Firm

Toronto.

There has been no further change in the price of lead and zinc products and sales are reported to be fairly steady if not large. The primary pig lead markets in the United States are slightly firmer although prices are not advanced. Stocks of lead and zinc are ample for present rate of consumption but production is less, and the undertone is stronger. The following are the present quotations:

Lead pipe, list, per lb.	0 12½
Lead waste pipe, list, per lb.	0 13½
Do., over 8 in., list, per lb.	0 14½
Lead pipe is subject to a discount of	10%
Lead traps and bends	10%
Lead sheets, 4 to 6 lbs. sq. ft., in rolls, lb.	0 09½
Cut sheets, ½c to ¾c lb. extra and cut sheets to size 1c lb. extra.	
Solder, wire, per lb.	0 34
Do., strictly, lb.	0 24
Do., commercial, lb.	0 22
Do., guaranteed, lb.	0 27
Do., wiping, lb.	0 22
Zinc sheets, per lb.	0 16

No Change in Sheets

Toronto.

Prices on sheets and plates generally are held unchanged since the last report and continue to show some variations. Business is reported to be light and though some improvement is shown here and there it is still "spotty." New business continues to be light on United States markets, and though the amount of business put through at the new prices is small sellers express no doubt that the prices will hold for some time as neither the Steel Corporation nor the independents seem disposed to reduce prices further at the present time. The following are the nominal quotations here:

PLATES

10 gauge	from $5 00 to $6 00
12 gauge	5 05 6 05
14 gauge	5 10 6 10
16 gauge	5 20 6 20

BLACK SHEETS

14 gauge	5 10 to 6 10
16 gauge	5 20 6 20
18-20 gauge	5 75 6 75
22-24 gauge	5 80 6 80
26 gauge	5 85 6 85
28 gauge	6 00 7 00

Prices shown are for full cases. An extra charge of from 25c per 00 lbs. is made for less than case lots. An extra 10c per 100 lbs. is also charged on sheets 36 in. wide.

GALVANIZED SHEETS

Premier and Apollo

10¾ oz.	8 60 to 9 60
U. S. 28	8 20 9 20
U. S. 26	7 90 8 90
22 and 24	7 75 8 75
18 and 20	7 60 8 60
16	7 45 8 45
12 and 14	7 40 8 40

An extra 40c per 100 lbs. is charged for Keystone brand copper bearing sheets.

An extra is now charged on galvanized sheets, 10¾ oz. and 28 ga., when shipped out in sheets 3 feet wide. The extra charged over prices shown above is 20c per 100 pounds. Other gauges show no change for different widths.

Prices shown are for full cases. An extra charge of 25c per 100 lbs. is made for less than case lots.

Waste Materials Sluggish

Toronto.

The condition of the waste markets is still sluggish and the consuming demand shows no quickening. Buying is largely hand to mouth and few dealers look for much improvement for a while. Signs of improvement have not been lacking but manufacturers using waste have large stocks on hand. Prices are mostly easy but holders are waiting for higher prices and are not pressing sales. The following are nominal prices for fairly large quantities:

WASTE MATERIAL

No. 2 busheling	$13 00
Stove plate, per ton	19 00 20 00
Yellow brass	6 50 7 50
Red Brass	10 00
No. 1 machinery cast	24 00 25 00
Heavy melting steel	13 50 14 50
Heavy Copper	10 50 11 00
Scrap zinc	3 75 4 25
Light brass	4 00 4 50
R.Rd. wrought iron, No. 1, gr. ton	13 50 14 50
Scrap pipe	8 00 9 00
Heavy lead pipe	4 00 4 50
Old rubbers, boots and shoes	2 00 2 50
Overseas lumbermen's rubber boots	1 50 2 00
Auto tires	0 50 1 00
Solid tires	0 75 1 25
Tea lead	1 75 2 00

Better Tone in Ingot Metals

Toronto.

There is a better tone to metals this week, but the demand is not well defined and ingot metals are still very irregular. Tin has advanced 2½ cents, lead is firmer, copper, however, is disappointing to sellers and is weaker. Spelter is more active and more demand is shown for the other metals.

TIN.—This metal has advanced 2½ cents per pound on local markets. United States markets are higher on an advance of £6 in London and an advance of one cent in sterling exchange. A fair amount of speculative buying is reported. Quotations here are 38½ cents.

COPPER.—Consumers are reported to be in the market for copper but are not very anxious to close orders as lower prices are reported. Foreign buying lacks animation in United States markets and a light domestic consumption is reported. The trend is towards weakness but prices are unchanged here at 18 cents for casting copper.

LEAD.—There is an improved demand for this metal and the tone is firmer on home markets and in the United States, but London markets eased off and prices dropped 7s. 6d. to £20 15s. for spot. Prices here advanced 25 cents to $6.25.

SPELTER.—This has been the most active metal in the market and on United States markets has registered advances each day. Producers are not disposed to quote ahead. English markets are also firmer. Quotations here are unchanged at $7.25.

ANTIMONY. — Increased inquiries have developed more strength on United States markets in this metal. Quotations locally are unchanged at 8 to 9 cents.

ALUMINUM.—An improved demand is noted and prices generally are unchanged. The local price is 30 cents.

London Markets

LONDON, April 28.—The chief price change this week is the reduction made in wood handle quotations, including all hickory handles, harvest and garden tool handles, cant-hook, and peavy handles as well as neck yokes, whiffletrees, etc. Garden wheelbarrows are quoted lower. Reductions have also been made in the prices of washboards, emery cloth, steel squares, and glaziers' points.

Business on the whole has been fair although the wet weather experienced last week set things back a bit. Sales on all seasonable lines such as garden tools, lawn mowers, screen wire cloth, doors and windows, poultry netting, etc., are good and collections are holding up well.

Linseed Oil Price Holds

London, Ont.

There has been no change here in the price of linseed oil this week and last week's quotations of 77 cents in single barrels still holds. There is a good movement just now and sales have much improved. The following are present quotations:

Linseed Oil.	Raw.	Boiled.
1 to 2 barrels, per Imp. gal.	0 77	0 88
3 to 5 barrels, per Imp. gal.	0 76	0 79
6 to 9 barrels, per Imp. gal.	0 75	0 78

Less barrels, add 15 cents per gallon.

Turpentine Advanced 5 Cents

London, Ont.

Turpentine prices advanced 5 cents per gallon as was forecast in last week's report. There is a very good demand at present. The following is the present quotation:

1 barrel lots, per Imp. gallon	0 95
2 to 4 barrel lots, per Imp. gal.	0 94
5 gal. lots, per Imp. gal.	1 10

White Lead Sales Good

London, Ont.

Sales of white lead in oil are good at the present time and orders are more numerous each week. Prices are holding unchanged and the following are current quotations:

	Tons.	Less Tons.
Pure, per 100 lbs.	$14 95	$15 30
Elephant, per 100 lbs.	15 45	15 80

Nails Are More Active

London, Ont.

With the opening up of the building season there is more activity in nails and the demand is increasing. The wire nail base is held at $4.65 per keg, and the cut nail base at $6.

Rope Sales Improved

London, Ont.

Rope sales are improving, although they are still lighter than other seasons. Booked orders are now being forwarded. There has been no change in prices and quotations are still the following:

Pure Manila, 24½c lb. base; Beaver Manila, 20c; New Zealand Hemp, 20c; Sisal, 18c.

Paris Green Going Forward

London, Ont.

Booked orders for Paris green are now being shipped. Prices remain unchanged from the figures announced at the opening of the season and are the following:

½ lb. pkgs., 52c per lb.; 1 lb., 50c; 25 lb. drums, 48c; 50 lb. drums, 46c; 100 lb. drums, 46c; 250 lb. kegs, 44½c; 600 lb. barrels, 44c.

Emery Cloth Declines

London, Ont.

There has been a reduction in the price of emery cloth, and it is now being quoted at list plus 33 1-3 per cent. The old quotation was 52½ per cent. on list.

Roller Skates Selling Well

London, Ont.

Roller skates are enjoying a good demand this spring and good sales are being made. The price on the No. 3 Union Hardware Co. make with plain steel wheels is $1.55 per pair. The No. 5 with ball bearing wheels is quoted at $3.65 per pair.

Wash Boards Down 10 P.C.

London, Ont.

A reduction of about 10 per cent. has been made in the price of some lines of wash boards, and the following are the new quotations:

Zinc "Globe, per dozen	$5 85
Glass "Diamond King," per dozen	7 90
Pony, per dozen.	2 70

Wood Handles Are Reduced

London, Ont.

A decline of approximately 10 per cent. has been made in the price of wood handles, and the following are the new quotations at lower levels:

All hickory handles, list, plus 20%.

Fork, hoe, rake, shovel, spade, and manure fork handles, list, plus 10%.

All oak, maple, and ash handles, list, plus 10%.

Maple cant-hook and peavy, list, plus 10%.

Maple and ash pike poles, list, plus 30%.

All carriage goods, doubletrees, whiffletrees, and neckyokes, list, plus 10%.

Garden Wheelbarrows Lower

London, Ont.

Slightly lower prices are being quoted on garden wheelbarrows and the following are the new quotations:

No. 0, $5.25 each; No. 1, $6.35; No. 2, $6.35; No. 5, $6.75; No. 6, $6.75.

Carpenters' Squares Decline

London, Ont.

Reductions have been made in the prices of some lines of steel carpenters' squares and the declines approximate 10 per cent.

Glaziers' Points Lower

London, Ont.

Zinc coated glaziers' points are now quoted a little lower and the new price is 12 cents for ½-pound packages.

Good Demand For Netting

London, Ont.

The demand continues active on galvanized wire poultry netting and the Canadian make is selling at list plus 10 per cent. for both the 1-inch and the 2-inch mesh.

Screen Wire Cloth Moving

London, Ont.

The demand for screen wire cloth is keeping up well and sales are good at present. The black painted cloth is quoted at $3.50 per 100 square feet.

Harvest Tools Move Well

London, Ont.

Harvest tools are moving nicely now and shipments are going forward of booked orders. The garden and harvest tools are selling at list less 50 and 10 per cent. and spades and shovels, which are also in good demand, at list less 35 per cent.

Fair Sales on Mowers

London, Ont.

Lawn mowers are moving out now in fair quantities and a good season is expected. Sales on the Taylor-Forbes make and the Brockville line are being made as follows:

Taylor-Forbes Make—Woodyatt, list, less 10%; Star, list, less 10%; Empress, list, less 15%; Daisy, list, less 15%.

Brockville Make—"K," C, and BB, net list.

Screen Doors & Windows Selling

London, Ont.

Sales on screen doors and screen windows are active now and these goods are moving out well. Prices are held unchanged at previous quotations.

Spring Hinges in Demand

London, Ont.

There is a good demand for screen door spring hinges and the following are the prices on some of the better known lines:

No. 20 or No. 200, Japd., doz. pr.	$2 50
No. 44 or equal, loose pin, Jpd., doz. pr.	3 00
No. 50 Double Acting, Japd., doz. pr.	7 00

Coiled Door Springs Selling

London, Ont.

Coiled door springs for use on screen doors are also selling well now and are quoted as follows:

No. 2, 75c doz.; No. 3, 85c; No. 4, 95c; No. 5, $1.10.

Quotations on Sprayers

London, Ont.

At this time of the year merchants are getting in their stock of sprayers and syringing pumps and there is a very good sale on these lines. The following are prices on some of the better sellers:

Eureka Make—No. 112 Tin Well, $6.75 doz.; No. 114, Glass Jar, $10.00; No. 110 Galvanized Compressed Air, $7.75, each; No. 111, Brass Compressed Air, $10.00 each.

English Brass Garden Syringes—1½ x 18 in., $24.50 doz.

Garden Shears Selling Well

London, Ont.

There is a good demand for hedge or garden shears, also for sheep and grass shears. These lines are moving well now and the following are some of the prices:

English Hedge or Garden Shears—8 in. plain, $1.75 pair; 8 in. notched, $2.00; 9 in. plain, $2.00; 9 in. notched, $2.25.

English Sheep and Grass Shears—No. 5G x 6 in., bent, $10.35 doz.; 5G x 6½ in., bent, $10.85; K20 x 6½ in., bent, $13.75; BBA x 7 in., straight, $28.50.

American Grass Shears—No. 4, $4.00 doz.

Cultivators and Drills Sell

London, Ont.

Cultivators and drills for market and truck gardens are in demand now. Quotations on some of these are as follows:

Cultivators—No. 4, $5.50 each; No. 8, $6.75; No. 10, $7.25.

Seed Drills—No. 1, $11.25 each; No. 2, $13.75.

Wrought and Steel Pipe Reduced

London, Ont.

Reductions have been made in prices of wrought and steel pipe and the new list is as follows:

Price List No. 51. April 25th, 1921.

Standard Buttweld Pipe S/C

Per 100 feet.

Size	Steel Blk.	Steel Galv.	Gen. Wrot. Iron Blk.	Gen. Wrot. Iron Galv.
⅛ in.	$ 6 50	$ 8 50	$	$ ....
¼ in.	4 71	6 81	5 91	8 01
⅜ in.	4 71	6 81	5 91	8 01
½ in.	6 16	7 78	7 95	9 48
¾ in.	7 42	9 49	9 95	12 02
1 in.	10 63	13 69	14 37	17 43
1¼ in.	14 38	18 52	19 44	23 58
1½ in.	17 19	22 14	23 24	28 19
2 in.	23 13	29 79	31 27	37 93
2½ in.	36 56	47 09	.....	.....
3 in.	47 81	61 58	.....	.....
3½ in.	63 02	79 58	.....	....
4 in.	74 67	94 29	.....	.....

Standard Lapweld Pipe S/C

Per 100 feet.

Size	Steel Blk.	Steel Galv.	Gen. Wrot. Iron Blk.	Gen. Wrot. Iron Galv.
2 in.	$26 83	$33 49	$34 97	$41 63
2½ in.	40 07	50 60	52 94	63 47
3 in.	52 40	66 17	69 23	83 00
3½ in.	63 94	80 50	84 18	100 74
4 in.	75 76	95 38	99 74	119 36
4½ in.	85 73	108 59	1 16	1 39
5 in.	99 90	126 54	1 35	1 62
6 in.	1 30	1 64	1 76	2 10
7 in.	1 75	2 23	2 32	2 75
8L in.	1 84	2 34	2 44	2 89
8 in.	2 12	2 69	2 81	3 33
9 in.	2 54	3 23	3 36	3 98
10L in.	2 35	2 99	3 12	3 70
10 in.	3 03	3 85	4 02	4 76

Winnipeg Markets

WINNIPEG, April 28.—Several important price changes have been made this week in hardware commodities. Window glass, tin-plate, sheet zinc, anvils, box vises, cut nails, wrought iron washers, leather belting, lamp chimneys, lantern globes and candle wick packing are all reduced in price. Wrought and steel pipe are again lowered.

Although declines continue to be made in various lines there is a steadier tendency in the primary markets.

Business is improving gradually and orders being received by wholesalers and manufacturers make a better showing every day.

Candle Wick Packing Declines

Winnipeg.

The price has been reduced on candlewick packing and it is now selling at 48 cents per pound.

Lamp Chimneys Lower

Winnipeg.

Prices have been lowered on crimp top and Rochester lamp chimneys and following are this week's quotations:

Crimp Top—	Case Lots.	½ Cases.	Doz. Lots. Per Doz.
No. 1	$13 00	$7 00	$1 70
No. 2	10 80	6 00	1 90
Rochester—			
No. 2, per dozen			$2 40
No. 3, per dozen			3 50
Belgian—			
No. 00, per dozen			3 60
Pittsburgh Mammoth—			
No. 89, per dozen			5 00

Lantern Globes Decline

Winnipeg.

The prices have been reduced on lantern globes and these are quoted as follows: Cold blast and short lantern globes, any quantity at $1.50 per dozen. Railroad lantern globes, plain, at $2 per dozen.

Sheet Zinc Reduced

Winnipeg.

The price of sheet zinc has dropped 7½ cents and it is now selling at 17½ cents per pound.

Anvils Reduced

Winnipeg.

The prices have been reduced on blacksmiths' anvils and are quoted this week as follows:

Vulcan—No. 5, $11.70 each; No. 7, $13.95; No. 8, $15.30; No. 9, $17.10; No. 10, $18.90; No. 11, $20.70; No. 12, $22.50; No. 13, $24.40; No. 14, $26.10; No. 15, $27.90; No. 16, $29.70.

Peter Wright—60 to 79 lbs., 28c per lb.; 80 lbs. and over, 26c; 80 lb. Clip horn, 27c.

Window Glass Reduced

Winnipeg.

A reduction has been made again in the price of window glass, but it is expected that the bottom has been reached and no surprise would be felt if glass prices were to advance again before long. Quotations now in effect are the following:

16-oz., 100-ft. cases—0 to 25, $7.50 per case; 26 to 40, $9.22; 41 to 50, $9.98; 51 to 56, $10.30; 61 to 70, $10.70.

21-oz., 100-ft. cases—25 to 40, $14.18 per case; 41 to 50, $14.86; 51 to 60, $15.82; 61 to 70, $16.42; 71 to 80, $17.18; 81 to 85, $19.78; 86 to 90, $20.74; 91 to 95, $22.98; 96 to 100, $27.58.

Leather Belting Reduced

Winnipeg.

Prices on leather belting have been reduced another 10 per cent. and following are the new quotations:

Agricultural, 15, 10, 10 and 10% off.
Standard, 15, 10 and 10% off.
Extra, 15 and 10% off.
Leather Logging, 15, 10, 10 and 10% off.

Tinplate is Down

Winnipeg.

The prices have been lowered on tin plate and following are the new quotations:

In full boxes—	
1C, 20 x 28, per box	$23 75
1C, 20 x 33, per box	28 50
1X, 20 x 28, per box	27 00
1X, 20 x 33, per box	33 50
In half boxes—	
1C, 20 x 28,	12 50
1C, 20 x 33	14 75
1C, 20 x 39	18 00
1X, 20 x 28	14 00
1X, 20 x 33	17 25
1X, 20 x 39	20 50

Morris Box Vises Reduced

Winnipeg.

The prices have been lowered on Norris solid box vises and are as follows:

35 lb., $12.40 each; 40 lb., $13.00; 45 lb., $13.75; 50 lb., $14.50. 55 lb. and larger, 28c per lb.

Wrought Iron Washers Reduced

Winnipeg.

The prices of wrought iron washers have been lowered again this week and the following prices are now in effect:

	Case Lots.	Less.
3-16	$15 50	$16 00
1/4	13 70	14 20
5-16	12 90	13 40
3/8	12 00	12 50
7-16	11 30	11 80
1/2	10 90	11 40
9-16	10 80	11 30
5/8	10 70	11 20
3/4	10 60	11 10
7/8	10 50	11 00
1	10 50	11 00
1 1/8	10 50	11 00
1 1/4	10 70	11 20
1 3/8	10 70	11 20
1 7-16	10 70	11 20
1 1/2	10 70	11 20

Linseed Oil Unchanged

Winnipeg.

The price of linseed oil remains the same as last week and is $1.05 per gallon for raw and $1.08 for boiled.

Turpentine: No Change

Winnipeg.

The price of turpentine has not changed this week and is still quoted at $1.30 per gallon in barrel lots.

Cut Nails Are Lower

Winnipeg.

The price of cut nails has been marked down 50 cents per keg and they are now quoted at $7.25, base, f.o.b. Winnipeg.

Pittsburgh Markets

PITTSBURGH, April 28.—Steel prices as a whole are considered to be stabilized, both the independents and the Steel Corporation quoting the same prices, and there is believed to be small possibility of any further reductions in the near future. If the Corporation were disposed to reduce wages there might be a chance of some declines in prices, but even that is only a bare possibility. As regards the independent mills, it is stated that they have had enough of price cutting for some time.

A few manufactured steel products are showing some reductions, and included in these are track and boat spikes, rivets and chain. It is noted that these products have a larger spread above the raw material than formerly. Very little new business is being booked and most of the present business comes in the form of release of previous orders.

PITTSBURGH, April 28.—Practically the whole steel market is now equalized as between the Steel Corporation and independents, as both parties are quoting the same prices, and the market may also be considered stabilized since there is very little chance that in the near future the Steel Corporation will reduce its prices farther or that the independents will cut prices.

Steel prices are now quotable as follows:

Billets	$37.00
Slabs	38.00
Sheet bars	39.00
Small billets	39.00
Forging billets, f.o.b. Pittsburgh or Youngstown	42.00
Rods, Pittsburgh	48.00
Bars	2.10c
Shapes	2.20c
Plates	2.20c
Hoops	2.75c
Wire	3c
Wire nails	$3.25
Standard steel pipe	62½ per cent. basing discount
Blue annealed sheets	3.10c
Black sheets	4c
Galvanized sheets	5c
Tin plate	$6.25

The Steel Corporation

As to the future of prices, it is plainly the present policy of the Steel Corporation not to reduce its prices farther, until conditions change fundamentally. The Corporation would hardly reduce prices farther without reducing wages, and it does not desire to do this, at least at present. There is a possibility that it would be disposed to reduce wages after two adjustments now in abeyance are made, these being wages and working conditions on the railroads and in the building trades respectively. However, even at that the Steel Corporation might modify its wages considerably without furnishing a basis on which a reduction in its selling prices could be predicated, because it contemplates at some time eliminating the twelve-hour day, though not necessarily by replacing it with a straight eight-hour day as carelessly assumed and commonly reported, and in that way incomes of men might be reduced without the wage cost of producing steel being made less. The Corporation has absorbed several large items as it is. The Industrial Board prices of March 21, 1919, being regarded as fair, the Corporation has:

(1) Absorbed the wage advance of February 1, 1920.

(2) Has absorbed the freight rate advances of August 26, 1920.

(3) Has absorbed the recent reduction made in its selling prices from the Industrial Board schedule.

The Independents

The independents are in no mood to indulge in another crusade of price cutting, for several reasons. The recent cutting, from about the beginning of February to the early part of April, did not bring them much business, and it is plain now that there is not a great deal of business to be had, not enough to give them an economical operation. If they had a light operation at present prices and could get a full operation by cutting prices slightly it would pay as their costs would be greatly reduced, but the additional business, if any at all additional could be secured, would not give them enough lower cost to justify the concessions. This is the theory, one that all the independents subscribe to now, but, of course, it does not follow that the independents will never cut prices again. They may become restive after a time, or suspicious of each other.

Manufactured Steel

Some manufactured steel products, made from the regular rolled steel products of the mills, have lately been reduced, and a little summary may here be given, the following prices being those now accepted as representing the market:

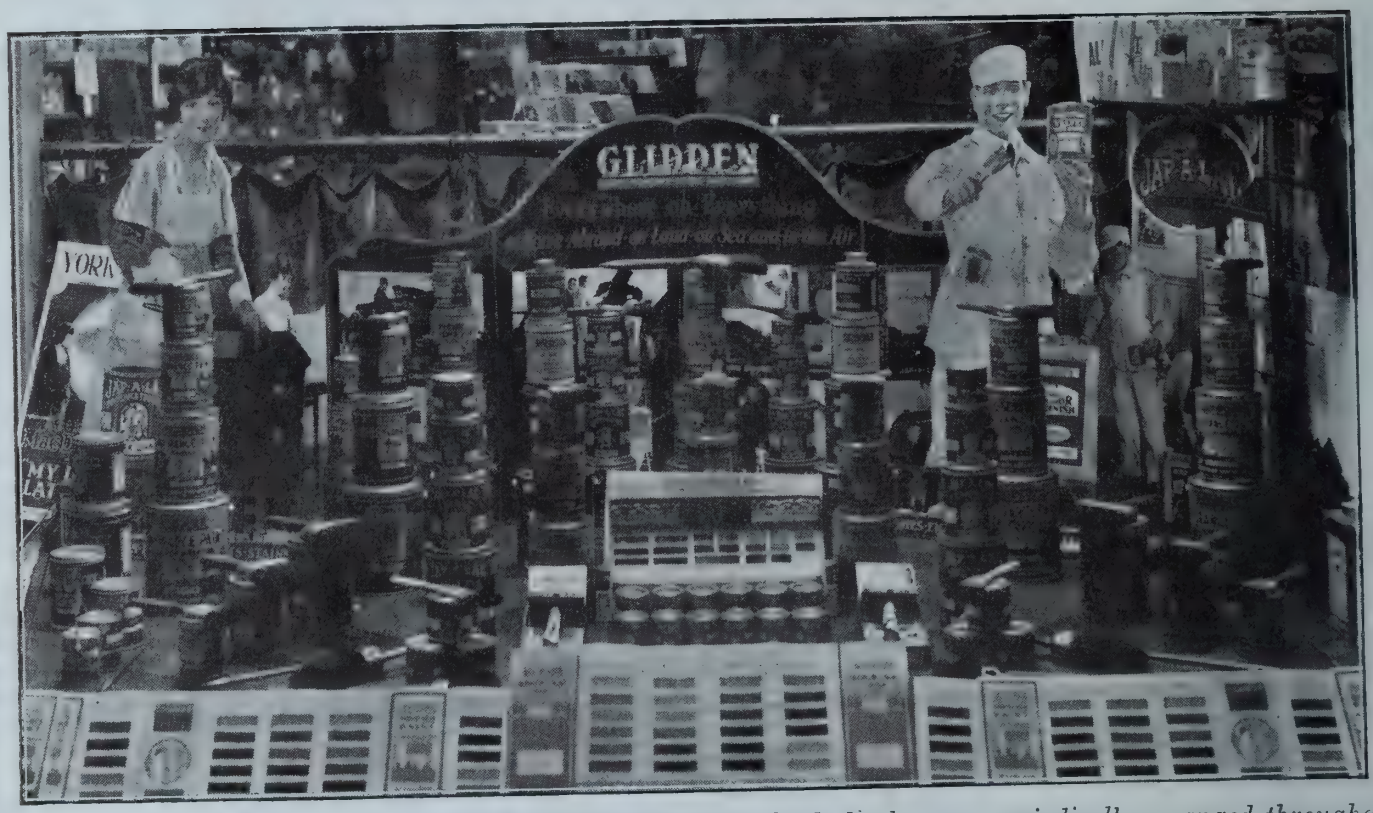
Standard railroad spikes	3.30c
Small spikes, ½, 7/16 and ⅜-inch.	3.65c
5/16-inch.	4.25c
Boat and barge spikes	3.85c
Track bolts	4.50c
Cold finished steel bars	3.10c
Cold rolled strip	5.50c
Button head structural rivets	3.50c
Cone head boiler rivets	3.60c
Chain, 1-inch proof coal	6.35c

Some of these prices are more or less in keeping with the prices of the rolled products from which they are made, but others show much larger percentage spreads above the raw material than obtained before the war. That is probably true of the majority of things made from steel, so that the ultimate buyer, who is the real consumer, does not get the full benefit of reductions the steel mills have made. While the steel mills never think of criticizing their customers in a matter of this sort, it is obvious that the actual consumption of steel, if to any extent it is regulated by the price the consumer must pay, is not entirely subject to the dictation of the steel mills, in their making of prices at which they will sell their products. In some quarters outside the trade, including some banks and John Skelton Williams, former controller of the currency, there has been criticism of the steel mills for not reducing prices, on the ground that the steel producers could broaden the

Continued on page 64

Trebles Paint Trade in Two Years

Some Important Points in Developing a Household Trade in Paints, Varnishes and Specialties—Emphasizing the Preservative Quality of Paint in Some Concise Illustrations—Much Need for Information to be Given Customers



Paint display by Staples' Hardware, Yonge St., Toronto. Such displays are periodically arranged throughout the year and the argument advanced by the display is supported by the paint department itself which faces the customer immediately upon entering the store. During the busy paint season displays such as this are arranged every second week. This store's trade is largely of the household variety, the windows are largely relied upon for new business and "satisfied customers" are relied upon to spread the word among the housewives of the district. Brushes are always shown in conjunction with the paint displays and generous use is made of color cards.

THE paint business of the Staples Hardware, Yonge Street, Toronto, has trebled in the past two years, according to the statement of Mr. Staples made to Hardware and Metal. The present proprietor of this business took over the store about two years ago at a time when the trade was somewhat run down through inattention and it was to this problem that attention was devoted. The class of trade in the district has been studied closely and steps taken to secure the maximum amount of business from customers and prospects.

Mr. Staples early found that his trade was to be largely of the household variety, which he claims to prefer on the ground that it is cash business and one providing the merchant with a better opportunity of establishing personal relations with his customers. Several changes were effected in order to cope with this class of trade; a complete range of such lines as stove bolts had not formerly been carried, nor, according to the proprietor, are the smaller sizes carried by other stores in the vicinity. He has put in a stock of the smaller size bolts in order to complete the line and finds a good sale for them.

Paints For All Household Use

One of the most important changes made was to devote more attention to the sale of paints, varnishes and specialties, with special regard to their use in the household. To this end the paint department was moved to the shelves at the front of the store and right where the customer's eye rests on entering the store. The paint stock is kept in this location throughout the year and it has amply repaid the special attention given it.

Paint displays are arranged frequently during the best painting seasons and periodically throughout the whole year. During the best seasons a paint trim is arranged about every other week and good use is made of the windows, as will be noted from a glance at the window illustrated herewith.

Mr. Staples prefers to handle one good line of paint in which he has the utmost confidence with a fairly complete line of specialties for household use. He stated to Hardware and Metal that he believes the staff has more enthusiasm where one standard line is being carried and pushed. He is of the opinion that where more than one line is carried it is not only difficult to maintain a complete stock throughout the range of colors and sizes, but it has been his experience that where a second line is carried the customer will invariably ask "which is the best." Mr. Staples states that the salesman is then put in the position of having to declare in favor of one or the other and the result is likely to set up in the customer's mind a prejudice against the line not favored by the salesman.

In the case of this store, space at present is limited and this has been another reason why a complete range of more than one line of paints could not be stocked.

Continued on page 58



Selling Health by the Canful

Paint and Varnishes help to keep the home in a healthy condition by their cleansing effect on the walls, ceilings and woodwork of the house. Every time you sell a can of "Tile-Like" or "Morelustre Enamel," you not only help to beautify the home, but aid the occupants in retaining good health.

A Postcard Will Bring Full Particulars

Benjamin Moore & Co.

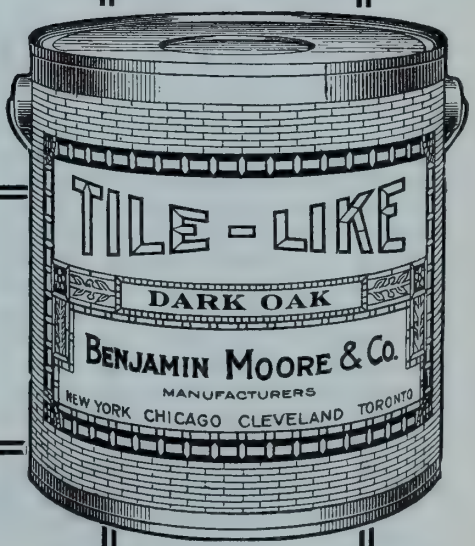
LIMITED

Paints, Varnishes and Muresco

Toronto **Winnipeg**

"Save the surface and you save all" Paint & Varnish





If interested tear out this page and place with letters to be answered.

The Brush Department

Do Not Hide Brushes in The Drawer

Much Selling Effort Now Being Put Forth on Paints—Brushes Can Well Be Linked Up With This — See That Customer Has The Necessary Tools to Do a Good Painting Job

PAINT-UP and Clean-Up campaigns are being held in many cities throughout Canada at present and other campaigns are under way to educate the public to the intelligent use of paint and varnish for preservative purposes. In linking up with all this enthusiastic effort at present the hardware merchant should keep before him the increased possibilities of such business by giving due attention to sales of brushes. After the customer's interest has been aroused and he has been brought to the place where he agrees to purchase a can or two of paint and to go about painting his house, his barn or finishing the floors, woodwork, walls or other part of the house interior, it will not be a good plan for either the customer or the merchant to let him go at the job without the proper tools necessary to produce the desired result. If he has not the right brush for the job in hand the result may be far from satisfactory.

A paint article in this issue indicates the importance of giving the customer definite information regarding the application of the paint. Here is where a few arguments favoring a certain type of brush may be worked in to good advantage. The experience of that and other hardware merchants has shown them that many customers are of the opinion that any brush will do for the job and that one brush may be used for all jobs. The solution is to get the brush display out where it will be seen, to line it up with all the sales effort on paints and to give personal attention to advocating the right type of brush with all sales over the counter.

Certain hardware merchants interviewed recently by Hardware and Metal have found such effort to be well rewarded while others are just now coming to a realization that hiding brushes in drawers will not sell them. The next few weeks should be active ones in the sale of brushes and now is the time for the merchant who has failed to give brushes the attention they deserve, to change this policy, for any attention given in this line brings good rewards in many ways.

TREBLES PAINT TRADE

Continued from page 56

The Best Advertisement

In his experience Mr. Staples has found that satisfied customers are one of his best advertisements. In the class of trade with which he deals this is likely to be more of a factor than in certain other cases, though it is always important. This hardware store caters to a large number of housewives in the district and among these women there is bound to be a certain amount of social intercourse. If one housewife customer is well satisfied with a painting job which she may have done with paints purchased at Staples' Hardware she is very likely to say so at some time to her next door neighbor, and there is no telling where this process ends.

In this connection an important factor has been that of giving information over the counter in regard to the method of application, color combinations, etc.

"No hardware merchant can know too much about paints," remarked Mr. Staples, pointing out that after his long years in the hardware business he yet could learn something on many of the points brought up by customers in the paint department. He endeavors to pass on to customers as much information regarding the ingredients and purpose of various paints and specialties so that they may become intelligent users of paint.

Education Makes Bigger Paint Sales

He is of the opinion that education will bring about bigger paint sales and is endeavoring to do his utmost to show customers the preservative value of paints. He believes the underlying idea of the "Save the Surface" campaign is good in so far as it is educational. In his own particular case he applies the idea in many different ways in order to demonstrate it more clearly. For instance, he will quote the example of the ship which sails the lakes or ocean, pointing out that ships of wood or iron can be in commission for years and years without their frames becoming weakened through rust or rot. He points out that this is due solely to the preservative qualities of paint. It is truly a strong example of what it means to protect the surface whether it be against water or against the destructive properties in the air or other elements such as snow and rain.

Mr. Staples stated that the paint trade was opening up earlier this year than last year and from present indications he expects business in this line will be active.

The illustration shows a typical paint window in the Staples Hardware. Attention is given these displays to make them as effective as facilities will allow because the windows are relied upon to a great extent in creating new business in paints and household lines. Floor finishes, wall finishes, specialties for finishing furniture, stove pipes, automobile finishes, varnishes and stains for furniture, etc., all receive a big sale in this store largely through the suggestions passed over the counter by the salesman. Such arguments as the high price of furniture, requiring better protection, the refinishing of the house floors now that the wet weather is past, the brightening up of the woodwork, and the walls, etc., are used to good advantage. Brushes are always linked up with paint sales and suggestions made as to the best size and type of brush for the job in hand. It has been found that many customers are inclined to think any brush will do and one brush will do for all purposes whether it be a big job or a small one. Ample use is made of color cards and other such literature and sample cards and cans are kept at one side of the counter where they can be easily referred to.

Hardware and Metal Is Valuable

At the conclusion of the discussion regarding paint trade Mr. Staples made mention of the value to the hardware merchant of Hardware and Metal in providing him with the selling ideas so much needed at present and in giving him prices to enable him to keep a close check upon his invoices.

PLAN CENTRAL BODY

Believing that interchange of community ideas between merchants and customers will materially assist in building up business and develop the district, the Bloor and Bathurst Streets Business Men's Association, of Toronto, Ont., recently held the first of a series of midnight frolics in Allen's Bloor Street Theatre. The event was a pronounced success and the entertainment furnished was out of the ordinary. M. E. Stanfield, the president of the association, in a brief address stated that a movement was under way to organize a central body composed of representatives of the various district business men's associations throughout the city for the purpose of assisting in making Toronto one of the premier retail centres of the Dominion.



ESTABLISHED 1856

Boeckh's Brushes Are Rubber Set

More than that, they are the very best brush made, and they're Canadian made. The fullness and the quality of bristles are unequalled. The Boeckh rubber set process is an absolute safeguard against the bristles coming out. Boeckh Brushes are perfectly made

And Absolutely Guaranteed

Which means that the dealer takes no risk whatever in handling Boeckh Products, because we stand right behind him. We are prepared, and fully qualified in every way, to give the retail hardware merchant all reasonable support and co-operation. We supply dealer helps such as display cards, etc., of exceptional pulling power. It pays you to display Boeckh's Brushes.

The Boeckh Catalogue is a Guide to Profit

The Boeckh Company, Ltd.
Toronto, Canada

If interested tear out this page and place with letters to be answered.

Steady Improvement in Turpentine

Prices Not Expected to go as Low as Some had Feared — Further Advances May Occur if Export Trade is Stimulated — Rosins Advanced

THE underlying tone in the spirits of turpentine market has very perceptibly changed for the better in the past two or three weeks. The former season closed with a very pessimistic feeling, not at all unnatural with the country's business in the depressed condition it was and with the foreign prospects dubious, says the Naval Stores Review. But by degrees a more hopeful sentiment has crept in—not a glowing optimism, by any means—not a hope of great and radical changes, but a hope that, after all, prices were not going as low as some had feared, so that as a result to-day those who talked of 40-cent turpentine, or cheaper, express the belief that it may not go below 45 cents this season, or even get back to that figure. This in itself is a very encouraging symptom. No trade can recover as long as pessimism weights it down.

The lifting of the cloud is the first precursor of better times in business and no one disputes that the cloud has been slightly lifted over the naval stores' world. The London turpentine market retains its recent improvement, with the weekly deliveries continuing heavy, averaging over 2,000 barrels, and as a result of the absence of recent importations stocks of American turpentine are rapidly diminishing. While no inquiries are yet reported indicating nearby purchases for that market, it is felt that early May will bring in some orders for shipment that month. It is not believed that the orders will be large, though the London dealers are expected to pursue a conservative policy in buying, awaiting the heavier movement of the crop before entering the market in a liberal way for future requirements. Whether the prospect of the English demand has any bearing on the advances of this week on the markets on this side is not known, but one large export house has apparently been chiefly instrumental in putting up values and as other exporters are not believed to have any considerable holding of turpentine some short interests might be developed before long if receipts are temporarily lessened by the cold weather. The domestic demand is slow in improving, but it does not take much demand to absorb the April or early May receipts, and if there is any material foreign demand in the next few weeks the market may enjoy a very healthful stimulus and see further advances in prices. The knowledge of this may be what is bringing some domestic consumers in just now for spirits for their nearby needs.

Rosins Advance

Rosins have also been advanced this week. The producers are evidently holding back some of their new rosins in the woods, as indicated by the disparity in receipts of them and of turpentine. Factors and producers holding their old crop rosins strongly and producers able to keep back some of the current crop of rosins tends to strengthen the domestic markets. Everything indicates that any declines below the low levels of this month will be resisted. Everyone knows that when rosins were selling at $3.50 it was equivalent to giving a bonus to the buyer to take the stuff off the producers' hands. Even though the present crop is made more cheaply than that of the past few years it cannot be made so cheap as to sell commons at $3.50 without a loss. It is beginning to be doubted by those who were ultra-pessimistic some time back that rosins will go to the lowest figures of recent weeks again. In other words the belief is spreading that the bottom has been reached and is now in the past. While it is true that the spring activity so far is not comparable to what has been seen in previous years the trend of business is toward betterment, no matter how gradual the upward movement may be in demand and values.

E. D. Reed Received Appointment

E. D. Reed has been appointed manager of advertising and trade sales for Scarfe & Co., Ltd., Brantford, Ont. Mr. Reed was the special reresentative of the Standard Paint Co., of Montreal, some twelve years ago, later becoming connected with Messrs. Lowe Bros., whose line he introduced into Western Ontario and the Western provinces. For a short time he was located in Ottawa. He subsequently left that firm to accept a position with the Martin-Senour Co. as assistant sales and advertising manager. For the past few years Mr. Reed was merchandising manager for the Hamilton Advertising Agency, planning the Canadian Kiddie Kar campaign, McKinnon dreadnaught tire chain campaign and later becoming manager of the advertising and dealer help department of the F. F. Dalley Corporations, Ltd., of Hamilton.



ED. REED,
who receives a new appointment with Scarfe & Co., Brantford

RETAILER IS NOW A FACTOR

Continued from page 47

Passing of the Luxury Tax

One of the greatest boons to the business of the country was brought about by the Retail Merchants' Association; this was the removal of the Luxury Tax. Mr. Doyle also referred to the Welfare Fund of $50,000 which is to be established.

After remarks along other lines Mr. Doyle emphasized the fact that manufacturers, the Government and wholesalers are beginning to realize the strength of the retailers, and to find that they are a factor to be reckoned with.

The following officers for the ensuing year were elected:

President—J. P. Gordon.
Vice-president—B. W. LePage.
Secretary—W. A. Stewart.
Treasurer—Sixtus McLellan.

PRESENT STATUS OF SHEFFIELD CUTLERY TRADE

Continued from page 39

those of 1913. The home market is buying from 10 to 15 per cent. of the 1913 trade. Foreign markets are more inclined to stock up today, and it is claimed that their demands are 40 to 50 per cent. greater than those of 1913. Sheffield's best markets for cutlery are Australia, Canada, British South Africa, India, the United States, South America, and Russia. In these markets there have been many cancellations—it is estimated that the aggregate amounted to something like £750,000.

Financial Situation of the Industry—Industrial Research

Capital is scarce and the banks are not disposed to grant extensive credits. Five firms have already gone into an amalgamation called the Sheffield Cutlery Manufacturers, Ltd. There is not, however, much probability that this pooling will spread to any considerable extent for the reason that little capital is required to move small stocks, and the finished parts are readily obtained and can be assembled with a small capital outlay.

It's Well Advertised

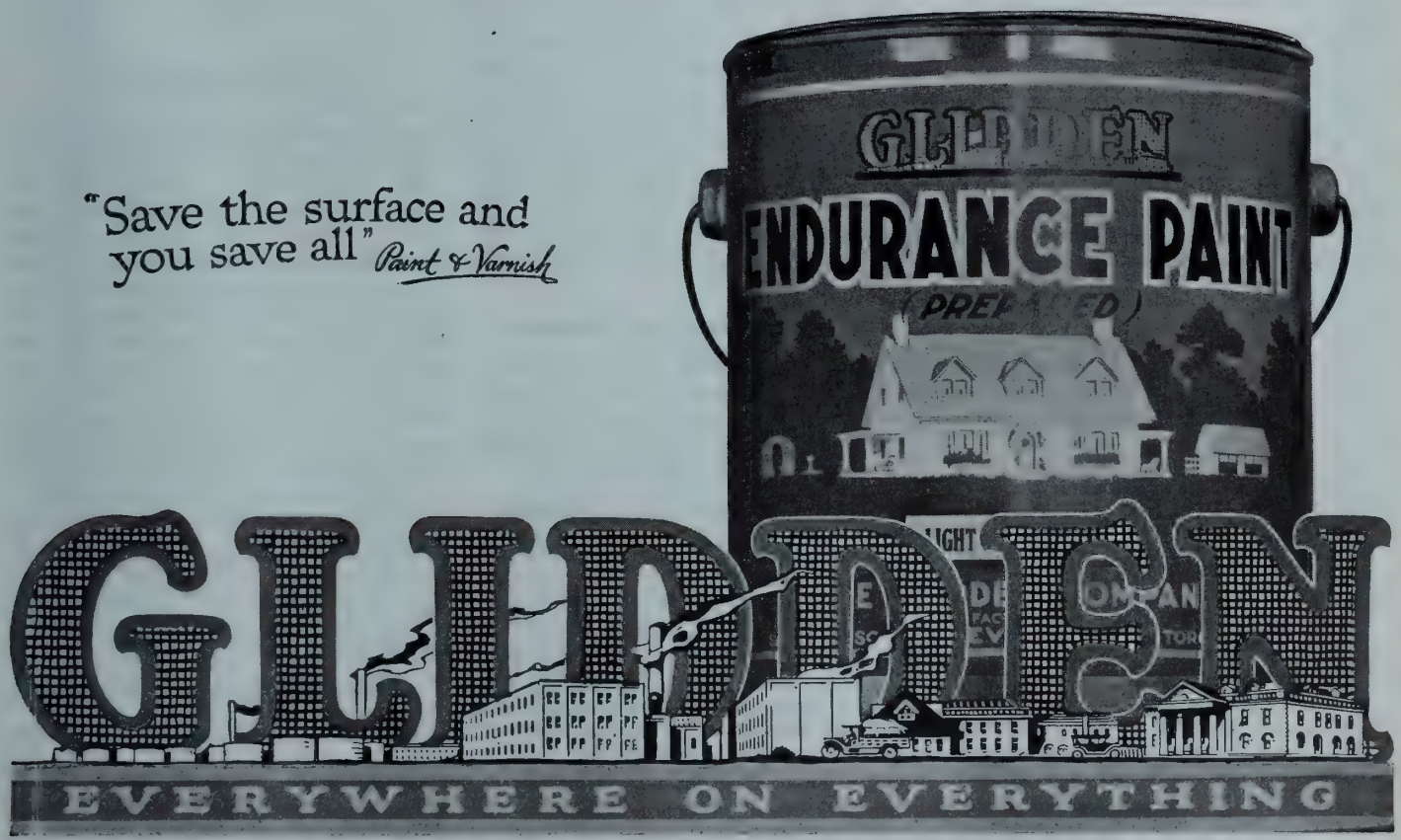
Glidden Endurance Paint is well known among paint users. They know its high quality and are asking for it. Glidden Advertising is continually telling the Glidden story and winning customers for Glidden dealers.

The great popularity of Glidden Endurance Paint makes it a profitable line for you. It means quick turnover and quick turnover means money in your cash register. Don't crowd your shelves with unknown brands that move slowly. Glidden Endurance Paint is in constant demand and a source of continued profit.

Put in a supply of Glidden Endurance Paint at once. Its popularity and reliability will prove a valuable asset to your business. Write for the Glidden Dealer's Proposition.

THE GLIDDEN COMPANY, Ltd., Toronto, Ontario
Branches: Montreal and Winnipeg

"Save the surface and you save all" *Paint & Varnish*



If interested tear out this page and place with letters to be answered.

Weekly Paint Markets

Montreal

MONTREAL, April 28.—The feature of the paint market this week is the advance in linseed oil prices, raw now being quoted from 79 to 81 cents in one barrel lots, boiled with the usual advance of 2½ cents over raw. Turpentine is also firmer, and an advance of 3 cents is noted. This is the first advance in either of these products for a considerable period. White lead in oil and putty are holding unchanged, also shellacs. Window glass is still unsettled but a better feeling is beginning to show. A gradual improvement continues in paints and varnishes and manufacturers are looking forward to a good year despite the fact that orders are smaller than usual. Prices on all products are steady.

Linseed Oil Advances

Montreal.

This week has shown a decided improvement in linseed oil, as a result quotations are approximately 12 cents a gallon higher. Raw oil has reached 79 cents in one barrel lots, some firms quoting as high as 81 cents, with the usual advance over raw for boiled oil. At the beginning of the week for three consecutive days the market continued to show strength and it was on these days that the 12 cent advance was realized. In the last two days, one crusher states, signs of weakness were again manifest, while others claim a stronger tone continues and a further advance of two cents was made, hence the varying in present prices. The unsteady market and continued easing of prices has now been drawn over a considerable period, when a low record of 67 cents was reached last week. However, a much healthier situation is now in evidence and the low figures of last week are thought to have hit rock bottom. Present quotations are the following:

LINSEED OIL—	Raw		Boiled	
1 to 2 barrels ..	0 79	0 81	0 81½	0 83½
5 to 10 barrels .	0 77	0 79	0 79½	0 81½

Turpentine Firmer

Montreal.

An advance of three cents per gallon was made on turpentine this week. This resulted from higher quotations from Savannah, where a much firmer market prevails. The demand in the South has improved very materially in the past two weeks, both foreign and United States consumption now increased. It is generally believed that figures of last week, when 87 cents was quoted, were lowest that will be shown for some time at least. The new crop, that in April, May and June appears on the market, will have little effect toward weakening the market, there being more likelihood of this being held for higher prices than are now quoted. Present quotations are as follows:

TURPENTINE—	Per Imp. Gal.
1 barrel lots	0 90
2 to 4 barrel lots	0 87
Broken lots	1 00

White Lead Still Active

Montreal.

A good business continues to be done in white lead in oil, with no change made in quotations. With the future trend in all likelihood downward, dealers continue to buy light for actual requirements. Stocks in the hands of corroders are now reported comparatively light for this season. While quotations are $14 in five ton lots, $14.50 in one ton lots, and $14.85 for less quantities, lower prices are said to be obtainable for large quantities.

Putty Demand Limited

Montreal.

There is a limited demand for putty, small sorting orders being filled. Any increased activity at present will depend on building construction, as otherwise this season is not looked upon as being the time of year for any great movement. Prices remain steady as follows:

Standard Putty—	5 ton	1 ton	ton
Bulk barrels, 800 lbs.	$5 00	$5 25	$5 60
Bulk drums, 100 lbs.	6 00	6 25	6 60
Do., or tins, loose, 25 lbs.	6 25	6 50	6 85
Drums or tins, cased, 25 lbs.	7 00	7 25	7 60
1 lb. tins	9 75	10 00	10 35

Pure Linseed Oil Putty, $1.50 per 100 lbs. advance over above prices.

Shellac Shows No Change

Montreal.

No change has been made in shellacs, with a sorting demand being experienced. Following are present prices:

Orange shellac, in barrels, $3.50; in one gal. jugs, $3.80; white, in barrels, or 5 gal. jugs, $3.85; in one gal. jugs, $4.25.

Glass Expected to be Steadier

Montreal.

While the situation in window glass is practically unchanged, a better feeling is expected in the not far distant future. The price cutting and unsettled condition that has prevailed for the past few months has now lessened to a great extent and quotations are now on a much more equal basis. The Belgian market continues to show firmness, the general opinion being that higher levels will be reached from this source. Montreal list, less 50 per cent., is the general quotation while slightly better prices are obtainable for quantity.

Paris Green Now Shipped

Montreal.

This season's supplies of Paris green have been shipped to those dealers who had placed their orders, but it is said that many retailers are holding back and this will cause an extra spurt when the retail sale commences. Quotations that were given out early in March are unchanged, and will be found on current paint market page.

Paints, Paint Specialties and Varnishes

Montreal.

Paint manufacturers now firmly believe that business for this season will be done in smaller shipments than in previous years, and are apparently satisfied with this method that dealers have adopted. However, when the season closes, a good year is anticipated, as dealer stocks are lower and consumption of paint is very promising at present. Varnishes are showing a fair amount of activity, confined, as is paint, to smaller orders. There are no price changes reported on any products.

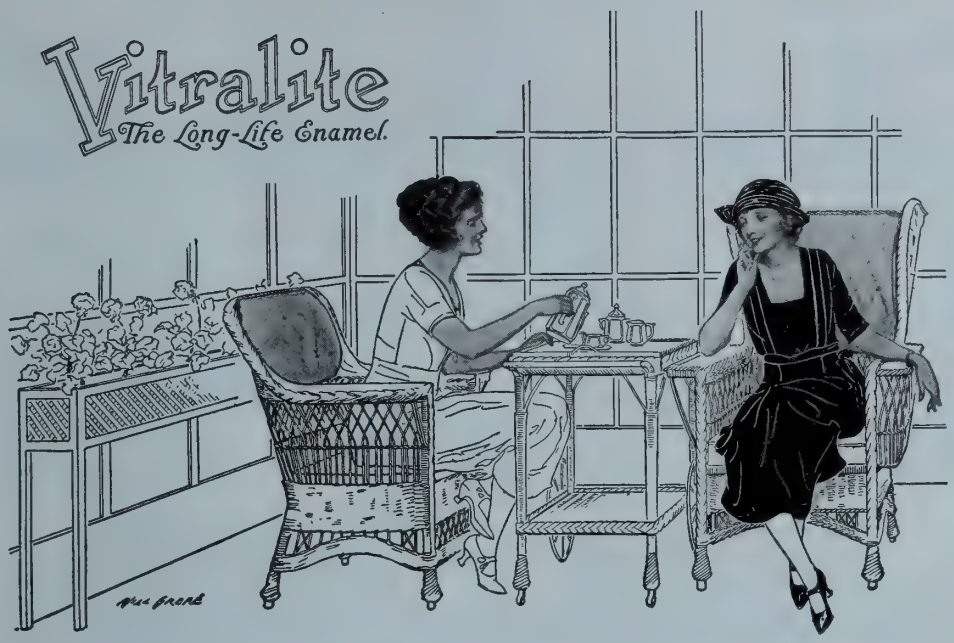
Toronto

TORONTO, April 28.—Reports from different paint manufacturers and dealers show a healthy and encouraging increase in business in almost all lines despite some setbacks caused by wet weather. Smaller and more frequent orders from their customers cause manufacturers more work both in the shipping end and in the office but they have in most cases been able to cope with the demand. Prices are fairly steady in all lines and few changes are apparent. News from Belgium indicates that the market there on window glass is stiffer and prices have been advanced by Belgian manufacturers who have also curtailed production. It seems probable that it may cause an advance in prices here at a future date. Linseed oil is held at last week's price, but turpentine has advanced another 5 cents.

Better White Lead Demand

Toronto.

The demand for white lead in oil continues to steadily improve. Sales are reported to be increasing though dealers as a rule are buying in small quantities. No change is made or is ex-



Salesfolk Who Draw No Salary

Tommy, Betsy, and their friends are selling Vitralite Tints for you every day. Just because their work costs you nothing, don't make the mistake of overlooking their persistent efforts.

Reaching the better-class homes of your community through such quality magazines as the Atlantic Monthly, Century, Country Life in America, Harper's, House Beautiful, Review of Reviews, Scribner's and World's Work, the Tommy and Betsy advertisements are developing a call for Vitralite Tints as great or greater than the demand for the incomparable white Vitralite. This is no season to miss quality sales — if Vitralite Tints are not in your stock, write for the introductory proposition.

"Save the surface and you save all" Paint & Varnish

PRATT & LAMBERT-INC.
VARNISH MAKERS 72 YEARS
24 Courtwright St., Bridgeburg, Ontario
FACTORIES
BRIDGEBURG, ONTARIO NEW YORK BUFFALO CHICAGO

PRATT & LAMBERT VARNISH PRODUCTS

pected in prices and quotations on standard grade pure lead are $14.95 per 100 pounds in ton lots and $15.30 per 100 pounds in smaller lots.

Mixed Paints Moving Well

Toronto.

Paint manufacturers generally profess to be satisfied with the condition of affairs and the amount of business being done at the present time. Taken altogether there is a steady increase in the sales of almost all lines. And despite the setbacks on account of wet weather outside painting is going ahead exceedingly well and dealers report good business. Prices of all commodities continue to hold firm and no changes are expected.

No Changes in Putty

Toronto.

Putty is held unchanged in price. Sales are light and an increase of activity in new building construction is needed to make much of an improvement in the present demand. The following are current quotations:

PUTTY—	Per 100 lbs.
Standard in 100-lb. drums	7 05
Do., 25-lb. irons	7 30
Do., bladders in bbls.	8 30
Do., less quantities	8 55
Pure, in 100-lb. drums	8 55
Do., 25-lb. irons	8 80
Do., bladders in bbls.	9 80

Belgian Glass List Advanced

Toronto.

No changes have been made in quotations by wholesalers on window glass, and 50 per cent. off new list is the prevailing quotation. At the same time the situation in the Belgian market is firmer. This was expected and was forecast in the last Hardware and Metal market report. It is stated that the Belgian manufacturers' prices have been advanced nearly 30 per cent. Although it is possible that this may not affect prices here for the present, owing to stocks on hand being fairly large, some importers state that they look for a firmer market with higher prices ruling as the season advances. Some good-sized orders are reported to have been placed on the Belgian markets especially for United States importers. The Belgian manufacturers are reported to be curtailing production to a great extent and if the present output is found to be too much and is not absorbed are prepared, it is stated, to still further decrease the production. The sales here of window glass are still of a small variety and little buying except for present needs is reported.

Red Lead Unchanged

Toronto.

There has been no change in red lead prices and the English genuine in casks is quoted at $13 per 100 pounds, smaller casks or kegs at $14 and in small quantities at 15 cents per pound. The tendency is stated to be for lower prices and with the opening of navigation in the St. Lawrence, which is earlier this season, some reductions are expected.

Linseed Oil is Held

Toronto.

No changes have been made this week in the price of linseed oil and quotations remain as last week at 77 cents for single barrels, raw. The demand is reported to be improving, although there is little buying except for immediate shipment. The flax seed market is fluctuating considerably and has been materially strengthened by the export of large quantities from this country to the United States in view of the expected increase in tariff duties. Little change is shown in Argentine markets. The future tendency of linseed oil is still very uncertain and crushers are unwilling to express any opinion on the subject. Quotations are the following:

LINSEED OIL.	Raw.	Boiled.
1 to 2 barrels, per gal.	0 77	0 80
3 to 5 barrels, per gal.	0 76	0 79
6 to 9 barrels, per gal.	0 74	0 77

Less barrels, add 15 cents per gal.

Turpentine Advances 5 Cents

Toronto.

Turpentine prices have been advanced 5 cents and it is now quoted at $1. Little change is noted in Southern markets and the reports on the new crop being gathered in the South will not be known definitely for a little time yet. Strong efforts have been made, it is stated, to limit the production this season. Quotations are the following:

TURPENTINE—	Per Imp. Gal.
1 barrel lots	1 00
2 to 4 barrel lots	0 99
5 gallon lots	1 15

FAVORS ONE PER CENT. TURNOVER TAX

Continued from page 41

side of Canada must be included with income derived within Canada when computing the total income of the taxpayer for the purpose of this tax. Provided further that in any event the taxpayer's income tax shall not be less than if computed on income derived from Canadian sources alone.

Business Profits Tax

To this tax as administered up to the present there are the following serious objections:—

(a) It encourages extravagance in business methods.

(b) It seriously discourages enterprise and initiative.

(c) It particularly militates against the young man by taxing energy, effort and efficiency.

(d) It discourages new enterprises because the man with small capital or the man who requires to borrow receives a very small return for his risk and work, while the man with sufficient capital is loath to venture it, because in times of prosperity the Government shares largely in the profits of such ventures but is not prepared to assume its proportion of the losses in times of depression.

(e) Such tax may have serious and dangerous results to the taxpayer because of his inability in times of depression such as the present—where stocks in trade have greatly depreciated in value and are in some cases a drug on the market—to realize sufficient cash therefrom with which to pay said tax and at the same time meet his current obligations.

Should Not Be Re-enacted

The Board firmly believes for the above and other reasons that a business profits tax in any form is detrimental to the best interests of Canada, and that the business profits tax should not be re-enacted.

The Board is of the opinion that if the recommendations herein submitted are adopted by the Government, a much larger sum will be collected with much less friction than by the present methods, that there will be less attempted evasion of the taxes because of their fairness and the ease with which the amount of the various taxes may be determined, and that as a result capital will flow into business channels.

The Board is further of the opinion that the forms of taxation herein suggested should be known as "war taxes" and that the revenue derived therefrom should be applied as follows:

(a) In payment of interest on Canada's war debt and of war pensions.

(b) In reduction of the principal of Canada's war debt.

PITTSBURGH MARKETS

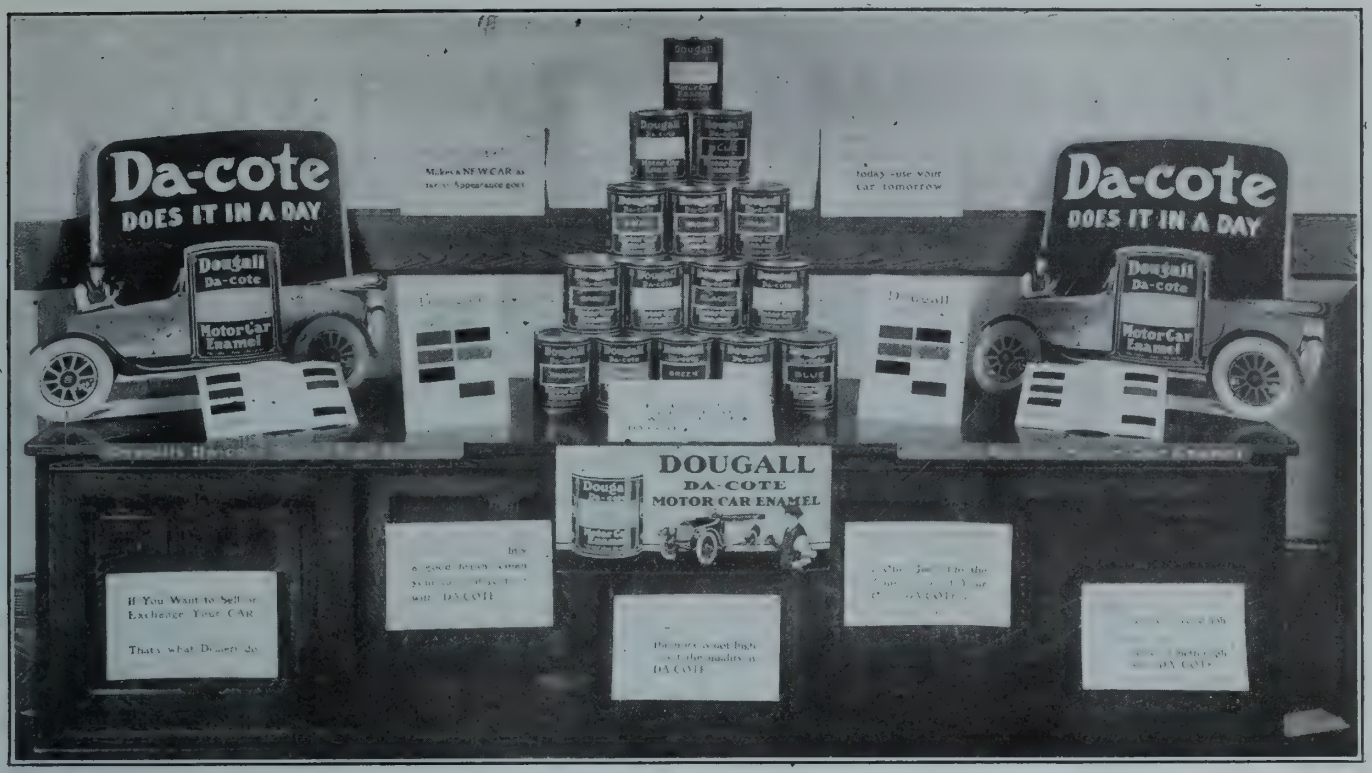
Continued from page 55

consumption by reducing their prices. This criticism, it will be seen, is not altogether well directed.

Orders

The independents seem to have corralled a fair-sized lot of business as they were withdrawing their old prices and advancing to a somewhat higher level, and this is giving them a somewhat better operation for a time, say an average rate for the independents as a whole of about 40 per cent. of capacity, against about 32 per cent. in March and 30 per cent. in both February and January. Since prices were equalized the independents have booked very little fresh business, and they are hardly likely to just at present, considering particularly the fact now developed that in some commodities the extreme prices done were much lower than the prices commonly quoted. Before the readjustment, for instance, carload lots of black sheets were quoted at 3.75c and carload lots of galvanized at about 4.75c, but it is now admitted that sales were made at many dollars a ton below these figures. The buyers involved, therefore, will hardly be in haste to make additional purchases at the 4c and 5c prices now being quoted.

As to the Steel Corporation, it is booking very little absolutely new business, and does not expect to do so. Its business must come in the form of releases against orders previously suspended, and in specifications against old contracts.



This Window Display Will Pull Sales For You

A window display like that pictured above tells the Da-cote story to the passer-by.

It beckons coaxingly to the automobile man. It reminds him—and just at the time when he wants the car to look her best—that Dougall Da-cote **applied by himself** will make the most shabby, weather-worn car look NEW again.

For Dougall Da-cote is specifically made for the "home" painting of Automobiles. A creamy brilliant enamel that anybody can apply and be well satisfied with results. Made in Black and White, and eight popular colors.

Try out a Da-cote window display. One like the above is easy to set up and is complete in itself. It will swing a big part of the Spring Da-cote demand to your store.

The Dougall Varnish Co., Limited
Montreal

Associated with Murphy Varnish Co., U.S.A.

If interested tear out this page and place with letters to be answered.

CURRENT MARKET QUOTATIONS

These prices are for such quantities as are usually ordered by retail dealers. Large buyers can frequently make purchases at better prices.

AMMUNITION, DOMINION

	Blk. List.	Lesmok List.	Smkless. List.
22 Short		$10 00	10 70
BB Caps			$ 7 00
22 S. Mush			11 50
22 Long		12 00	15 00
22 L. Mush.			16 00
22 L. R., do.			18 70
22 L. Rifle		14 00	17 50
25 Short	$23 50		
25 Long	33 00		
32 Short	23 50		
25/20	56 00		70 00
25 Colt Auto.			58 00
30 Mauser			91 00
32 S. & W.	38 50		42 00
32 S. Colt	38 50		
32 Colt Auto.			63 00
32/20	56 00		70 00
38 S. & W.			54 50
44 G. Getter			66 50
44/40	66 50		84 00
455 Target			85 00
250 Sav. H.P.			160 00
280 Ross			209 00
25/35			125 50
30/30			144 50
303 Savage			144 50
303 British			190 00
32/40	102 50		121 50
32 Special			144 50
32 Rem. Rim.			144 50
33 Win.			190 00
351 Self Ldg.			121 50
35 Rem. Rim			159 50
38/55	125 50		152 00
45/70-405	133 00		

Dominion Ammunition—Discount 30/20%.

AMERICAN AMMUNITION

Winchester and Savage advance 22½% on American list.

Remington Union Metallic list plus 22½%.

Shot, standard, 100 lbs., Toronto, $16.00; Montreal, $18.00; net extras, as follows, subject to cash discounts only: Chilled, $1.50; buck and seal, 80c; No. 28 ball, $1.20 per 100 lbs.; bags less than 25 lbs, ½c per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax freight equalized.

AXES

Boys' Axes	14 25	15 50
Hunters' Axes	13 00	14 50
Single Bits, doz.	18 00	20 50
Double Bit	24 50	25 00

On weights heavier than base add to list as follows:

Group 2	$ .25	Group 3	$ 50
Group 4	.75	Group 5	1.00
Group 6	1.25	Group 7	1.75
Group 8	2.25	Group 9	2.75
Group 10	3.25		

Axes, Bench, 45 per cent. off list.

BABBITT

Prices on babbit fluctuate with the metal markets and prices are quoted on application. Prices range from 10c to 75c a lb.

BELTING Leather)

Discounts apply to Revised List of Nov. 4th, 1920.

Extra Quality, 15/10 per cent.

Standard Quality, 15/10/10 per cent.

Side Lace Leather, lb., $1.75.

Cut Lace Leather, lb. $2.00 $2.50

F.O.B. Montreal, Toronto.

BITS, AUGER

Standard List Prices per dozen.

3-16	$ 6.00	18-16	$12.00
4-16	5.00	19-16	14.00
5-16	5.00	20-16	14.00
6-16	5.00	21-16	16.00
7-16	5.00	22-16	16.00
8-16	5.00	23-16	18.00
9-16	6.00	24-16	18.00
10-16	6.00	25-16	21.00
11-16	7.00	26-16	21.00
12-16	7.00	27-16	24.00
13-16	8.25	28-16	24.00
14-16	8.25	29-16	27.00
15-16	9.50	30-16	27.00
16-16	9.50	31-16	30.00
17-16	12.00	32-16	30.00

Discounts from Standard List prices:

Beaver, 22½ per cent.
Gilmour Auger Bits, 7½ per cent.
Gilmour Eye Augers.
Irwin Auger Bits, list plus 22½%.
Irwin Car Bits, add 15%.

F.O.B. Toronto, Montreal, London and Hamilton.

BOARDS, BAKE

	⅜ Rim.	¾ Rim
0—16 x 22	$ 8 90	$12 50
1—18 x 24	10 78	12 80
2—18 x 29	12 10	14 75
3—20 x 30	13 86	17 75

BOARDS, IRONING

	Dozen
No. 1, Daisy	$38 00
No. 10, Daisy	43 00
No. 33	21 00
No. 35	38 00
No. 36	43 00
Perfection	48 00

BOARDS, SKIRT—

No. 11, doz. $14 00

BOARDS, SLEEVE

No. 3, dozen ..... $ 7 00

BOARDS (Wash) Zinc.

	Dozen
Baby Globe	$ 3 00
Beaver (brass)	9 00
Canada Glass	9 00
Competition Globe (metal)	5 99
Diamond King (glass)	7 90
Enamel Queen	9 50
Glass Globe	8 75
Improved Globe	5 85
Jubilee	7 15
Neptune	6 50
Newmarket King	7 15
Pony	2 70
Royal Globe	6 00
Solid Back Globe	7 25
Standard Globe	6 00
Surprise	
Supreme Zinc	6 50
Western King (enamel)	9 50

F. O. B. Newmarket.
Subject to acceptance.

BOILERS (Range)

30-gal., standard $12.50
30-gal., extra heavy 15 00

BOLTS AND NUTS

Discounts apply to standard list.
Carriage Bolts ($1 list), ⅜ in. dia. and smaller, 6 in. and shorter, 25%.
Carriage Bolts ($1 list), ⅜ in. dia. and longer lengths, 10%.
Carriage Bolts ($1 list), 7-16 in. dia. and larger, 15%.
Machine Bolts, ⅜ in. dia. and smaller, 4 in. and shorter, 40%.
Machine Bolts, ⅜ in. dia. and smaller, longer lengths, 15%.
Machine Bolts, 7-16 in. dia. and larger, 20%.
Sleigh Shoe Bolts, all sizes, 10%.
Coach and Lag Screws, 35%.
Bolt Ends, 20%.
Square Head Blank Bolts, 20%.
Plow Bolts, 1, 2, 3 head, 25%.
Plow Bolts, others, 25% net extra.
Elevator Bolts, large head, 10%.
Elevator Bolts, corrugated heads, 40%
Fancy Head Bolts, 10%
Shaft Bolts ($3 list), 10%.
Step Bolts, large head ($3 list), 10%
Whiffletree Bolts, 10%.
Tire Bolts, 50%.
Stove Bolts, 62½%.
Nuts, 2 in. and smaller, square Blank, add to list, $1.25.
Nuts, 2 in., and smaller, square—Tapped, add to list, $1.75.
Nuts, 2 in., and smaller, hexagon—Blank, add to list, $1.75.
Nuts, 2 in., and smaller, hexagon—Tapped, add to list, $2.25.
Terms—Cash in 30 days from date of shipment, less 2%.

BORAX

Lump Crystal Borax, lb. 13c-15c

F. O. B., Montreal, London, Toronto.

BRASS

	Base
Sheets, base, Montreal	0 30
Do., Toronto	0 29
Rods, base ½ to 1 in., round, Montreal	0 25
Do., Toronto	0 26
Tubing, seamless, base, Montreal	0 35
Do., Toronto	0 36

F.O.B. Montreal and Toronto.

BROOMS

	Doz.
No. 5, 4 strings	$ 7 00
No. 5, standard	9 00
Little Beauty	10 00
Royal Blue	14 95

BUTTS

	Wrought Steel—
No. 840	Net
No. 800	Net
No. 838	Net
No. 808	add 10%
No. 804	less 10%
No. 802	Net
No. 810	add 25%
No. 814	add 25%

F.O.B. Toronto, Montreal, London, Hamilton.

CANS

For discount on milk and cream cans, etc., see list under head of wares, etc.

CEMENT

Quotations withdrawn. Prices on application.

CHAIRS

	Dozen
Step ladder	$36 00
Step ladder stools	20 00

CHOPPERS, FOOD

Universal—Dozen, No. 0, $30; No. 1, $36; No. 2, $42; No. 3, $58.

Russwin—Dozen No. 0, $24.50; No. 1, $30.60; No. 2, $36.75; No. 3, $49.00.

Full case of half dozen.

F.O.B. Montreal, Toronto.

CHURNS

List price hand churns—No. 0, $12; No. 1, $12; No. 2, $13; No. 3, $14; No. 4, $16; No. 5, $19.

List prices power churns—No. 0, $11; No. 1, $11; No. 2, $12; No. 3, $13; No. 4, $17; No. 5, $20.

Discount of 10% f.o.b. Toronto, Hamilton, Fergus, London, St. Mary's.

Net list f.o.b. Montreal, Ottawa, Kingston.

CLIPPERS, HORSE

New Market, $3.50 per pair.

No. 1 B.B. Stewart Horse Clipper, $14 list, less 25 per cent.

CLOCKS—ALARM—

Big Ben	$ 4 00
Good Morning, each	1 90
Lookout	2 35
Sleepmeter	2 50

CLOTHES BARS AND DRIERS

	Per doz.
Clothes Bars, No. 1	14 40
No. 2	19 00
No. 3	14 40
No. 4	11 00
No. 5	16 00
No. 6	13 00

CLOTHES HORSE, Etc.

	Folding	Exten.
4 ft.	$13 50	$27 00
5 ft.	17 00	34 00
6 ft.	20 00	40 00

CLOTHES LINES (Galvanized)

No.	1,000 ft.
18—100 ft. lengths	$6 50
18—50 ft. lengths	7 10
19—100 ft. lengths	5 50
19—50 ft. lengths	6 75

F.o.b. Montreal, Toronto, London.

COBBLER SETS

Common, per set $1 35

CLOTHES LINES REELS

	Doz. net
No. 3	$20 [illegible]
No. 3½	21 60
No. 4	28 30

COIL CHAIN

	Fireweld Proof	B.B.B.
5-16 inch		19 40
⅜ inch	15 30	16 55
7-16 inch	13 15	16 15
½ inch	12 75	15 75
⅝ inch	12 00	13 65
¾ inch	11 25	13 40
⅞ inch	10 80	13 00
1 inch	10 40	12 60

F.O.B. Montreal and Toronto.

	Electric Weld Proof	B.B.B
3-16 in.	18 50	24 25
¼ in.	17 25	22 55
5-16 in.	14 90	18 80
⅜ inch	12 90	
7-16 in.	12 50	
½ in.	12 20	
⅝ in.	11 45	
¾ in.	11 25	

F.o.b. Montreal, Toronto.

Cow ties, plus 37½%; trace chains, list, plus 25%; dog chains, add 20%; halter chains, net; tie-out chains, 32½%; stall fixtures, No. 1, or heavy, $2 doz.; stamped, No. 3 or Dominion, $2.80 doz. net.; breast chains, No. 220, ... doz. pairs.

F.o.b. Montreal, Toronto, Hamilton, London.

COMBS—CURRY—

	Doz.
No. 111	$2 00
No. 121	2 20
No. 127	2 90

CATTLE—

98	$2 60
100	3 70

F.O.B. Montreal, Toronto, Hamilton, London.

COPPER—

	Mont. Base	Toronto Base
Casting ingot, see weekly report.		
Rods, ½ to 2 in.	0 32	0 34
Soft sheets, plain, 16 oz. and heavier, lb.	0 34	0 34
Plain Tinned, 16 oz. and heavier, lb.	0 38	0 39
Polished and Tinned 16 oz. and heavier, lb.	0 42	0 44
Tubing, lb.	0 39	0 39

Above prices are full sheets and bars. Cut sheets and bars are 5c per lb. higher.

COPPERS, SOLDERING—

Base, 3 to 8 lbs., 44c f.o.b. Toronto and Hamilton.

3 lbs., 47c; 4 to 8 lbs., 45c. F.o.b. Montreal.

CORD (SASH)

No. 6, lb.	$0 52
No. 7, lb.	0 51
Nos. 8, 9, 10, 12	0 50

F.O.B. Montreal, Toronto, Hamilton, London.

CROWBARS — $10.50, $11.00 per 100 lbs.

DOORS, SCREEN

Kasement, No. 2, oak stain, varnished, including hardware sets:—

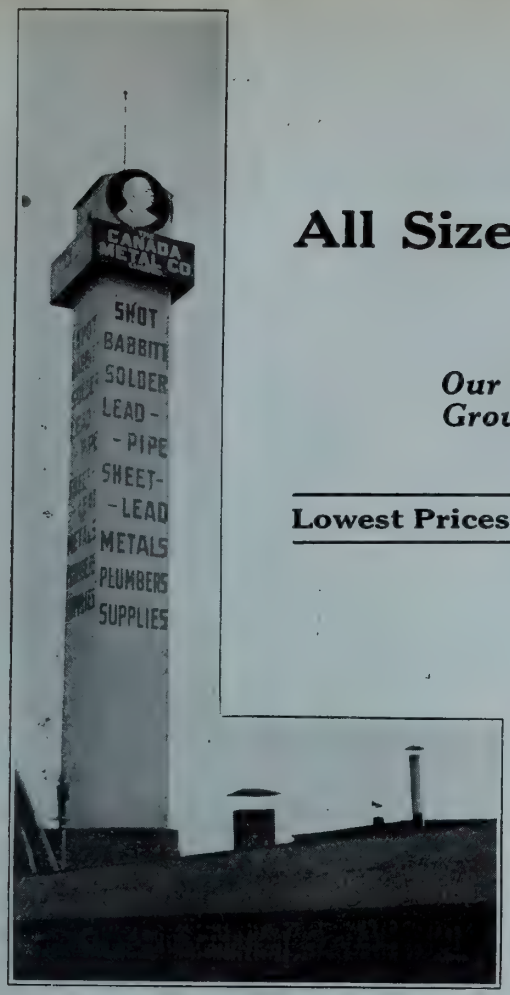
2 ft. 6 in., doz.	$45 00
2 ft. 8 in., doz.	45 60
2 ft. 10 in., doz.	46 70
2 ft. 7 in., doz.	46 80

DRILLS—

Standard Lists.

Blacksmiths', ½ in. v 2½ in. shank List each.

1/8	$0.45	19/32	$1.20
5/32	.45	5/8	1.30
3/16	.50	21/32	1.40
7/32	.55	11/16	1.50
¼	.60	23/32	1.60
9/32	.65	¾	1.70
5/16	.70	25/32	1.80
11/32	.75	13/16	1.90
⅜	.80	27/32	2.00
13/32	.85	⅞	2.10



SHOT

All Sizes **25 Lb. Bags**

Kegs or any weight

Our Shot Tower overlooks the Toronto Exhibition Grounds. The highest tower in the Dominion.

Lowest Prices **Highest Quality** **Immediate Shipment**

ALSO

SHEET LEAD **BABBITT**
SOLDER **LEAD PIPE**
NAILS **WIRE**

THE CANADA METAL CO., LTD.

Toronto Montreal Winnipeg Vancouver

A Real Bicycle For A Real Boy

A Real Seller For A Real Dealer

HERE'S the bicycle that boys have long wanted and parents have long wished for.

A bicycle that looks and is a real man's bike and yet can be adjusted so that a boy of nine can ride it as comfortably as the youth of twenty. It's the bicycle the boy won't outgrow.

A real bicycle dealer does not need to be told that this **18-inch Curved Bar Model** will be a big seller. He can see its big selling features himself.

This model has the "Triplex" Hanger, the Hercules Brake, and all the other splendid C. C. M. features.

Your line is not complete without the C. C. M. 18-inch Curved Bar Model.



The 18-inch Curved Bar Model.

C·C·M· Bicycles

Cleveland---Red Bird---Columbia---Massey
Perfect---Gendron---Ivanhoe

The Canada Cycle & Motor Co., Limited

Montreal Toronto **Weston, Ont.** Winnipeg Vancouver

DRILLS—Continued.

7/16	.90	29/32	2.20
15/32	.95	15/16	2.30
½	1.00	31/32	2.40
17/32	1.05	1	2.50
9/16	1.10		

Intermediate sizes take list of next larger.

Bit Stock, list per doz, less 45%

3/32	$2.70	5/8	$ 8.50
⅛	3.00	7/16	10 50
5/32	3 50	½	13 00
3/16	4.00	9/16	15 50
7/32	4 50	5/8	18 00
¼	5 00	11/16	21 00
9/32	6 00	¾	24 00
5/16	7 00	⅞	30 00

Blacksmiths', ½-in. shank, Straight Shank, Straight Shank, wire, Taper Shank, 35 to 37½%.

EMERY CLOTH

See under Sandpaper.

ENAMELWARE

See prices under heading Wares.

FILES AND RASPS

Discounts below apply to list of Nov. 1, 1899.

Grest Western, Amer.	50%
Kearney, Foot, Arcade	55%
J. Barton Smith, Eagle	55%
P. H. and Imperial	55%
Globe	55%
Nicholson	32½%
Black Diamond	32½%
Delta Files	20%
Firth Files	50%

F.o.b. Toronto, Montreal, London and Hamilton.

FITTINGS—

	Montreal.	Toronto.
Cast iron fittings	..	20%
Malleable bushings	25%	30%
Cast bushings	25%	30%
Unions	40%	40%
Flanged unions	20%	20%
Plugs, cast iron	22½%	27½%
Plugs, solid	....	10%
Plugs, countersunk	net	net
Couplings, 4 in. and under	20%	20%
Do., 2½" and larger	net	net

POUND GOODS—

CLASS—	Blk.	Gal.
		Montreal.
A	....	....
B	0 20	0 28
C	0 13	0 20
		Toronto.
A	0 60	0 75
B	0 23	0 32½
C	0 15	0 23

NIPPLES, WROUGHT

Close and short, 4 in. and under, 40%, 4½ and larger, 30%; long, 4 in. and under, 50%, 4½ in. and larger, 40%; running thread, 4 in. and under, 20%.

Terms, 2% 30 days. Approved credit. Ontario, Quebec and Maritime Provinces.

GRINDSTONES **Per 100 lbs.**

Under 50 lbs., 1½ to 1¾" face	5 00
Under 50 lbs., 2¼ to 3" face	4 25
Over 50 lbs., 2¼ to 3" face	4 00
Bi-Treadle, each	9 75
Cycle BB	8 75

GRIND STONE FIXTURES

	Doz.
No. 22	$ 9 60
No. 33	9 95
No. 2½	11 90
No. 3	12 50

F.o.b. Toronto.

HALTERS, LEATHER **Doz.**

Russet, rope tie, 1 in.	
Black, rope tie, 1 in.	
Black, rope tie, 1¼ in.	
No tie, 1 in.	
No tie, 1¼ in.	

HALTERS, ROPE

Sisal, 7-16 in.	
Do., 9-16 in.	
Jute, 7-16 in.	
Do., 9-16 in.	

HAMMERS, NAIL

	Doz.
No. 21	$14 00
No. 1	19 00
Nos. 1½, 61½	18 75

HAMMERS, SLEDGE

Can. 2-2½ lbs., cwt.	$25 00
Do., 3-4½ lbs.	23 00
Do., 5 lbs. and over	16 00
Masons, 2-2½ lbs.	31 50
3-4½ lbs.	28 25
5 lbs. and over	23 00

F.o.b. Montreal, Toronto, Hamilton, London.

HAMMERS, STRIKING

No. 38, No. 46, 5 lbs. and over	$16 00

HAMMERS, MACHINIST

No. 30, 1-lb.	$12 60
No. 30, 1¼-lb. Net.	13 50

HANDLE (WOOD)

All hickory handles, list plus 20%; all oak, ash and maple handles, list plus 10%; hay fork, hoe, rake, shovel and manure fork, list plus 10%; whiffletrees, doubletrees and neckyokes, list plus 20%; wood rakes, list plus 10%; horse pokes, list plus 10%.

Terms, all goods f.o.b. factories, 2% 10 days, net 30 days.

O-Cedar Mop Handles, less 30%.

HANGERS, BARN AND PARLOR

	List
Atlas, No. 0	$13 35
Atlas, No. 1	13 80
Atlas, No. 2	15 85
Stearns, 4 in.	12 80
Stearns, 5 in.	16 00
Perfect, No. 1	10 50
Canada	13 25
Hatch	13 25
National	15 00
America	19 00
Great West	30 00

HATCHETS, LATHING

No. 3	$10 25
No. 4	11 25

HATCHETS, SHINGLING

No. 1	$10 25
No. 2	11 25

HATCHETS, BARRELLING

Nos. 50, 60	$15 75

HATCHETS, CLAW

No. 7	12 25
No. 8	13 00

F.o.b. Montreal, Toronto, Hamilton, London

HEATERS, ELECTRIC

Glower Heater	12 00
Heatray Heater	14 00

Discount 22%-33%, according to quantity.

Majestic, 1 Burner	$11 50
Majestic, 2 Burner	17 50

Discount 27½%.

Universal	13 80

Discount 20 and 5%.

F.o.b. Toronto.

HINGES, SPRING

No. 200 and No. 20, pe rdoz.	$2 50

HINGES, TEE AND STRAP

Heavy in Bulk.	Strap Doz. pairs.	Tee pairs.
4-inch	$3 00	$2 55
5-inch	3 70	3 20
6-inch	4 00	3 60
8-inch	5 40	4 10
10-inch	9 60	7 30
12-inch	11 90	11 60
14-inch	13 60	11 80

DISCOUNT 35%.

Light. Net Prices		
3-inch	$0 90	$0 90
4-inch	$1 08	1 00
5-inch	1 26	1 17
6-inch	1 53	1 35

Screw Hook and Strap Hinges—List prices, per dozen pairs—6 in., $4.30; 8-in., $4.80; 10-in., $6.40; 12-in., $7; 15-in., $7.50; 18-in., $11; 21-in., $12.40; 24-in., $16; 27-in., $17.20; 30-in., $18.50; 33-in., $21.50; 36-in., $24.50.

Discount 15%.

F.o.b. Toronto, London, Hamilton and Montreal.

HOES. Grub $10 50 $11 00

HOOKS, GRASS

	Canadian	English Fox
No. 2, per doz.	$4 90	$7 50
No. 3, per doz.	5 00	8 00
No. 4, per doz.	5 10	8 50
Little Giant	8 00	....
Barden Patent	8 00	....

F.o.b. Montreal, Toronto.

HORSESHOES **Price per keg**

Patterns	Sizes made	No. 2 and larger Less 20c.	No. 1 and smaller
Light iron	0-7	$8 25	$8 50
Long heel light iron	3-7	8 25	....
Medium iron	1-8	8 25	8 50
Heavy iron	6-8	8 25	....
Snow	1-6	8 50	8 75
New-light "XL" steel	1-6	8 70	8 95
Featherweight "XL" steel	0-4	10 10	....
Special-countersunk	0-4	10 60	....
Toe-weight (front only)	1-4	11 10	....

Packing—Up to 3 sizes in one keg, 10c per 100 lbs. extra. More than 3 sizes, 25c per 100 lbs. extra.

F.o.b. Montreal and Belleville.

Terms—Cash in thirty days, less 2% discount

TOE CALKS

Nos. 0, 1, 2 and larger, sharp and blunt, $2.70 to $3.00 box.

HOSE, LAWN **Toronto**

Corrugated, ½ in., 100 ft.	$19 00
Do., ⅝ in., 100 ft.	21 50
Do., ¾ in.	25 00

Less 5% for full reels, 500 ft.

F.o.b. Toronto and London.

IRON AND STEEL

See weekly report.

IRON, TINNED

Lion and Crown Brand, Toronto, in 22 gauge, 24 gauge and 26 gauge.

26 x 96	25c per lb.
28 x 96	25c per lb.

Less than case, 50c per 100 lbs. extra. F.o.b. Toronto.

These prices nominal.

IRONS (SAD)

Potts, polished, per set	$2 18
Potts, nickel plated, per set	2 30
Potts handles, japd., doz.	2 15
Common, No. 1, 4 and 5 lbs.	18 00
Do., 6 lbs. and up	17 00

F.o.b. Montreal.

IRONS, Electric

Model B, $7.50 list.

Classic, $8.00 list.

Discount 22% to 33%, according to quantity.

KNIVES, HAY

Spear Point	$19 00
Lightning	17 50
Heath's	17 50

LADDERS, Etc.

Step Ladders	Per ft.
Standard	0 46
Household	0 30
Shelf Lock, 4 to 8 ft. only	0 32
Faultess, 4 to 8 ft. only	0 45
Do., 10, 12 and 14 ft.	0 53
Single and Fruit Picking	
10 ft. to 16 ft.	0 28
18 ft. to 20 ft.	0 29

F.o.b. Toronto, Hamilton, London.

Roped and Straight Extension Ladders	Per ft.
20 to 32 ft.	0 32
36 to 44 ft.	0 35
Over 44 ft.	0 43
Special quality, 20 to 40 ft.	0 40
Three section extension	0 40

F.o.b. Toronto, London, Montreal, Stratford.

Fire ladders up to 32 feet are twice the price of ordinary extensions. Over 32 ft. are supplied with supporting legs at three times the price.

LANTERNS **Per doz.**

Short or Long Globe, plain or japd.	15 00
Dash, plain	18 75
Do., Japd.	19 25
Do., Search (r'nd reflec.)	17 00
Little Bobs	2 10-4 20

F.o.b. Toronto, Hamilton, London, Montreal.

LANTERN GLOBES—

Cold Blast, Short or Long

1 doz. cases	$1 65 doz.
3 doz. cases	1 55 doz.
6 doz. cases	1 35 doz.
Cold blast, genuine ruby	5 75

F.o.b. Toronto, London, Hamilton and Montreal.

LATCHES **Per doz.**

Steel Thum, No. 2	$2 25
Do., No. 3	3 15
Do., No. 4	4 70
Barn Door, No. 5	3 30
Do., No. 9	3 50

F.o.b. Montreal, Toronto, London.

LEAD

For pig lead and lead and zinc products see weekly report.

MACHINES (WASHING)

	List each
Dowswell	12 75
Noiseless	17 50
Hamilton	14 00
Peerless	14 50
Snowball	19 50
New Century, style A	19 75
New Century, style B	21 75
New Century Electric	160 00
Playtime, engine drive	27 00
Ideal Power	28 00
Seafoam, electric, style A	105 00
Seafoam, engine drive	50 00
Sunshine	10 25
Popular	14 50
Economic	16 00
Puritan	19 50
New Champion	22 75
Home	20 00
Vacuum	27 00
Home Water, motor	28 00
Whirlpool, water power	32 00
Hydro, 1 Tub, engine drive	57 00
Do., do., electric	116 50
Rotary water motor washer	29 00
Connor ball-bearing, with rack	22 75
Perfection, engine drive	65 00
Perfection ,electric	124 00
Beaver	27 50
Beaver, power	28 50
Connor, vacuum	27 50
Patriot	20 00
Jubilee	12 50
Canada First	20 00

Less 25%.

Freight equalized with Montreal, Ottawa, Toronto, Hamilton, Kingston, London and St. Mary's on shipments of quarter dozen and upwards.

MATTOCKS

Cutter, doz.	$14 00
Pick, doz.	14 00

F.o.b. Montreal, Toronto, London Hamilton.

MIXERS, BREAD

Canuck—	
No. 4, dozen	$36 24
No. 8, dozen	40 92
Universal—	
No. 4, dozen	$40 -
No. 8, dozen	52 00

MOPS **Doz. Net**

Liquid Veneer	$20 00
O-Cedar, less handle	14 00
Do., with handle	16 00
S. W. Mops, complete	5 50
Mop Sticks, No. 8	2 00
Cast Head Mop	2 00
Crescent, No. 10	2 85 3 25
Crank wringing	8 25- 9 00

F.o.b. Montreal, Toronto, Hamilton, London.

MOWERS, LAWN

Adanac	15%
Woodyatt	10%
Empress	15%
Mayflower	25%
Ontario Daisy	15%
Star	10%
Brockville K	Net
Brockville C	Net
Brockville BB	Net

F.o.b. Toronto, Guelph, London, Hamilton, Brockville.

NAILS

List adopted Sept. 10, 1920.

Advance over base on common wire nails in kegs.

1 inch	$1 50	2¾ inch	$0 30
1⅞ inch	1 40	3 inch	0 20
1¼ inch	1 15	3¼ inch	0 15
1½ inch	0 80	3½ inch	0 10
1¾ inch	0 75	4 inch	0 05
2 inch	0 60	4½ inch	0 05
2¼ inch	0 55	5 inch	base
2½ inch	0 30	5½ inch	base
		6 inch	base

6½ to 12-inch 2 ga. and heavier, 25c over base.

Standard Steel Wire Nails, f.o.b. London; Hamilton, Milton, Toronto, $4.65 base.

Owen Sound or Collingwood, $4.75 base.

F.O.B. Montreal, $4.55 base.

Freight equalized on above points.

Windsor, Walkerville, Sandwich, f.o.b. factory prices, carload freight allowed, $4.65.

Sault Ste. Marie, Port Arthur, Fort William, $5.30 base, f.o.b. factory; no freight allowance.

Moulding, Flooring, Slating, Box, Fence, Barrel Nails, 25c per 100 lbs. over common nail prices. Finishing Nails, 50c per 100 lbs. advance over common nail price.

Miscellaneous wire nails, 65% off miscellaneous list, f.o.b. Toronto, Montreal, Hamilton and London.

NAILS, CUT

Montreal, $5.10; London, $6.00 base; Toronto, $5.60.

Roofing Nails — American, large head, keg, $11; 25-lb. boxes, per F.o.b. Montreal, Toronto, Hamilton, 100 lbs., $12.

Liquid Granite Recognized By Master Painters



as the Best

Floor Varnish Made

After sixty years' test of quality, there is more Liquid Granite used than any other preparation made for a similar purpose.

The Luxeberry Painter says:

"Painters judge by experience, and experience has taught me, that, for a beautiful, durable floor finish which gives satisfaction to everybody, Liquid Granite has no equal."

A varnish that satisfies the painter and the public is always in demand, guaranteeing repeat orders and increasing sales for dealers handling Liquid Granite.

Made by

BERRY BROTHERS INC
World's Largest Makers
Varnishes and Paint Specialties

Walkerville **Ontario**

If interested tear out this page and place with letters to be answered.

NAILS (HORSE)

Size	C Brand Per 25-lb.box
Capewell—	
No. 5	$6 75
No. 6	6 50
No. 7	6 25
No. 8	6 00
No. 9 to 12	5 75

Discount, 10%

"M.R.M." BRAND

No.	Net Price List Lengths	Per box of 25 lbs
3	5⅝"	$20 25
4	1¾"	10 25
5	1 15-16"	5 25
6	2⅛"	5 00
7	2 16-16"	4 75
8	2½"	4 75
9	2 11-16"	4 50
10	2⅞"	4 50
11	3 1-16"	4 50
12	3¼"	4 50

F.o.b. London, Hamilton, Montreal, Toronto.

NETTING, POULTRY

List prices per 50-yd. rolls.
Adopted March, 1900.

2-inch mesh and 19 ga. wire.

12 inch	$1 80	42 inch	$ 6 20
18 inch	2 65	60 inch	7 70
24 inch	3 40	72 inch	9 20
30 inch	4 00	84 inch	10 50
36 inch	4 75	96 inch	12 00
42 inch	5 50		

1½ inch mesh and 19 ga. wire.

12 inch	$3 50	42 inch	$10 50
18 inch	5 00	48 inch	12 00
24 inch	6 30	60 inch	15 00
30 inch	7 75	72 inch	18 00
36 inch	9 90		

1 inch mesh and 20 ga. wire.

12 inch	$4 00	42 inch	$12 00
18 inch	5 50	48 inch	14 00
24 inch	7 00	60 inch	17 00
30 inch	8 50	72 inch	20 00

¾ inch mesh and 20 ga. wire.

24 inch	$10 50	36 inch	$15 00
30 inch	12 75		

½ inch mesh and 22 ga. wire.

24 inch	$18 50	36 inch	$24 00
30 inch	20 00		

Discounts at present quoted apply only to 1 and 2 inch mesh setting. Other prices have been withdrawn and are quoted only on application.

Toronto, London, Montreal, Canadian netting, 2-in. mesh, plus 10%.

1-in. mesh, plus 10%.

American netting, 1-in. mesh, add 10%.

Invincible—	Per rod
1848	$0 95
2060	1 05

Put up in 10, 20 and 30-rod rolls.
F.o.b. Montreal.

Blue Ribbon—	
24-inch, per roll	5 50
36-inch, per roll	7 15
48-inch, per roll	8 35
60-inch, per roll	9 85
72-inch, per roll	11 25

Put up in 10 rod rolls.

NIPPLES

See Fittings.

OAKUM—

Special No. 1	18 50
Plumbers'	7 50

F.o.b. Montreal, Toronto.

OILS

	Toronto
Royalite, gal.	0 25
Palacine, gal.	0 28
Gasoline, net, gal.	0 38

Above prices net.

	Gallon
Black oil (summer)	0 24.6
Black oil (winter)	0 25.1
Capital, cylinder	0 88.6
Mach. oil, regular grades	0 52.6
Imperial gas engine oil	0 59.1
Paraffine	0 31.1

List, less 15% on above.

Imperial Kerosene, tractor	1 50

List less 25%.

Polarine Oil, list	1 50
Polarine Oil, heavy, list	1 50
Polarine A, list	1 50

List, less 25%.

Gargoyle Mobiloil E and Arctic	1 60
Gargoyle Mobiloil, B	1 95
Gargoyle Mobiloil, BB	1 90
Gargoyle, Mobiloil A	1 80

List, less 15% on above

Fuel Oil, bbl., net	0 10.2
Do., tank cars, net	0 08.2

Prices shown are barrel basis unless otherwise specified. Barrels charged extra.

OLD MATERIALS

See weekly report.

PACKING

	Per lb.
Fine jute	$0 17
Coarse jute	0 13
Hemp	0 36
Square braided hemp	0 38
No. 1 Italian	0 44
No. 2 Italian	0 36

F.o.b. Toronto, Montreal.

PAPER

	Per 400-ft. roll Montreal	Toronto
Dry Fibre, No. 1, Anch.	1 45	1 45
Do., No. 2, Anch.	0 95	0 95
Do., No. 2 Elephant	0 95	0 95
Tarred Fibre, No. 1 Anchor	1 55	1 55
Do., No. 2, Anchor	1 25	1 25
Elephant Brand, tarred, No. 2	1 25	1 25
Surprise Fibre	1 05	1 05
Stag Sheathing	1 05	1 05
Cyclone, dry	1 45	1 45
Do., tarred	1 70	1 70
Joliette Sheathing	0 95	0 95
Do., tarred	1 25	1 25

	Per 100 lbs.
Monarch Sheathing, white	8 75
Do., gray	6 75
Straw Sheathing, heavy, dry	5 10

	Mont.	Toronto.
Imp. White Sheathing	$6 75	....
Imp. Grey Sheathing	5 50	....
Scythe Brand dry straw	4 55	....
Spruce Sheathing, 36" and 72" wide	7 25	
Asbestos Sheathing	13 50	
Carpet Felt	6 50	
Tarred Felt, 7, 10 and 16 oz.	5 35	

F.o.b. Toronto and Montreal and Hamilton.

PASTE

Stick-Fast

In barrels, 250 lbs., lb.	0 14
Barrels of 5 lbs., cotton bags, lb.	0 15
In kegs, 125 lbs., lb.	0 16
In 50-lb. boxes, lb.	0 18
In 25-lb. boxes, lb.	0 19

Solpar

Barrels (200 lbs.), per lb.	0 14
2-lb. pkgs, case lots, lb.	0 16
1-lb. pkgs., case lots, lb.	0 17

PICKS

Clay—

	Montreal	Toronto
5 to 6 lbs., doz.	11 50	12 00
6 to 7 lbs., doz.	12 50	13 00

Rock—

7 lbs.	13 50	12 50
8 lbs.	13 50	12 75

F.o.b. Montreal and Toronto.

PINS, CLOTHES

	Per case
5 gross, 4-in. (loose)	$2 25
4 gross (cartons), 4 in.	2 25
Spring, 2 grs. box	1 90

F.o.b. Montreal and Toronto.

PIPE, WROUGHT

Price List No. 51, April 25, 1921.

Standard Buttweld Pipe S/C
Per 100 feet.

Size	Steel Blk.	Steel Galv.	Gen. Wrot. Iron Blk.	Gen. Wrot. Iron Galv.
⅛ in.	$ 6 50	$ 8 50	$	$ ....
¼ in.	4 71	6 81	5 91	8 01
⅜ in.	4 71	6 81	5 91	8 01
½ in.	6 16	7 78	7 95	9 98
¾ in.	7 42	9 49	9 95	12 02
1 in.	10 63	13 69	14 37	17 48
1¼ in.	14 38	18 52	19 44	23 58
1½ in.	17 19	22 14	23 24	18 19
2 in.	23 13	29 79	31 27	37 93
2½ in.	36 56	47 09	....	....
3 in.	47 81	61 58	....	....
3½ in.	63 02	79 58	....	....
4 in.	74 67	94 29	....	....

Sandard Lapweld Pipe S/C
Per 100 feet.

Size	Steel Blk.	Steel Galv.	Gen. Wrot. Iron Blk.	Gen. Wrot. Iron Galv.
2 in.	$26 83	$33 49	$34 97	$41 63
2½ in.	40 07	50 60	52 94	63 47
3 in.	52 40	66 17	69 23	83 00
3½ in.	63 94	80 50	84 18	100 74
4 in.	75 76	95 38	99 74	119 36
4½ in.	85 73	108 59	1 16	1 39
5 in.	99 90	126 54	1 35	1 62
6 in.	1 30	1 64	1 76	2 10
7 in.	1 75	2 23	2 32	2 75
8L in.	1 84	2 34	2 44	2 89
8 in.	2 12	2 69	2 81	3 33
9 in.	2 54	3 23	3 36	3 98
10L in.	2 35	2 99	3 12	3 70
10 in.	3 03	3 85	4 02	4 76

Freight equalized on Chatham, Guelph, Hamilton, London, Montreal, Toronto, Welland.

PIPE (Conductor)

	Plain	List
2 in., in 10-ft. lengths, list.	$18	40
3 in. in 10-ft. lengths, list.	22	30
4 in., in 10-ft. lengths, list.	29	60
5 in., in 10-ft. lengths, list.	40	00
6 in., in 10-ft. lengths, list.	49	00

Less 50/10%.

F.o.b. Toronto, Ottawa, Oshawa.

PIPE, LEAD

See weekly report.

PIPE (SOIL) Med. and extra heavy.

2 in., 3 in.	10%
4 in.	20%
5, 6 in.	15%
8 inch	Plus 5%

SOIL PIPE FITTINGS

2, 3, 4, 5, 6, in.	40%
8 in.	plus 5%

PIPE (STOVE)

See prices under Wares, etc.

PITCH

Pine, black, per bbl.	$13 25
Navy pitch, per bbl.	6 50
Coal tar pitch, per cwt.	1 55

F.o.b. Montreal, Toronto

PLANTERS, CORN

King of Field, doz.	$13 20
Triumph, doz.	11 00

PLATES, CANADA

Prices nominal,	Montreal.	Toronto
Do., 60 sheets	$9 00	$10 00
Ordinary, 53 sheets	8 75	9 75

PLATES, COKE, TIN

Prices only nominal

	Tor. Per box	Mont.
IX, 20x28, 112 sheets	24	50
Do., 56 sheets	13	10

"DOMINION CROWN BEST"—DOUBLE COATED TISSUE

	Nominal
IC, 14x20 base	$15 00
IX, 14x20 base	17 00
IXX, 14x20 base	19 00

F.O.B. Montreal.

PLATES, TERNE (Prices nominal)

IC, 20x28, 112 sheets	23 00

F.O.B. Toronto or Montreal.

POLISH (O-Cedar)

	Doz. Net
4-oz. bottles	2 40
12-oz bottles	4 80
1-qt. can	12 00
½-gal. cans	20 00
1-gal. cans	28 00

Net.

Liquid Veneer—	Doz. Net
4-oz.	$2 40
12-oz.	4 80
32-oz.	10 00
64-oz., each	1 84
128-oz., each	2 84

PUMPS

	Pitcher Spout	Closed Spout
No. 2	$3 10	$3 30
No. 3	3 40	3 65
No. 4	4 05	5 00

	Each
No. 70	7 00
No. 80	9 50

PUMPS, REDWING

No. 0	$6 85	No. 4	$12 75
No. 1	7 50	No. 5	15 25
No. 2	8 75	No. 6	18 00
No. 3	10 75	No. 6	18 00

F.o.b. Montreal, Toronto, Hamilton, London.

RIVETS AND BURRS

Iron rivets, 7-16 inch and smaller, blacked and tinned, 37½%; Iron burrs, 37½% off list on 200-lb. kegs.

Extras, add 1c to list on 100-lb. kegs; 3c on 50-lb. boxes; 4c on 25-lb. boxes, 8c on 1-lb. pkgs.

Copper rivets, usual proportion of burrs, 27½% off; burrs, add 10%

Extras on Copper Rivets, ½-lb. pkgs., 1c per lb.; ¾-lb. pkgs., 2c lb. Coppered Rivets, net extras, 3c per lb.

F.o.b. Montreal, Toronto, London.

ROOFING

	Per square Toronto
Samson, 1-ply, roll	$3 00
Samson, 2-ply, roll	3 50
Samson, 3-ply, roll	4 10
2 ply ready roofing	2 13
3 ply ready roofing	2 55

	Mont.	Toronto
Everlastic, 1 ply	2 10	2 10
Everlastic, 2 ply	2 50	2 50
Everlastic, 3 ply	2 95	2 95
Panamoid, 1 ply	1 90	1 90
Panamoid, 2 ply	2 30	2 30
Panamoid, 3 ply	2 75	2 75
Red Star, 2 ply	2 13	2 13
Red Star, 3 ply	2 55	2 55
Amazon, ex. heavy, 80 lbs. to roll	4 75	....

Everlastic Multi-Shingles (4 Shinges in One), sq. $6 50

Everlastic Slate Surface Single Shingles, Tylike (red or green), sq. 7 65 7 80

F.o.b. Montreal.

Everlastic Liquid Roofing cement—		
Per gal., in bbls.	0 70	0 70
5 and 10 gal. lots, gal.	0 85	0 85
1 gal. cans, gal., doz.	10 50	10 50
Coal Tar (refined), bbl.	10 25	10 50
Coal tar (crude)	9 00	9 25

Roofix Roofing Cement—

In bbls., per gal.	0 60
In ½ bbls., per gal.	0 65
In 5s and 10s	0 70
1 gal. cans, per doz.	9 00

F.o.b. Toronto, Montreal and Hamilton.

ROPE

Pure Manila basis	0 24½
Beaver Manila basis	0 20
New Zealand hemp basis	0 20
Sisal basis	0 18

Above quotations are basis prices, ¾ in. and larger diameter. The following advances over basis are made for smaller sizes:—⅝ in., ½c; 9-16 to 7-16 in. inclusive, 1c; ⅜ in., 1½c; ¼ and 5-16 in., 2c; 3-16 in., 2½c extra.

Single lathe yarn basis	0 18
Double lathe yarn	0 18½
Yacht marline, tarred	57
Halyards	50
Beaver Halyards, wht. pol, ¾ in. basis	0 35
Hemp, deep sea line basis	50
Hemp, tarred ratline basis	48
Hemp, tarred bolt rope basis	45
Marline and Houseline	45

NOTE.—Extra charge for shorter lengths than half coils, 2c per lb additional instead of 1c per lb as formerly.

Italian rope basis on application.	
Cotton, ⅛ in.	0 42
Do., 5-32 in.	0 41
Do., 3-16 in.	0 38
Do., ¼ in. and up	0 37

F.o.b. Toronto, Montreal, London, Welland, Hamilton.

TAPES, MEASURING (LUFKIN)—

	Each
263—50 ft. Challenge, Steel	$5 30
103—50 ft. Reliable Jr., Steel	5 35
243—50 ft. Rival, Steel	4 67
1243—50 ft., Rival Jr., Steel	4 35
603—50 ft., Metallic	3 38
604—66 ft.	3 92
403—50 ft., Linen	2 57

	Dozen
713—50 ft., Ass Skin	6 95
714—66 ft., Ass Skin	8 35
143—3 ft., Steel Pocket	8 30
145—5 ft., Steel Pocket	11 20
175—5 ft., Linen Pocket	7 30
165—5 ft., Cotton Pocket	1 65

F.o.b Montreal, Toronto, London

SANDPAPER

B. & A. sandpaper, net list.
Star sandpaper, net list.
B. & A. emery cloth, 33 1-3% on list.

F.o.b. Montreal and Toronto.

SCALES

Champion—	Scale List	Stamping extra
4 lb.	$ 6 50	$0 40
10 lb.	8 75	0 45
240 lb.	13 75	0 75

Discount 5%.

600 lb.	40 00	1 00
1200 lb.	48 50	1 50
2000 lb.	65 00	1 50
2000 lb. Drop lever.	74 00	1 50

Discount 10/5%.

Champion, even balance 5% discount; standard scales, discount, 10 and 5% off list. No discount allowed on stamping charge. F.o.b. Toronto, Montreal, Hamilton.

SCREWS

Discounts off Standard List adopted Aug. 1, 1908.

Wood, F.H., bright	72½%
Wood, R.H., bright	70%
Wood, O.H., bright	70%
Wood, F.H., brass	60%
Wood, R.H., brass	57½%
Wood, O.H., brass	57½%
Wood, F.H., bronze	55%
Wood, R.H., bronze	52½%
Wood, O.H., bronze	52½%
Square cap	20%
Hexagon cap	20%

RED STAR WASHER

5 POINTS OF EXCEPTIONAL MERIT

1

RUNS SO EASILY

A slight pressure sends the flywheel spinning and a child can run the machine. Solidly mounted mechanism, spiral-shaped machine-cut gears and a double set of ball bearings cause it to respond to a gentle touch.

2

RUNS SO QUIETLY

The solid, compact mechanism keeps all gears in perfect alignment, eliminating friction and noise.



3

LASTS SO WELL

It runs as well after years of use as when new. Widely-spread and ample bearings endure comfortably the strains of hard work.

4

LID SO EASY TO LIFT

You can raise the dolly from among the clothes before you lift the lid, making the lid easy to raise. This adjustable dolly adapts itself to the load and washes the clothes without injury.

5

SO CONVENIENT TO STORE

The legs and the operating mechanism are detachable, so that the machine can be shipped in a compact crate which is easy to store, and can be set up quickly and easily for use.

From coast to coast of Canada, and in England too, this is the popular washer. It is quite as popular with the dealer as with the consumer because it sells easily.

If you haven't handled the Red Star, try it. Put the washer on display near the front of your store. Your lady customers will try the handle. They will marvel that it moves so easily and where a washer is needed a sale is made. The washer sells itself.

Write our nearest branch for information and prices

BEATTY BROS., LIMITED

Fergus, Ont. **St. John, N.B.** **Winnipeg, Man.** **Vancouver, B.C.**
London, Ont. **Montreal, Que.** **Edmonton, Alta.** **London, England.**

If interested tear out this page and place with letters to be answered.

SCREWS, IRON BENCH, No. 14

1 in.	$13 75
1⅛ in.	17 00
1¼ in.	20 00

SCYTHES

	Doz.
Cast Steel	$20 00
Golden Clipper	20 95
Little Giant	22 00
Bush	20 50

SNATHS

	Doz.
00 Patent	$17 50
1 loop	16 80
2 loops	15 80
3 loops	14 70
Bush	18 20

SHEETS, BLACK

See Montreal and Toronto report.

SHEETS, CORRUGATED

See weekly report.

SHEETS, GALVANIZED

See Weekly Reports.

	Queen's Hd.	Fleur-de-lis
28 gauge	$10 00	$ 9 25
26 gauge	9 75	9 00
24 gauge	9 15	8 60
22 gauge	8 80	8 15
18 and 20 ga.	8 10	8 00

F.O.B. Montreal.

SOLDERING COPPERS

See Coppers.

SOLDER, BAR

See weekly report.

SPIDERS

Cast, No. 7, $1; No. 8, $1.05; No. 9, $1.15.

SPOUTS, SAP

Eureka, per M. $16 50

STANDS, WASHTUB

Dowswell, doz. $47 25

STAPLES (Fence)—

	Per 100 lb. kegs
Bright	$5 25
Galvanized	6 25

STOVES

	List each
Oil Burning Cooking Perfection No. 32, 2-burner	$25 50
Perfection, No. 33, 3 burner	31 00
Perfection No. 34, 4-burner	40 00

No. 22G oven for above stoves 9 00
Discount, 30 per cent. off list.

McClary Glass Front Oven No. 70, each, net 6 00

Detroit Glass Front Oven, No. 85, each, net .....

Hot Blast ..... Plus %

F.O.B. Sarnia, London, Toronto, Ottawa.

Oil Burning Heaters	List
No. 525, each	$9 50
No. 530, each	10 50
No. 630, each	13 50

Discount 30% off list.

Hot Blast ..... Plus 10%

30% discount of No. 525, No. 530, No. 630 only.

STRETCHERS, CURTAIN—

Star, No. 1, doz.	$27 60
Star, No. 2, doz.	30 00
Sun No. 1	20 00
Sun, No. 2	22 00

STRETCHERS, WIRE

Hercules, doz. $3 60

SWEEPERS—

Carpet (Bissell's)

Amer. Queen, nick. fittings, cyco b.b.	$ 60 00
Club, jap., cyco bearing	120 00
Champion, jap. fittings	45 00
Grand, jap., cyco b.b.	68 00
Grand Rapids, nick., cyco b.b.	55 00
Do., jap., cyco b.b.	50 00
Parlor Queen, nick., cyco b.b.	62 00
Princess, nick., cyco b.b.	57 00
Standard, jap. fittings	46 00
Universal, jap., cyco bear	48 00
Do., nick., cyco bear	53 00
Little Daisy	2 00
Little Queen	3 00

SWEEPERS, VACUUM (Bissell's)

	Doz.
Grand Rapids, nickelled	$106 00
Household, japanned	94 00
Superba, nickeled	120 00

F.O.B. factory, Niagara Falls, Ont.

SWINGS—

Ontario, 4-passenger $8 75

TACKS

	Discount
Wire Tacks	67½/15%
Revised Hardware Tack List adopted Jan. 20, 1920	67½/15%
Double-pointed tacks	67½/15%

Shoe findings—List adopted March 24th, 1921.

F.O.B. Toronto, Hamilton, Montreal and London.

TINNERS' TRIMMINGS

See prices under head of Wares.

TOASTERS, ELECTRIC

Universal	7 80
C. G.	5 00

Discount 20 and 10%.

Canadian Beauty	$5 84
Upright, with rack	6 40

TOOLS, HARVEST

Waverley, Wellandvale, Rixford, Maple Leaf, Bedford, 50 and 10% off new list.

F.O.B. Montreal, Toronto, Hamilton, London.

SPADES, SHOVELS AND SCOOPS

	1st Grade %	2nd Grade %	4th Grade %
Plain Back Shovels and Spades	35	35	35
Draining Tools	35	35	35
Hollow Back Scoops	35	35	35
Sand Shovels	35	35	35
Hollow Back Shovels	35	35	35
Hollow Back Coal Shovels	35	35	35
Riveted Back Scoops	35	35	35
Miners' Spring Point Shovels	35	35	35

Above discounts apply whether goods are sold in carload or less than carloads.

The above discounts apply only to Black List; Black List prices being as follows:

BLACK LIST			
Plain Back Shovels and Spades	$29.00	$28.00	$25.00
Draining Tools, No. 2, black	29.00	27.50	.....
Hollow Back Scoops, No. 2, black	34.50	.....	32.00
Coal Shovels, Hollow Back, No. 2, black	32.00	.....	30.00
Sand Shovels, No. 2, black	27.50	.....	24.00
Hollow Back Shovels, No. 2, black	27.50	.....	24.00
Riveted Back Scoops, No. 2, black	37.50	35.50	34.00
Miners' Spring Point Shovels, No. 2, black	36.50	.....	.....

NET EXTRAS—

For each size larger than No. 2, add 35c dozen net.

Full polished, add $1.00 per dozen net.

Half polished, add 50c per dozen net.

F.O.B. London, Hamilton, Toronto, Gananoque, Ottawa, Collingwood, Sherbrooke, Montreal, Quebec, Halifax, St. John, Moncton, and freight may be equalized thereon. On shipments less than 5 dozen F.O.B. factory only.

TRACK BARN DOOR

Hatch Trolley, per ft.	....
Brackets for above, per doz.	....
National Flat Track, 1¼ in. per ft.	....

TROUGH (EAVE)

O. G. Square bead and half round:

Size in girth.	Per 100 ft.		
8 in.	$15 90	15 in.	$28 80
10 in.	17 70	18 in.	36 50
12 in.	21 20	Less 50/10%.	

F.O.B. Toronto, Oshawa, Ottawa.

TRAPS (GAME)

	Doz. with chain
Victor, No. 1 Giant; doz.	$3 35
Jump, No. 1	3 50
Hawley & Norton, No. 1	5 00
Newhouse, No. 1	7 50

F.O.B. Toronto, London, Hamilton, Montreal.

TUBS, WOOD

No. 0, per dozen	$26 40
No. 1, per dozen	23 10
No. 2, per dozen	20 90
No. 3, per dozen	17 60

F.O.B. Newmarket.

TWINE, BINDER

	per ft.
550 feet	0 17¼
550 feet	0 18¾
600 feet	0 20¼
650 feet	0 21¼

Freight prepaid to nearest station in lots of 300 lbs. and over. Rebate of ⅛ cent lb. on 10,000 lbs. and ¼ cent lb. on 20,000 lb.

TWINE (COTTON)

5-lb. sack, 3-ply, lb.	0 42
Cones, 3-ply, lb.	0 38
Do., 4-ply, lb.	0 41

VALVES AND COCKS

Compression work—Standard.	34%
Fuller work—Standard	30%
Basin cocks Fuller, No. 0	30%
Nos. 1 and 2	30%
Bath Cocks—Compression	25%
Flatway stop and waste cocks, Standard	34%
Roundway stop and waste cocks—Standard	34%
Brass steam cocks, stand.	10%
Radiator valves—Standard	23%
[illegible] removable seat	10%
Globe, angle and check valves, standard	5%
Gate or Straightway	Net
Jenkins Gate Valve	10/7%
Jenkins Globe	10%
J.M.T.	10%
J.M.T. C.	15%
J.M.T. Gate Valves	15%

F.O.B. Toronto.

VALVES, FOOT

	Blk.	Galv.
1¼	0 58	0 83
1½	0 72	1 10
2	0 99	1 60

Penberthy Brass Valves

Gate Valves	15%
Regrinding Valves	10%
Swing Check Valves	5%
Compodisk Valves	10%

WARES, ETC.

Britannic, advance 65%
Scotch Grey Ware, 40%
Colonial, 5%
Imperial Ware, 5%
Pearl, 5%
Premier, list, plus 30%
Canada Ware, list, plus 30%
Crescent, 40%
Diamond, plus 30%
White Ware, 20/10%
Japanned Ware, list, plus 33 1-3%
Japd. Ware, White, list, plus 45%
Plain and Japanned Sprinklers, list plus 33 1-3%
Stamped Ware, plain, 35%
Stamped Ware, retinned, 20/10%
Copper Bottoms, plus 50%
Tinners' Trimmings, plain, 35%
Tinners' Trimmings, retinned, 20/10%
Tinners' Trimmings, General, list, plus 50%
Factory Milk Cans, list, plus 70%
Milk Can Trimmings, list, plus 90%
Cream Cans, list, plus 47½%
Railroad Cans, list, plus 40%
Sheet Iron Ware, list, plus 66 2-3%
Pieced Ware, ordinary, list, plus 75%
Pieced Tinware, C.B., list, plus 90%
Fry Pans, Acme, list, plus 5%
Fry Pans, Quick Meal, plus 50%
Spiders, steel, plus 50%
Fire Shovels, japanned, list, plus 60%
Steel Sinks, galv'zd, list, plus 50%
Steel Sinks, painted, list, plus 50%
Light Galv. Pails and Tubs, list plus, 20%.
Heavy Galv. Pails and Tubs, list plus, 20%.
Hollow Ware, add 40%
Garbage Pails, list, plus 20%.
Jap. Coal Hods, list, plus 80%
Galv. Coal Hods, list, plus 90%
Paper Lined Boards, 10%
Wood-lined Boards, list, plus 10%
Copper Boilers, list, net list.
Copper Tea Kettles, list plus 30%.
Copper Tea and Coffee Pots, list, plus 30%.
Stove and other Pipe, list, plus 100%
Stove Pipe Elbows, black and galv., list, plus, 66 2-3%.
Stove Pipe Thimbles, 40%

F.o.b. Montreal, Toronto, London, Hamilton.

WASHERS, WROUGHT

Round, plain. Sizes given are size of hole. In boxes of 50 lbs. list prices per 100 lbs.—¼ in., $28.00; 5/16 in., $24.40; ⅜ in., $22.80 7/16 in., $21.00; ½ in., $19.60; 9/16 in., $18.80; ⅝ in., $18.60; 11/16 in., $18.40; ¾ in., $18.20; 13/16 in., $18.00; 1 1/16 in., 1⅛ in., 1¼ in., 1 5/16 in., $18.00; 1⅜ in., 1½ in. 1⅝ in., $13.40; 1¾ in., 1⅞ in., 2 in., 2⅛ in., $19.00. Discount 50% f.o.b. Montreal, Hamilton, Toronto, London and Halifax.

Car lots allowance to following points: Windsor, Walkerville, St. John, Moncton, Amherst, New Glasgow. Freight allowance: Fort William and West, 10c per 100 lbs., cash in 30 days less 2%.

Net extras, 26 to 40 lbs. of a size, $1.00; 25 lbs. of a size or less, $2.00 per 100 lbs. Package allowances—if taken in kegs about 175 lbs. each, allowance 10c per 100 lbs.; if taken in bags about 100 lbs., allowance 15c per 100 lbs.

WEIGHTS, SASH

	Tor.	Lon.	Mont.
Section, 1 lb., per 100 lbs.	$5 10	$5 25	$5 50
Section, ½ lb., per 100 lbs.	5 50	5 75	5 50
Solid, 3 to 30 lbs., per cwt.	4 25	4 75	4 50

WHEELBARROWS

Navvy, steel wheel, doz.	$105 00
Garden Steel, doz.	78 75
Light Garden, doz.	85 00

F.O.B. Montreal, Toronto, London

WIRE PRODUCTS

Annealed or Bright.

Advances over base price on sizes lighter than No. 9.

No. 9 and heavier	Base
No. 10	$0 06
No. 11	0 12
No. 12	0 20
No. 13	0 30
No. 14	0 40
No. 15	0 55
No. 16	0 70

Annealing, no extra.
Oiled and Annealed, extra, $0.15.
Coppering and liquor finish, extra, $1.00-$1.50.
Tinning, extra, $2.00-$3.00.
Bright base, $5.00.
Annealed base, $5.00.
Galvanized base, $5.70.
Barbed Wire, $6.20.
Coiled Spring Wire, 9 gauge, Toronto, $5.65; Montreal, $5.75.
Prices subject to change without notice.
Extra net, per 100 lbs.—Oiled wire, 15c.; bright, soft drawn, 25c-70c.

Stovepipe Wire.

No. 18	$9 50
No. 19	10 00

F.O.B. Toronto, London, Hamilton, Montreal, St. John, freight equalized.

WRENCHES, STILLSON

	each
6 inch	$2 00
8 inch	2 25
10 inch	2 50
14 inch	3 50
18 inch	5 00
24 inch	7 25
36 inch	18 50

Discount, 50% Canadian pattern; 40% on genuine.

WRENCHES, CRESCENT, list plus 10%.

WRINGERS, CLOTHES

Domestic, No. 531E	$115 00
Dom. Bench, No. 541EB	174 00
Favorite, No. 511E	105 00
Favorite, No. 512	112 00
Royal Canadian	94 00
Favorite, No. 514	133 00
Ottawa, No. 231E	105 00
Ottawa Bench, No. 341EB	162 00
Challenge, No. 311E	95 00
Warranty	115 00
Bicycle,	95 00
Eze	102 00
Rapid	92 00
Eureka	64 00
Blue Belle	115 00
Do., Folding B	164 00
Rival	105 00
Model	91 00
Imperial	102 00

Discounts from above list, 25%.

Terms—30 days, less 2 per cent. Freight equalized on half dozen machines and upwards with the nearest of the following places to point of destination, viz.: Montreal, Kingston, Ottawa, Toronto, London, Hamilton or St. Marys.

TINKER TOM'S TALKS.

No. 309

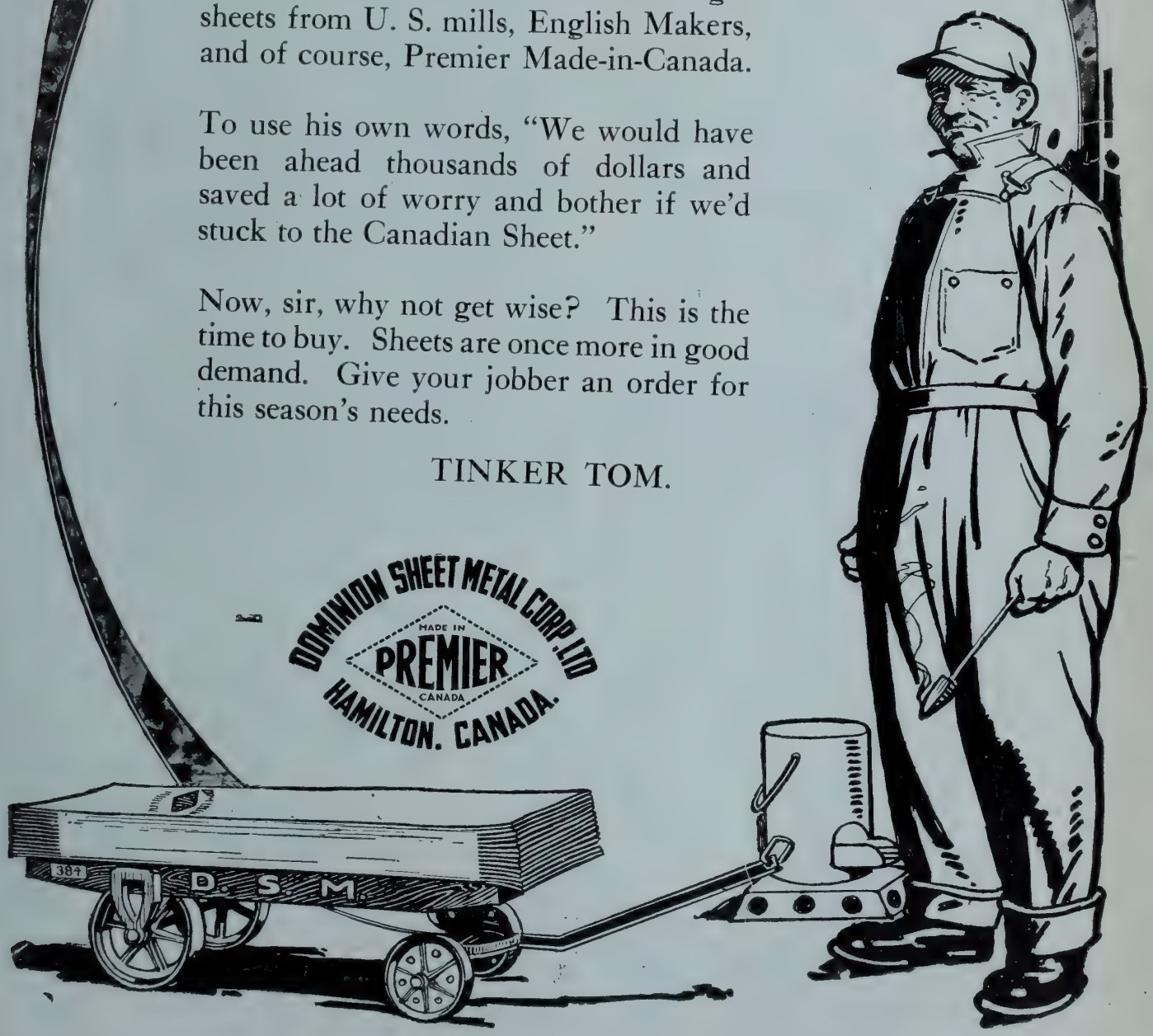
We talked to one of the shrewdest buyers in the sheet metal business the other day about prices of Galvanized Sheets. In the last six months his house has bought sheets from U. S. mills, English Makers, and of course, Premier Made-in-Canada.

To use his own words, "We would have been ahead thousands of dollars and saved a lot of worry and bother if we'd stuck to the Canadian Sheet."

Now, sir, why not get wise? This is the time to buy. Sheets are once more in good demand. Give your jobber an order for this season's needs.

TINKER TOM.

DOMINION SHEET METAL CORP. LTD
MADE IN PREMIER CANADA
HAMILTON, CANADA.



If interested tear out this page and place with letters to be answered.

Paints, Oils, Etc.

ALABASTINE
Colors and white—2½-lb. packages, $10.10 for 100 lbs., 5-lb. packages, $9.60 for 100 lbs. F.o.b. Paris or nearest jobbing house.

BLUE STONE	Montreal	Toronto
Per lb., bbls. ..	10	10

COLORS (DRY)	Per lb.
Raw and Burnt Umber, 100 lb. kegs, No. 1	06-09½
Do., pure	11-15
Raw and Burnt Sienna, 100 lb. kegs, lb.	06-09½
Do., pure	16-18
Imp. green, 100-lb. kegs..	22-23
Chrome green, pure	50-56
Chrome yellow	30-45
Brunswick green, 100-lb. keg	11-14½
Indian red, 100-lb. keg....	15-20
Do., No. 1, 100-lb. keg	..-07
Lamp black	32-35
Venetian red, best bright..	06½-09
Do., No. 1	03¾-05½
Drop black, pure dry	..-20
Golden ocre, 100-lb. kegs	..-09
White ochre, 100-lb. keg..	..-06
Do., barrels	..-05
Yellow ochre, barrels.....	04-05½
French ochre, barrels	..-10½
Spruce ochre, 100-lb. kegs.	05-08
Can. red oxide, bbls.....	02¾-04½
Super magnetic red ...	0 05
Vermillion	1 00
English vermillion	2 25

F.o.b. Montreal, Toronto.

COLORS IN OIL, PURE	1 lb. tins
Venetian red	0 27
Indian red	0 36
Chrome yellow, pure	0 70
Golden ochre, pure	0 35
French spruce ochre, pure..	0 30
Greens, pure	0 35
Siennas	0 36
Umbers	0 36
Ultramarine blue	0 70
Prussian blue	1 20
Chinese blue	1 20
Drop black	0 42
Ivory black	0 44
Lignwriters' black, pure....	0 48
Lampblack	0 48
Imperial black, 25-lb. irons.	0 39

F.o.b. Montreal, Toronto

ENAMELS (white)	Gal.
Dougall white enamel	$8 78
Titralite	8 78
Duralite	7 00
Old Dutch	6 27
E-H "White" Enamel	8 00
Martins, White	7 00
Satinette	6 23
C.P. Co. Albagloss	6 30
C.D. Master Painters'	8 20
Flooramel	7 00
Sunshine, white	7 00
Syanize	8 00
Solpar	4 50
Maripan	11 00
Masperlac	5 00
Invincible	7 50
Hillcrest	7 00
Semelite A. & E.	8 40
Adelite, A. & E.	6 15
Floglaze	5 00

GLUE	Per lb.
English, sheet	30-32
White pigsfoot	..-50
Cake bone, 112-lb. bags..	30-32
Hides, 112-lb. bags	35-40
Ground glues, 112-lb. bags—	
English, per lb.	30-32
Canadian, per lb.	27-30

Brantford—	Per case
No. 7, 50 pcks, 1 lb.	$25 00
No. 8, 100 pcks., ½ lb....	28 00
No. 9, 200 pcks., ¼ lb.....	35 00

GLASS LIST

	Star or 16 oz.	Double or 24 oz.
United In.		
Up to 25	$11 00	$16 40
26 to 40	14 00	20 90
41 to 50	15 00	23 00
51 to 60	16 00	24 00
61 to 70	17 00	25 00
71 to 80	.....	27 00
81 to 84	.....	34 00
85 to 90	.....	36 50
91 to 94	.....	37.25
95 to 100	.....	43.75

Discount box glass, Montreal 70%; Toronto, 50%; London, 50%.
Cut size sheet glass, 60% off list November, 1919

GLAZIERS' POINTS
Zinc coated, 12c, ½-lb. pkg.
F.o.b. Montreal, Toronto.

LEAD, WHITE (Ground in oil).
Prices are per 100 lbs. in ton lots. Less than ton lots are 35c per 100 lbs. higher than quoted below. F.O.B. Brantford, 50c; London, 55c; Windsor, 60c per 100 lbs. F.o.b. Toronto and Hamilton, 45c per 100 lbs. F.o.b. Fort William and Port Arthur. 75c per 100 lbs.
Maritime differential 50c per 100 lbs. over Montreal.

	Montreal	Toronto
Anchor, Pure	$14 50	$14 95
Champion, Pure	14 50	14 95
Crown Diamond, pure	14 50	14 95
Green Seal	14 50	14 95
I.V. Perfection	14 50	14 95
Ramsay's Pure	14 50	14 95
Moore's Pure	14 50	14 95
Tiger, Pure	14 50	14 95
O.P.W. Dec. Pure..	14 50	14 95
Red Seal	14 50	14 95
O.P.W., English....	14 75	15 20
Maple Leaf, pure ..	14 50	14 95
Elephant Genuine ..	15 00	15 45

B. B. Genuine Lead, less than tons, Montreal, $16.40, Toronto, $16.85.

LEAD (RED DRY)	Per 100 lbs.
Genuine, 560-lb. casks	$13 00
Genuine, 100 lb. casks	14 00
Less quantity	15 00

F.o.b. Montreal, Toronto.

Lead (red in oil)	
25s	0 24
10s	0 25
5s	0 26
1s	0 29

F.o.b. Toronto, Montreal, Hamilton

LINSEED OIL
For prices see weekly report.

LITHARGE

Casks, per cwt.	$17 00
Smaller quantities, per lb...	0 20

LIQUID, BRONZING

Bronzing liquid, No. 1..	$1.55-$2.15
Banana oil, gal	4 25

F.o.b. Montreal, Toronto

MURESCO	Per 100 lbs. White	Tints
350-lb. bbls.	$7 15	$8 25
200-lbs., half bbls. ..	8 00	9 10
100-lbs., kegs	8 25	9 35
Cases 20 5-lb. pkgs. ..	8 80	9 90

F.O.B. Toronto.

OILS—

Fly, Creonoid—	
Barrels, per gal.	0 65
Half-barrels, per gal.	0 70
5s and 10s, per gal.	0 80
1s (1 doz.)	13 00
½ gal. cans, 1 doz. to case..	9 00

PAINTS, PREPARED
See weekly report.
Price per gallon, 1 gallon can basis

Elephant white	$4 35
Sanitone, white	3 85
Sanitone, colors	3 75
C.P. Co., pure, white	4 45
C.P. Co., pure, colors	4 10
C.P. floor paint	3 95
Elephant floor paint	3 70
Victoria floor paint	3 40
B.-H. English, colors	4 10
B.-H. English, white	4 45
B.-H. Fresconette, white	3 85
B.-H. Fresconette, colors	3 75
B.-H. Floor	3 95
B.-H. Porch Floor	4 10
Crown Diamond, white	4 20
Crown Diamond, colors	3 85
Crown Diamond Floor	3 70
Crown Diamond, porch	3 80
Do., Flat Wall Tone, white.	3 85
Do., colors	3 75
Moore's House Colors, white .	4 35
Do., House Colors, colors ..	4 10
Do., Preservo Paint, white.	2 95
Do., colors	2 85
Do., floor paint	3 80
Do., Sani-Flat	3 80
Moore's Porch and Deck Paint	4 10
I.V. Elastica, white	3 95
I.V. Elastica, colors	3 70
I.V. Flatine, int. wall, white..	3 85
I.V. Flatine, int. wall, colors.	3 75
Jamieson's Crown Anchor....	3 85
O.P.W. Canada Brand, white	4 45
O.P.W. Canada Brand, colors	4 10
O.P.W. Canada Brand, floor.	3 95
O.P.W. Flat Wall, white	3 85
O.P.W. Flat Wall, colors....	3 75
Ramsay's Pure, white	4 30
Ramsay's Pure, colors	3 95
Ramsay's floor	3 80
Ramsay's porch	3 95
Glidden's white	4 45
Glidden's colors	4 10
Martin-Senour, 100%, white..	4 45
Martin-Senour, 100%, colors..	4 10
Martin-Senour, Porch Paint..	4 10
Martin-Senour, Neutone, white	3 85
Martin-Senour, Neutone, colors	3 75
Martin-Senour, Floor Paint..	3 95
Sherwin-Williams, white	4 45
Sherwin-Williams, colors	4 10
Sherwin-Williams, floor	3 95
Sherwin-Williams, porch paint	4 10
Flat Tone, white	3 85
Flat Tone, colors	3 75
Lowe Bros., H.S., white.....	4 45
Lowe Bros., H.S., color.....	4 10
Lowe Bros., hard drying floor	3 95
Mellotone, white	3 80
Mellotone, colors	3 75
Maple Leaf, white	4 45
Maple Leaf, colors	4 10
Maple Leaf, floor	3 95
Pearcy's Prepared, colors	3 60
Pearcy's Prepared, white	4 00
Pearcy's Prepared, floor	3 30
A. & E. Adelite, white	4 45
Do., colors	4 10
Do., Industrial white	3 50

Barrett Products

Everjet Elastic Carbon Paint—	Mont.	Tor.
Barrels, per gal.....	0 80	0 80
Half-barrels, per gal.	0 85	0 85
5s and 10s, per gal...	0 95	0 95
1s, per case, doz. ...	12 00	12 00
Everjet Black Enamel—		
Crates 2 doz., 8 oz..	$1 95	$1 95
Crates 12 doz., 8 oz..	1 70	1 70
1-gal. cans, gal ...	1 50	1 50
5-10 gal. cans, gal...	1 35	1 35
Barrels-half bbls., gal	1 25	1 25
Carbosota Liquid Creosote Oil—		
Barrels	0 60	0 60
Half barrels	0 65	0 65
5s and 10s, gal ...	0 75	0 95
1s (case 12 gals.)...	8 50	9 50
H., T. & A. Co.'s Creosote Oil—		
Barrels	0 45	
Half-barrels	0 50	
5s and 10s	0 60	

F.o.b. Montreal, Toronto.

PARIS GREEN	100-lb. lots
½-lb. paper cartons, per lb..	0 52
1-lb. paper cartons, per lb...	0 50
½-lb. tins, per lb.	0 54
1-lb. tins, per lb.	0 52
25-lb. tins, per lb.	0 48
50 and 100-lb. drums, per lb.	0 46
250-lb. kegs, per lb.....	0 44½
600-lb. barrels, per lb.	0 44

Terms, 1% 15, or 30 days net.
F.o.b. Montreal, Toronto, Hamilton, London, Ottawa, Quebec, Moncton, St. John's and Halifax.
Yarmouth and P.E.I. points ¼c per lb. extra.

PUTTY
See Weekly Report.

ROSIN

Barrels, 100 lbs.	$5 00
Less, per lb.	0 08

SHELLAC

	Pure white	Pure orange
Per bbl.	$3 65	$3 25
Gal. jugs	4 15	3 75

F.O.B. Toronto, London, Montreal.

SHINGLE STAINS

	Ord. Colors	Greens
M.L. Creosot	1 40	1 60
Solignum	1 25	1 60
Martin Senours ..	1 40	1 60
Elastica	1 40	1 60
Hillcrest	1 40	1 60
"C.D." Shingle Stain	1 35	1 50

TAR	Mont.	Toronto
Coal Tar, refined	10 25	10 50
Do., crude	9 00	9 25

PAINT AND VARNISH REMOVER

Taxite, 1 gal. cans	3 00
B.H. Vanisher	3 60
Chalco	3 60
Klensa	3 60
Cumoff	3 60
Dougall Lingerwett	3 60
Takeoff	3 60
O.P.W. Presto	3 60
Solvo	3 60
Varn-off	3 25
Adelite	3 60

VARNISHES	Per gal cans
B.-H. Floor	4 80
B.-H. Maritime Spar	6 03
B.-H. Hard Oil	3 24
B.-H. Gold Medal	4 02
Elastilite	4 50
Granitine Floor Finish	4 50
Hydrox Spar	4 85
C.P.C. Sun Varnish	4 80
C.P.C. Sun Aero Spar.....	4 50
C.P.C. Sun Waterproof Floor	4 [illegible]
I.V. Elastica, No. 1	5 75
Do., No. 2	5 25
Do., Floor	4 88
Jasperite Interior and Exterior	3 [illegible]
Jasperite Indestructo, floor ..	3 75
Jasperite Pale Hard Oil	2 [illegible]
P. & L. No. 61	5 00
Jamieson's Copaline	4 [illegible]
M-S Marble-Ite Floor	4 87
M-S Wood-Var	4 87
M-S Durable Spar	5 78
M-S Finest Interior	5 23
Moorlastic Floor	4 25
T. 45 Floor	3 50
Moorvar Interior	3 25
Moore's Spar	5 00
Elastic Interior	3 [illegible]
Mar-not	4 40
Quick Action House	2 65
Rexspar	5 64
Sear-Not	5 18
Solpar, Spar Marine	6 00
Solpar House Spar	4 50
Solpar Floor	4 50
Solpar Interior	3 50
Kyanize Spar	5 15
Kyanize Cabinet Rubbing. .	4 85
Kyanize Interior and Floor..	4 85
Luxeberry light	4 [illegible]
Luxeberry granite	4 90
Luxeberry spar	5 [illegible]
Ramsay's Universal	3 75
Ramsay's Agate Floor	3 95
Ramsay's 400 Hard Oil	3 25
Ramsay's, No. 720	3 00
Crown Diamond Floor	4 25
"C.D. Big 4" Exterior.....	5 00
"C.D. Big 4" Interior.....	4 50
"C.D. Big 4" Floor	4 40
C. D. General Purpose	4 15
C. D. Furniture	2 05
Dougall Univarnish, clear.....	5 40
Dougall Transparent, spar....	6 00
Dougall Transparent, floor....	5 20
Copalite	4 00
Adelite, No. 103, Floor	4 56
Adelite, No. 105, Flat	4 56
Adelite, No. 100, Spar	6 00

F.o.b. Montreal, Toronto

WATER PAINTS

Rockface, bbls., 250 lb.	0 05
Opalite, 300 lb. bbls.....	0 13½
Opalite, 100 lb. kegs.....	0 14½
1 gal. packages, per pkg...	0 75
½ gal. package, per pkg...	0 40

WATER PAINTS (per 100-lbs.)

5-lb. pkgs.	White	Colors
Decotint	9 00	9 00
Coralite	9 50	9 50
Perfecto	8 50	9 50
Solpar	8 80	9 90
C. D. Wall Coating, white....	8 75	
Do., colors	9 25	
A. & E Hygiene Kal.	0 42	0 48
Do. in 100 lb. kegs	0 09	....
Do., in 300 lb. bbls	0 08	....

WASTE

Cream, Polishing	0 21¾

WHITE

XXX...	0 20½	XXX . .	0 18½
XX....	0 18½	XX, grad	0 17½
X.....	0 17½	XLCR . ..	0 16½
XC....	0 16½	X Empire .	0 15
		X Press .	0 13½

COLORED

		Fancy . ..	0 15
No. 1...	0 14¾	Lion . ..	0 13½
No. 7...	0 13¾	Standard .	0 12
No. 1A.	0 12¾	Popular ..	0 10½
No. 1B.	0 11¾	Keen	0 09

Above lines subject to trade discount for quantity.

WAX

B.H. Wax	0 50
Berry Bros.	0 [illegible]
Imperial Floor Wax	0 40
Anchor	0 38
O.P.W. Lion Brand	0 50
Old English	0 67
Johnson's	0 67
Jamieson's liquid wax, gal.....	3 50
Ramsay's	0 45
Martin-Senours	0 58
I.V. Wax	0 59
Sherwin-Williams	0 60
Solpar	0 40
Sturgeon French Polish	0 60
Crown Diamond	0 45
Hillcrest	0 45
Plymouth Rock	0 60
Champion White	0 45

F.o.b. Montreal and Toronto.

WHITING

Gilders, bolted, in bbls.....	3 25

WOOD ALCOHOL	Per gal
In five gallons	$2 75
Methylated Spirits 1 90-2 55	

F.o.b. Montreal Toronto London

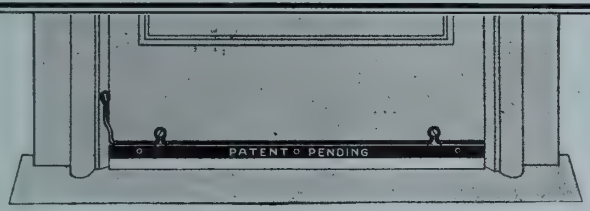
GLASS

We are receiving quantities of Belgium Window Glass and can quote you very attractive prices for immediate deliveries or for spring import shipments. We stock or manufacture Plate, Bevelled Plate, Mirrors, Figured, Leaded, Wired and Prism Glass.

Write, Phone or Wire for Prices

HOBBS Manufacturing Company, Limited

MONTREAL TORONTO LONDON WINNIPEG



The Automatic Door Strip

A rubber attachment made in lengths to fit any door; works automatically; no friction; cannot wear out; no draughts; saves coal and time. Easily adjusted; satisfaction guaranteed. Write to-day.

Atlas Iron, Wire and General Metal Works

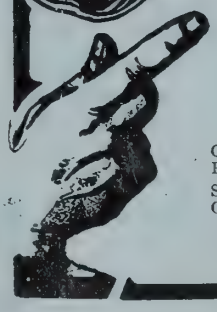
815 Queen St. West, Toronto. Phone Adel. 3889

Manufacturers of

Elevator Enclosures; Works for Banks, Offices, etc., a specialty; Ornamental Iron Fence; Wire Window Screens; Guards for Machinery Protection.

"While we stand still we rust."

GERMANTOWN LAMPBLACK



THE L. MARTIN CO.

HEADQUARTERS FOR

LAMPBLACK

IN ENGLAND AND AMERICA

Originators of Eagle, Old Standard, Globe and Pyramid Germantown Brands.

Suppliers of Bulk Blacks to the highest class Grinding Trade.

Montreal, Toronto, Winnipeg, New York, Philadelphia, London, Eng.

Window Glass

Also Plate, Figured, Bent, and Ornamental Glass

RED S

Stained, Wired, Mirror

Order Early

The Toronto Plate Glass Importing Co., Limited

Don Roadway Toronto

Winnipeg Hardware Quotations

AMMUNITION
Powder, per keg, $11.00.
Soft shot, per cwt., $15.50; chilled, $17.00; buckshot, $16.30; ball, $16.70.

AMMUNITION, DOMINION

	Blk. List	Lesmok List	Smkless List
BB caps	.....	.....	$ 7 00
22 Short	.....	$10 00	10 70
22 S. Mush.	.....	.....	11 50
22 Long	.....	12 00	15 00
22 L. Mush.	.....	.....	16 00
22 L.D. do.	.....	.....	18 70
22 L. Rifle	.....	14 00	17 50
25 Short	$23 50	.....	.....
32 Short	23 50	.....	70 00
25/20	.....	.....	70 00
25 Colt Auto	.....	.....	53 00
30 Mausey	.....	.....	91 00
32 S. & W.	.....	.....	42 00
32 S. Colt	33 50	.....	.....
32 Colt Auto	.....	.....	63 00
32/30	.....	.....	70 00
38 S. & W.	.....	.....	54 50
44 G. Getter	.....	.....	66 50
44/40	.....	.....	84 00
455 Target	.....	.....	85 00
250 Sav. H.P.	.....	.....	160 00
280 Ross	.....	.....	209 00
25/35	.....	.....	125 50
30/30	.....	.....	144 50
303 Savage	.....	.....	144 50
303 British	.....	.....	190 00
32/40	.....	.....	121 50
32 Special	.....	.....	144 50
32 Rem. Rim.	.....	.....	144 50
33 Win.	.....	.....	190 00
35 Rem. Rim.	.....	.....	159 50
351 Self Ldg.	.....	.....	121 50
38/55	.....	.....	152 00
45/70-405	133 00	.....	.....

Jobbers' Discount on Winchester and Savage Ammunition, 40%; U. M. C., 40% off Dominion List.
Dominion Amunition — Discount 30/20% off Dominion List.

ANVILS
Peter Wright, 60 to 79 lbs., 28c a lb.; 80 lbs. and over, 26c.
Farriers' Clip Horn, 27c a lb.
Norris, 80 lbs. and over, 16c.

AUGER BITS
Standard List Prices per Dozen.

3/16	$6 00	18/16	$12 00
4	5 00	19	14 00
5	5 00	20	14 00
6	5 00	21	16 00
7	5 00	22	16 00
8	5 00	23	18 00
9	6 00	24	18 00
10	6 00	25	21 00
11	7 00	26	21 00
12	7 00	27	24 00
13	8 25	28	24 00
14	8 25	29	27 00
15	9 50	30	27 00
16	9 50	31	30 00
17	12 00	32	30 00

Discounts from standard list prices.
Irwin .....30% on list
Common .....20% on list

AXES

Single Bit	$17 50	$19 00
Double Bit	.....	24 50
Broad Axes	.....	60 00

AXES, BENCH

No. 2	$22 00
No. 3	24 75
No. 4	26 95
No. 5	29 70
No. 6	33 00

BAR IRON
Round and square.—3-16 in., ¼ in., and 5-16 in., $5.95 base. Round and square over 2 in., up to and including 2 ¾in., and flats over 1 in. x 4 in. up to 6 in. wide, $6.40 base. Rounds over 2¾ in. to 6 in., $6.90 base. Swedish iron, $8; sleighshoe steel, $6.25; spring steel, $6.50; machinery steel, $8.

BARS, CROW, $12.00 per 100 lbs.;

BELT LACING
In sides, tanned, $2.50 per lb.; cut, $3.00 per lb.; rawhide, sides, $2.50 cut, $3.00.
Blue Stone (Vitriol), 11½c.

BELTING
Rubber, 6 in. and under 54%; over 6 in., 47%.
Agricultural or No. 1 leather belting; 15/10/10/10% off list.
Standard, 15/10/10% off list. Extra 15%.
The "double" list is just twice the

BOARD, BEAVER Per M ft.
1,000 ft. to 5,000 ft..... $51.50

BOILERS, RANGE
30-gal., each 13 00

BOLTS—
Carriage, ⅜ in. and smaller, up to 6 in., 15%; over 6 in., net list; 7-16 in. and larger, 5%; Machine, ⅜ in. and under, up to 4 in., 32½%; over 4 in., 5%; 7-16 in. and over, 10%; machine set screws, 25%; plough bolts, 12½%; stove bolts, 60%; shaft bolts, 5% adv.; tire bolts, 40%; sleigh shoe bolts, 5% adv.

BORAX Borax, per lb., 14c.

BUTTS
Plated—No. 241 Antique Copper and Dull Brass Finish.

	Per pr.
2½ x 2½ in.	0 39
3 x 3 in.	0 40
3½ x 3½	0 42
4 x 4 in.	0 54
4½ x 4½ in.	0 79
5 x 5 in.	1 38

Wrought Steel—

No. 800	net prices
No. 804	net prices
No. 838	net prices
No. 840	net prices

CARPET FELT Per Roll

16 oz.—50 lbs.	4 70
20 oz.—54 lbs.	5 90

CHAIN
Coil, Elec. Weld, 3-16 in., $19.25; ¼ in., $17.75; 5-16 in., $15.55; ⅜ in., $13.55; 7-16 in., $13.20; ½ in., $12.85; 9-16 in., $12.85; ⅝ in., $12.15; ¾ in., $11.90.
B.B. Short Link—3-16 in., $17.75; 7-16 in., $15.40; ½ in., $15.75; 9-16 in., $15.75; ⅝ in., $14.15; ¾ in., $13.95; ⅞ in., $13.35; 1 in., $13.15.
Logging—¼ in., $21.15; 5-16 in., $17.95; ⅜ in., $15.95; 7-16 in., $15.60; ½ in., $15.25.

CHIMNEYS, LAMP
A, crimp top, per doz., $1.70; B, per doz., $1.90; Rochester plain top, per doz., $2.40.

CHOPPERS, FOOD
Universal, No. 0, $2.30; No. 1, $3.15; No. 2, $3.75; No. 3, $5.00.

CHURNS
Power — No. 0, $9.75; No. 1, $9.85; No. 2, $10.75; No. 3, $12.00; No. 4, $16.00.
Hand — No. 0, $7.75; No. 1, $7.85; No. 2, $8.75; No. 3, $10.00; No. 4, $12.00.

CLEVISES, MALL. 21c per lb.

CLIPPERS, HORSE Each

Stewart, No. 1	$10 88
Hand, Newmarket	3 60

CLOCKS—Alarm

	Each
Big Ben	$4 00
Baby Ben	4 00
America	1 90
Sleepmeter	2 40

CLOTHES LINE WIRE Doz.

50 foot, 19 g.	$4 40
100 foot, 19 g.	7 25

COPPER
Sheet and planished copper, 60c per lb. Tinned, 75c.

CORD SASH
Coils or Hanks.
8, 9, 10 ..... $0 53 lb.

DRILLS
See Eastern list.
Bit stock discount 40%
Blacksmiths' ½ inch shank...25%
Straight shank 25%
Do., wire 25%
Taper shank 25%

EAVETROUGH
Eavetrough, per 100 ft., 8 in., $7.20; 10 in., $7.88; 12 in., $9.00; 15 in., $13.05.
Conductor pipe, 2 in., per 100 ft., $9.00; 3 in., $10.80; 4 in., $13.73; 5 in., $18.90.

ENAMELWARE
See Wares.

FILES
Globe ..... Discount 50/5%
Nicholson Gen. ..... Discount 30%

FITTINGS—Malleable

Class A	55%
Class B and C, off new list.	65%
Bushings	20%
Unions. "Dart"—	
¼ to 2-in.	15%
⅛, 2½, 3½ and 4-in.	5%
Nipples, 4 in. and under	40%

FRY PANS Each

Cast iron, No. 8	$1 05
No. 9	1 15

GALVANIZED WARE
See Wares.

GLASS, WINDOW

	Single	Double
Up to 25-in.	$ 7 50	....
26 to 40 in.	9 22	14 18
41 to 50 in.	9 98	14 86
51 to 60 in.	10 30	15 82
61 to 70 in.	10 70	16 42

GLASS (Plate)
20%.

GLOBES, LANTERN Doz

Cold Blast	$ 1 50
Short	1 50
Genuine Ruby	5 00

GRIDDLES, PANCAKE

Round, No. 1	$1 05
No. 2	1 15
Oblong, No. 8L	1 10
No. 9L	1 25
No. 3	1 90

GRINDSTONES
price of "single."
Per 100 lbs., $3.75.
Mounted on steed frames, $7.75 to $10.25.

HARVEST TOOLS. 50% and 10%.

HAMMERS—Adze-Eye, Plain

	Doz.
No. 0, 1½ lb.	$20 20
No. 1, 1¼ lbs.	19 05
No. 1½, 1 lb.	18 95
No. 2, 13 oz.	18 50
No. 22, 1¼ lbs.	15 00
No. 21, 1 lb.	13 65

Bell Face Doz.

No. 61, 1¼ lbs.	$19 05
No. 61½, 1 lb.	18 95
No. 62, 13 ozs.	18 50
No. 65, 1¼ lbs.	15 00
No. 64, 1 lb.	13 65

HAMMERS, MACHINISTS'

	Doz.
No. 30 up to and including	
No. 1	$13 85
No. 1½	16 15
No. 2	18 50
No. 2¼	20 20

HAMMERS, MASONS'
No. 43, 5 lb. and over, $23 per cwt.

HAMMERS' STRIKING
Double face, No. 38, 5 lbs., $17.00. per cwt.

HINGES—Net prices.
Light Strap.—3 in., 93c per doz. prs.; 4 in., $1.13; 5 in., $1.27; 6 in., $1.60; 8 in., $2.33; 10 in., $3.27.
Light Tee—3 in., 93c per doz. prs.; 4 in., $1.00; 5 in., $1.20; 6 in., $1.40; 8 in., $1.67; 10 in. $2.27.
Heavy Strap.—4 in., $2.25 per doz. prs.; 5 in., $2.80; 6 in., $3; 8 in., $4.05; 10 in., $6.90; 12 in., $8.40; 14 in., $9.90.
Heavy Tee—4 in., $2 per doz. prs.; 5 in., $2.40; 6 in., $2.75; 8 in., $3.15; 10 in., $5.40; 12 in., $8.80; 14 in., $9.20.
Corrugated Strap—4 in., $1.80 per doz. prs.; 5 in., $2.35; 6 in., $3.20; 8 in., $4.90; 10 in., $7.50; 12 in., $11.30.
Corrugated Tee—4 in., $2.15 per doz. prs.; 5 in., $3; 6-in., $3.60; 8 in., $5.90; 10 in., $8.85.
Screw Hook and Strap.—6 in., $4.45 per doz. prs.; 8 in., $4.95; 10 in., $6.60; 12 in., $7.20; 15 in., $7.75; 18 in., $11.35; 21 in., $12.75; 24 in., $16.50.

HORSESHOES
Iron, No. 0 to 1, $9.95; No. 2 and larger, $9.70; snowshoes, No. 0 to No. 1, $10.20; No. 2 and larger, $10.05; hand drilled, No. 0 to 1, $17.50; No. 2 and larger, $17; toe weight, $11.95.

HOSE, GARDEN

	3-ply	Per 100 ft. Multiped
½ in.	$13 50	$21 00
⅝ in.	15 50	.....
¾ in.	17 50	28 00

IRON, GALVANIZED

	Apollo and "Fleur Premier de Lis"
10¾ oz. or 28 Eng.	$10 55
28 Am. or 26 Eng.	10 15
26 Am. or 26 Eng.	9 55
24	9 40
22	9 40
18 and 20	9 25
16	9 10

IRONS, SAD
Common Sad Iron, 6 and over, 18c per lb.; 4 and 5 lbs. 20c per lb.
Mrs. Potts' No. 55, set $2 60
Mrs. Potts, No. 50, set 2 70
Mrs. Potts' common sad iron handles, $2.40 dozen. Mrs. Potts' improved, $3.00 a dozen.

JACKSCREWS
15% on list.

KNIVES—HAY

Heath's	$17 50
Lightning	17 50

LADDERS, STEP
Common, 4 ft., $1.85; 5 ft., $2.15; 6 ft., $2.55; 7 ft., $3; 8 ft., $3.50; 10 ft., $4.75.

LADDERS, EXTENSION
20 to 32 ft., per ft., 37½c; 36 to 40, 41c.

LANTERNS
Cold Blast

No. 2, Japd.	16 50
No. 2, Coppd.	19 25
No. 2, plain	15 75
Short Globe, dox.	15 75

LATCHES—THUMB, STEEL

	Doz.
102	$2 40
103	2 45
104	2 85
Barn Door	
5	3 85
8	4 25
9	6 50

LEAD PIPE, $12.06.

LEAD WASTE, $12.96.

WHITE LEAD
Decorators' pure, 25 lb. drums, $16.10 per 100 lbs.

LINSEED OIL
See weekly report.

MACHINES—WASHING

	Each
Dowswell	$ 9 00
New Century	16 30
Canadian	9 00

MATTOCKS
Pick, $14.25; cutter, $14.25.

MOPS

O-Cedar, No. 1	$16 00
O-Cedar, No. 3	16 00
Self-wringing	6 70
Mop Handles	2 10

MOWERS—LAWN

	12 in.	14 in.	16 in.
Woodyatt	$ 12 00		$12 75
Empress	14 25		15 00
Daisy	8 75		9 50
Star	7 40		7 85
K—3-blade	9 60	10 25	10 60
C—4-blade	10 70	11 25	11 75
BB—4-bld.	12 45	13 00	13 65

NAILS
Wire, f.o.b. Fort William, $5.30 base; Winnipeg, $5.95. Cut f.o.b. Winnipeg, $7.25.

NAILS, HORSE, 25-lb. Box

	MRM	Capewell	New Peerless
No. 4	....	....	$7 75
No. 5	$5 25	$7 00	5 75
No. 6	5 00	6 75	5 50
No. 7	4 75	6 50	5 25
No. 8	4 75	6 25	5 00
No. 9	4 00	6 00	4 75



SILKSTONE

(REGISTERED TRADE MARK)

FLAT WALL COLOURS

Beautify Walls Economically

Silkstone beautifies walls at less cost than wall paper. It can be washed easily without rubbing off. Its soft, silky finish gives an artistic effect much appreciated by home lovers. The economical side of Silkstone, its beauty, its durability and gratifying service are all factors in the splendid sales it enjoys. It sells profitably with mutual satisfaction to merchant and customer.

The satisfaction it gives is a delight to the conscientious merchant who tries to serve his customers well and build permanent trade. Silkstone fills the bill for the Canadian housewife. She has tried it and liked it, and uses it whenever walls need beautifying, without regard to season. Silkstone is a year-round seller. Let us show you what's in it for you—write.

"Save the surface and you save all" *Paint & Varnish*

G. F. Stephens & Co., Limited

Paint and Varnish Makers

Winnipeg - Calgary - Edmonton

If interested tear out this page and place with letters to be answered.

Winnipeg Hardware Quotations—Continued

NETTING—POULTRY

1 in. mesh x 24 in.	$6 6[illegible]
30 in.	8 9[illegible]
36 in.	10 [illegible]

NUTS

Square, small lots, blank, $4.50; tapped, $5.00 advance on list; Hexagon, small lots, blank, $4.75; tapped, $5.25 advance on list; case lots all styles, 1c less than above.

OAKUM

Clipper, spun, bale 50 lbs. $11 50
Clipper, unspun, bale, 50 lbs. ....
Plumbers, bale 50 lbs. 5 00

OILS—	**Gallon**
Kerosene	0 27
Gasoline	0 40
White Rose Gasoline	0 43
En-ar-co Motor Oil, med. and heavy	1 15
Do., ext. heavy	1 25
Black (summer)	0 32½
Black (winter)	0 33
Imperial kerosene tractor	1 35
Capital cylinder	0 96½
Castor machine	0 60½
Imperial gas engine	0 65
Discount 10%.	
Polarine	1 35
Polarine A	1 35
Polarine heavy	1 35
Gargoyle Mobile A	1 68½
Gargoyle Mobile B	1 93½
Gargoyle Mobile BB	1 88½
Gargoyle Mobile D and Arctic	1 53½
Fuel oil	On application
Discount 25%.	
Wm. Penn Motor, medium	1 53
Do., heavy	1 58
French C, medoum	0 85
French A, heavy	1 20
Transmission, No. 1	0 75
Steam cylinder, No. 650C	1 10
Volunteer, reg. gas engine	0 60
Century caster machine	0 55
Melrose Harvester machine	0 70
25% and 10%.	

PAINTS, PREPARED

See weekly report.
(1 gallon can basis)

Stephens' white	$4 60
Stephens' colors	4 25
Stephens' floor	4 10
Silkstone white	4 00
Silkstone colors	3 90
Stephens' barn	2 35
Stephens' barn, extra color	2 55
Lion white	4 60
Lion colors	4 25
H.D. floor	4 10
Velvetone white	4 00
Velvetone tints	3 90
Ramsay's white	4 45
Do., colors	4 10
Dultone, White	4 00
Do., colors	3 90
Martin-Senour, white	4 60
Senour's floor	4 10
M.S. Neutone, white	4 00
M.S. Neutone, colors	3 90
M.S. Red Schoolhouse	2 50
M.S. Standard Barn	1 37

PAPER, BUILDING

Dry Fibre, No. 1	$1 25
Sunrise	1 00
Anchor, tarred	1 45
O.K. tarred	1 45
Tarred Felt	6 75

PICKS, CLAY

5-6 lb., $12.25 doz.; 6-7 lb., $13.25 doz.; 7-8 lb., $14.25 doz.

PIPE, WROUGHT

New price list being printed.

Per 100 ft.	Blk.	Galv.
⅛ in.		
¼ in.		
⅜ in.		
½ in.		
¾ in.		
1 in.		
1¼ in.		
1½ in.		
2 in.		
2½ in.		
3 in.		
3½ in.		
4 in.		
4½ in.		
5 in.		
6 in.		

PLASTER PARIS, per bbl. $6 00

PLATES, CANADA

18 x 21 per box, blued, $9.75; 18 x 24, blued, $9.75; 20 x 28, blued, $10.00.

POLISH

	Liquid Veneer Doz.	O-Cedar Doz.
4-oz.	$ 2 40	$ 2 40
12-oz.	4 80	4 80
1-quart	10 00	12 00
½-gal.		20 00
1-gal.	28 08	28 00

PULLEYS, CLOTHES LINE

	Doz.
No. 58, jap. 5" wheel	$4 90
No. 158, gal. 5" wheel	5 10

PUMP OILERS, GENUINE CANNON

No. 1, $18.50 doz.; No. 3, $21 doz.; No. 2½, $23.50.

PUMPS

Pitcher spout, No. 1, $3 each; No. 2, $3.55 each; No. 3, $3.80 each; No. 4, $4.60 each.

PUTTY

100-lb. irons	$7 20
25-lb. irons, per cwt.	7 80
1½-lb. tins	0 14½

RIVETS AND BURRS

Iron rivets, 30%; copper, No. 8, 42½c; No. 10, 46c; No. 12, 49¼c.

ROPE

British Manila—¼ in., 5-16 in., 24½c; ⅜ in., 24c; 7-16 in., ½ in., 9-16 in., 23½c.; ⅝ in., 23c; ¾ in. and larger, 22½c.

Pure Manila.—¼ in., 5-16 in., 29¾c.; ⅜ in., 29¼c; 7-16 in., ½ in., 9-16 in., 28¾c; ⅝ in., 28¼c; ¾ in. and larger, 27¾c.

Sisal—¼ in., 5-16 in., 22¼c; ⅜ in., 21¾c; 7-16 in., ½ in., 9-16 in., 21¼c; ⅝ in., 20¾; ¾ in. and larger, 20¼c.

Lath yarn, 20¼c.

Cotton Rope—3-16 in., 55c; ¼ in. and up, 54c.

SANDPAPER—

	B. & A. Quire	B. & A. Ream	Star Quire	Star Ream
00, 0	$0 41	$ 7 10	$0 43	$ 7 [illegible]
½	0 43	7 55	0 43	7 [illegible]
1	0 48	8 55	0 45	8 [illegible]
1½	0 52	9 95	0 50	9 [illegible]
2	0 58	11 50	0 60	11 00
2½	0 75	13 25	0 80	14 65
3	0 85	15 10	0 90	16 70

SASH BALANCES (Caldwell)
50% on list.

SAWS, BUCK

Happy Medium, $17.25; Watch Spring, $17.50; Lance Tooth or Lightning Blades, $20.00.

SCREWS

Bright iron round head, 65%; flat head, 67½%; oval head, 65%; round head, brass, 52½%; flat head brass, 55%; coach, 25%.

Set Screws, 5%. Cap Screws, 15%.

SCYTHES—	**Doz.**
Bramble	$.....
Bush	20 50
Excelsior	.....
Cast	20 00

SHOVELS AND SPADES

Shovels—Fox and Olds, D.H., Sqr. Pt., $16.25 per doz.; D.H., Rd. Pt., $16.25; L.H. Sq. Pt., $16.25; L.H. Rd. Pt., $16.25; Bulldog & Jones, D. H., Rd. Pt., $20.20; D.H., Sq. Pt., $19.85; L.H., Rd. Pt., $19.85; L.H., Sq. Pt., $19.85. Black Cat and Moose & Jones Scoops—No. 4, $23.60; No. 6, $24.35; No. 8, $25.05.

SLEDGES, BLACKSMITHS'
No. 37, 5 lbs. and over, $20.25 per cwt.

SNATHS

No. 2 loop	$17 25
Bush	19 50

STEEL SHEETS, BLACK

10 gauge	$7 15
12 gauge	7 15
14 gauge	7 20
16 gauge	7 30
18-20 gauge	7 80
22-24 gauge	7 85
2½ gauge	7 90
28 gauge	8 15

STANDS	**Each**
Washtub, Reverse Drip	$4 15
Range boiler, 12 in.	1 50

SWEEPERS — VACUUM

	Doz.
Grand Rapids, nickeled	$109 00
Household, japanned	97 00
Superba, nickeled	123 00

SWEEPERS, TOYS, BISSELL'S

Little Daisy, per gross	35 00
Little Queen, per gross	53 00

F.O.B. jobbers' warehouses, Winnipeg.

SOLDER, per lb., 31c to 32.

SPIKES — BOAT

Pressed, ¼ in., $10.80; 5-16, $10.05; ⅜ in., $9.25; ½ in., $9.

STAPLES

Bright iron, $5.55; Fort William, $6.20, Winnipeg; galvanized staples, ... Fort William .... Winnipeg.

STEEL

Sleighshoe, $6.55 base per cwt.; plow, common, $12; crucible plow, $16.00; angle, $7.00; harrow, $6.55 base; cast, octagon tool steel, 20c base; square tool, 20c base; spring, $6.00; tire, $7.50. Mild, 3-16, ¼, 5-16, $5.95 base. Round, square flat, up to and including ¼, ⅜ to 2 in., $5.95 base. Round and square, over 2 in., and including 2¾ in., flat over ¼ and up to 6 in. wide, $6.40 base; round over 2¾ in. to 6 in., $6.90 base. Band steel, $5.95 base.

STEEL HOOPS

½ in., $8.35; ⅝ in., $8.00; ¾ in., $7.40; ⅞ in., $7.10; 1 in., $7.00 1¼ in., $6.90; 1½ in., $6.80.

STEEL SQUARES
10% on list.

TACKS. Carpet, 70% off list.

TIES. Cow.

TIN AND TERNE PLATE—

20 x 28 IC box	$23 75
20 x 28 I.X. box	27 00
20 x 33 I.C. box	28 50
20 x 33 I.X. box	33 50
Terne plates	24 00

TRAPS, GAME—

	Victor Doz.	H. & N. Doz.	Jumbo Doz.
No. 0	$2 40	$....	$..
No. 1	2 85	5 20	3 85
No. 1½	4 35	7 85	5 70
No. 2	6 00	11 00	9 00
No. 3	10 15	14 70	12 30

TUBS—	**Wood**	**Fibre**
No. 0	$25 55	$29 55
No. 1	22 20	24 35
No. 2	19 00	21 10
No. 3	16 80	18 00

TURPENTINE

See weekly report.

TWINE (WRAPPING)	**Lb.**
Cotton, 3-ply, cones	$0 40
Cotton, 3-ply, balls	0 45
Cotton, 4-ply, cones	0 43
Cotton, 4-ply, balls	0 47

VARNISHES—

Stephens' Luminette, gal.	$4 00
Stephens' Exalite, gal.	4 75
Lion Brand Color Varnish, per gal.	4 50

WARES, ETC.—

Scotch Grey Graniteware.

Colonial Imperial, Pearl, list plus 2½% advance.

Premier, Canada, Diamond, plus 40%

Whitewear, 22½% off.

Japanned Ware, list, plus 45%

Japanned Ware, white, list plus 57½%

Japanned Sprinklers, list plus 45%.

Stamped Ware, plain, 20-10-2½% discount.

Stamped Ware, retinned, 15-5-5%

Pieced Tinware, ordinary, list plus 90%

Pieced Tinware, copper bottoms, list plus 105%

Sheetiron Ware, list plus 72½%.

Light Galvanized Pails, plus 31½%.

Tubs—
Light, plus 31½%.
Heavy, 62½%
Pails and Tubs, plus 72½%
Jap. Coal Hods, list plus 92½%
Galvanized Coal Hods, list plus 102½%

WASHERS—

Size	Case lots	Less
3-16 in.	15 50	$16 00
¼ in.	13 70	14 20
5-16 in.	12 90	13 40
⅜ in.	12 00	12 50
7-16 in.	11 30	11 80
½ in.	10 90	11 40
9-16 in.	10 80	11 30
⅝ in.	10 70	11 20
¾ in.	10 60	11 10
⅞ in.	10 50	11 00
1 in.	10 50	11 00
1⅛ in.	10 50	11 00
1¼ in.	10 70	11 20
1⅜ in.	10 70	11 20
1 7-16 in.	10 70	11 20
1½ in.	10 70	11 20

WASTE

Cream, polishing	0 24½

WHITE

XXX Extra	$0 21
XX Grand	0 20
XLCR	0 19
X Empire	0 17½
X Press	0 16

COLORED

Fancy	$0 17½
Lion	0 16
Standard	0 14½
Popular J	0 13
Keen	0 11½

Above lines subject to trade discount for quantity.

WEIGHTS, SASH	**Per 100 lbs**
Sectional	$7 50
Solid	7 00

WELL WHEELS	**Doz.**
Cast, covered, 8 in.	$11 60
Cast, plain, 10 in.	15 60
12 in.	18 85
14 in.	24 00

WHEELBARROWS	**Each**
U. S.	$ 6 60
General purpose	7 90
Stone	13 75
Navvy, doz.	105 00

WIRE — BARB

Lyman, 4-point, $5.00 Winnipeg; Glidden Cattle, 2-pt., $4.80 Winnipeg; Baker, 2-pt., $4.70 Winnipeg; plain twist, cwt., Winnipeg, $7.00 100 lbs.; galvanized, Winnipeg, No 9, $7.80; No. 12, $8.05; coil spring, plain, Winnipeg, No. 9, $6.30; No. 12, $6.50.

Patented screen in 100-ft. rolls. $3.50 per 100 sq. feet.

WIRE — PLAIN

Bale ties, 14-gauge, single loop, $7.10 Winnipeg, $6.45 Fort William.
Brass snare wire, per lb., 90c.

WIRE — ANNEALED

No. 9, $6.00; No. 10, $6.06; No. 12, $6.20; No. 14, $6.40; No. 15, $6.55; No. 16, $6.70 per 100 lbs.

WRENCHES — NUT

Agricultural—	
6-inch	$ 9 00
8-inch	10 80
10-inch	12 60
12-inch	16 20
15-inch	21 60
Perfect Handle—	
6 inch	15 0[illegible]
8 inch	17 5[illegible]
10 inch	.....
12 inch	.....
15 inch	.....
18 inch	.....

WRENCHES—PIPE

Trimo—30% off list.
Stillson—30% off list.

	—Dozen—	
Always Ready	**Black**	**N. P**
No. 1	$4 60	$ 5 00
No. 2	6 30	6 75

WRINGERS, CLOTHES	**Doz**
Universal	$49 50
New Eze	76 50
Regent	69 00

The Trade Mark behind the "Hardware House of Quality"

DIAMOND A BRAND — ASHDOWN'S GUARANTEE

The Largest Wholesale Hardware Dealers in Canada

Stop! Prepare for Spring with

Kyanize

KY-AN-IZE



Kyanize will make floors and furniture look like new, and a cloth with warm water will keep them looking spick and span. Kyanize is the most durable finish ever made. Can be supplied in clear and eight popular colors.





Kyanize Motor Car Enamels are easy to apply, dry hard in a short time, with a beautiful lustre that lasts. Made by the celebrated Kyanize Process, they color and varnish in one operation. Nine beautiful, permanent colors, also a rich, lustrous black.

One of the many well-known lines which progressive manufacturers have placed with the J. H. Ashdown Hardware Company, Limited. The various offerings of hardware are carefully checked up by us and only those lines are offered to our customers that we can confidently recommend. Kyanize is one of these and we recommend it to retail hardware merchants as a reliable, salable line.

The Ashdown Service Backs It

"Save the surface and you save all" *Paint & Varnish*

The J. H. Ashdown Hardware Co., Limited

Winnipeg, Canada

Calgary **Saskatoon**

If interested tear out this page and place with letters to be answered.

North Star Oil & Refining Company LIMITED

WILLIAM PENN MOTOR OIL

"High as the Stars in Quality"

Red Star Gasoline

★

Family Safety Coal Oil

Head Office
WINNIPEG
Branches throughout the West



Opening the Strap

O-Rib-O Adjustable Taper Stove Pipe

This handy patent permits adjustment to fit any stove collar with a smoke-tight joint. No large assortment of taper pipes is necessary, which allows the merchant to economize storage space. It is a quick seller, built for service.

O-Rib-O Manufacturing Co.
Winnipeg, Manitoba

"Dazee Brand" Woodenware

Buy Western-made Washboards, Step Ladders, Bake Boards, Ironing Boards, Clothes Horses, Tub Stands, etc. For sale by all jobbers. We guarantee the quality will please you. If jobber does not supply you write us direct.

The Brett Mfg. Co., Limited
WINNIPEG, MAN.

KINREAD'S KANT-BREAK HALTER

"The Line of Progress"
R. R. Kinread
72-74 Princess St. Winnipeg

WHEN EVERY PUBLISHER has a complete and efficient system of record and knows positively the facts regarding the circulation of his paper—

And when every publisher is willing to give these facts to advertisers without dissimulation—

It will be because every publisher is a member of the Audit Bureau of Circulations.

But all publishers have not an efficient system of records and all are not guileless.

To protect themselves against unfair competition and to inform advertisers in regard to their business methods, "above board" publishers join the Audit Bureau of Circulations. Advertisers know that no unfair publication can qualify for membership.

Every straightforward paper may belong to the A.B.C.

Most of them do belong.

Hardware and Metal is one of them.

If interested tear out this page and place with letters to be answered.

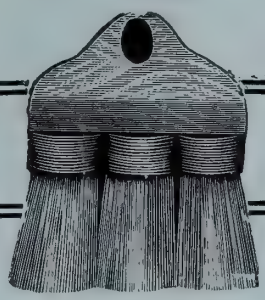






THE Meakins Catalogue is a sure guide to successful brush business. In its many illustrated pages may be found brushes for every purpose, from scrub brushes to paint brushes.

We will gladly mail this complete catalogue on request. Make this season a record for sales in your brush department. You can do it with the Meakins line.



Meakins Brushes

Meakins Brushes not only sell well and bring good profits, but they actually multiply business through the more-than-satisfactory service to the consumer.

This quality of pleasing the consumer is based on sound merit. Meakins Brushes are made from selected materials by skilled workmen. The bristles of Meakins Painters' Brushes are securely fastened by our Rubber Set process—a convincing point that closes sales.

Meakins & Sons
Limited
Hamilton, Ontario

Warehouses:

Winnipeg London Toronto
Montreal Vancouver
Pilkington Bros., Calgary, Alta.

If interested tear out this page and place with letters to be answered.

THE BUYERS' GUIDE

If what you want is not here, write us, and we will tell you where to get it. Let us suggest that you consult also the advertisers' index, facing the inside back cover, after having secured advertisers' names from the directory. The information you may desire may be found in the advertising pages. This department is maintained for the benefit and convenience of our readers. The insertion of advertisers' headings is gladly undertaken, but does not become part of any advertising contract.

ABRASIVES
The Carborundum Co., Niagara Falls, N.Y.
Canadian Hart Products Ltd., Hamilton, Ont.
The Cleveland Stone Co., Cleveland, Ohio.

AGRICULTURAL PRODUCTS
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

AIR COCKS
James Morrison Brass Mfg. Co., Ltd., Toronto.

ALABASTINE
The Alabastine Co., Ltd., Paris, Ont.

ALUMINUM
British Aluminium Co., Toronto.
Canada Metal Co., Toronto.
A. C. Leslie & Co., Montreal.

ALUMINUM CASTINGS
The Toronto Lock Mfg. Co., Toronto.

ALUMINUM WARE
The Aluminum Goods Mfg. Co., Manitowoc, Wis.
The Aluminum Specialties Co., Ltd., Toronto.
The Aluminium Ware Mfg. Co., Oakville, Ont.
Buncher & Haseler, Ltd., Birmingham, Eng.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Landers, Frary & Clark, New Britain, Conn.
McLain, The Louis, Co., Toronto.
Napper & Davenport, Birmingham, Eng.
W. D. Shambrook & Co., Hamilton.
E. T. Wright & Co., Limited, Hamilton, Ont.

AMMUNITION
Caverhill, Learmont & Co., Montreal.
Dupont Powder Co., Wilmington, Del.

ANVILS
Thos. Davidson Mfg. Co., Ltd., Montreal.

ARMS
The Fraser Co., Agents B.S.A., Montreal, Que.
Savage Arms Corpn., Utica, N.Y.

ART GLASS
Hobbs Mfg. Co., Montreal, Que.
Ontario Plate Glass, Ltd., The, Hamilton, Ont.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
The Toronto Plate Glass & Importing Co., Toronto.

ASBESTOS
Wm. J. Brown, Montreal, Que.

AUTO ACCESSORIES, EQUIPMENT AND SUPPLIES (JOBBERS)
Hyslop Bros., Toronto.
Samuel Trees & Co., Ltd., Toronto.

AUTO ACCESSORIES, EQUIPMENT AND SUPPLIES (MANUFACTURERS)
Adams & Elting Co., Toronto.
Ames, Holden, McCready, Limited, Montreal.
The Armeroid Co., Toronto.
The Air-Tite Mfg. Co., St. Thomas, Ont.
Boston Varnish Co., Everett Station, Boston, Mass.
Burgess-Norton Mfg. Co., Geneva, Ill.
Canada Cycle & Motor Co., Ltd., Weston, Ont.
Canadian National Carbon Co., Toronto.
Canadian Winkley Co., Ltd., Windsor, Ont.
Cannon Oiler Co., Keithsburg, Ill.
The Carborundum Co., Niagara Falls, N.Y.
Canada Dry Cells, Ltd., Winnipeg.
The Chicago Flexible Shaft Co., Chicago, Ill.
The Dominion Chain Co., Ltd., Niagara Falls, Ont.
The Dustbane Mfg. Co., Ottawa, Ont.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
The Eclipse Mfg. Co., Indianapolis, Ind.
Goodell-Pratt Co., Greenfield, Mass.
Gutta Percha & Rubber, Ltd., Toronto.
The Hamilton Cotton Co., Limited, Hamilton, Ont.
Will. B. Lane, Chicago, Ill.
The F. E. Partridge Rubber Co., Guelph, Ont.
Ren Automotive Supply Mfg. Co., Preston, Ont.
Rock Island Mfg. Co., Chicago, Ill.
A. Schrader Sons, Inc., Toronto.
Smith & Hemenway Co., Inc., Irvington, N.J.
Trimont Mfg. Co., Roxbury, Mass.
Wilkinson & Kompass, Hamilton.
J. H. Williams & Co., Ltd., St. Catharines, Ont.

AUTOMATIC SCREW MACHINE PRODUCTS
Burgess-Norton Mfg. Co., Geneva, Ill.

AUTOMOBILE PARTS
Burgess-Norton Mfg. Co., Geneva, Ill.
Canada Foundries & Forgings, Ltd., Welland, Ont.

AXES
Burgess-Norton Mfg. Co., Geneva, Ill.
Can. Foundries and Forgings, Ltd., Brockville, Ont.
Caverhill, Learmont & Co., Montreal.
Shurly-Dietrich Co., Ltd., Galt, Ont.

BABBITT METAL
Canada Metal Co., Toronto.
Caverhill, Learmont & Co., Montreal.
Great Western Smelting & Refining Co., Limited, Vancouver, B.C.
Hoyt Metal Co., Toronto.
United Brassfounders & Engineers, Limited, Manchester, Eng.

BAIT, FISHING
Allcock, Laight & Westwood Co., Toronto, Ont.

BARB WIRE
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
The Frost Steel &, Wire Co., Ltd., Hamilton, Ont.

BARREL COVERS
E. B. Eddy Co., Hull, Que.

BATTERIES, DRY
Burgess Batteries Ltd., Winnipeg, Man.
Canadian National Carbon Co., Ltd., Toronto.
Canada Dry Cells Ltd., Winnipeg.

BATTERIES, FLASHLIGHT
Burgess Batteries Ltd., Winnipeg, Man.
Canadian National Carbon Co., Ltd., Toronto.

BATHS, ENAMELLED AND COPPER
Canada Metal Co., Toronto.

BATHROOM FIXTURES
The Gendron Mfg. Co., Ltd., Toronto.
Landers, Frary & Clark, New Britain, Conn.

BALE TIES
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
Laidlaw Bale-Tie Co., Limited, Hamilton, Ont.

BELTING, TRANSMISSION, ELEVATOR AND CONVEYOR
The Dominion Belting Co., Ltd., Hamilton, Ont.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Ltd., Toronto.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

BELTING, STITCHED COTTON DUCK
Dominion Belting Co., Hamilton, Ont.

BELTING, RUBBER
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Ltd., Toronto.

BENDS, BRASS, IRON AND LEAD
Jas. Morrison Brass Mfg. Co., Toronto.

BEVELS
Brown & Sharpe Mfg. Co., Providence, R.I.
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
L. S. Starrett Co., Athol, Mass.

BIBBS, BASIN AND BATH COCKS, COMPRESSION
Jas Morrison Brass Mfg. Co., Toronto.
United Brassfounders & Engineers, Limited, Manchester, Eng.

BIBBS, BASIN AND BATH COCKS, FULLER
Jas. Morrison Brass Mfg. Co., Toronto.

BOLTS AND NUTS
Caverhill, Learmont & Co., Montreal.
London Bolt & Hinge Works, London, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Stanley Works, The, New Britain, Conn.
Wilkinson & Kompass, Hamilton.

BOLTS, EYE
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man
J. H. Williams & Co., Ltd., St. Catharines, Ont.

BOLTS, FLUSH
The Toronto Lock Mfg. Co., Toronto.

BORING BARS
J. H. Williams & Co., Ltd., St. Catharines, Ont.

BOOTS, RUBBER
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

BOOT CALKS AND TOOLS
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

BOX OPENING TOOLS
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

BOXES, TIN
A. R. Whittall Can Co., Ltd., Montreal.

BRADS, WIRE
The Western Wire & Nail Co., London, Ont.

BRASS CASTINGS AND GOODS
Canada Metal Co., Toronto.
Jas. Cartland & Sons, Ltd., Birmingham, Eng.
Jas. Morrison Brass Mfg. Co., Toronto.
Stratford Brass Co., Ltd., Stratford, Ont.
Frederick Giles & Sons, Birmingham, England.
The Toronto Lock Mfg. Co., Toronto.
United Brassfounders & Engineers, Limited, Manchester, Eng.

BRASS SHEETS AND RODS
A. C. Leslie & Co., Montreal.
Canada Metal Co., Toronto.
Graham Nail Works, The, Toronto.
Laidlaw Bale Tie Co., Hamilton.
Stanley Works, The, New Britain, Conn.

BARN DOOR HANGERS
Beatty Bros., Limited, Fergus, Ont.
Canada Steel Goods Co., Hamilton, Ont.
N. Slater Co., Limited, Hamilton, Ont.
The Stanley Works, New Britain, Conn.
Taylor-Forbes Co., Guelph, Ont.

BASKETS
Walter Woods & Co., Hamilton, Ont.

BEARINGS
Burgess-Norton Mfg. Co., Geneva, Ill.

BIT, BRACES
Caverhill, Learmont & Co., Montreal.

BLACK LEAD
John Oakey & Co., Ltd., London, Eng.

BLASTING SUPPLIES
Dupont Powder Co., Wilmington, Del.

BOX STRAPPING
The Stanley Works, New Britain, Conn.

BITS, AUGER
E. C. Atkins & Co., Hamilton, Ont.
Caverhill, Learmont & Co., Montreal.
Millers Falls Company, Millers Falls, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Rule & Level Co., New Britain, Conn.
Wilkinson & Kompass, Hamilton.
Whites Limited, Collingwood, Ont.

BITS, FORSTNER
Progressive Mfg. Co., Torrington, Conn.

BITS, EXTENSION
Millers Falls Company, Millers Falls, Mass.

BICYCLES
Canada Cycle & Motor Co., Toronto.
Hyslop Bros., Ltd., Toronto.

BICYCLE PARTS
Burgess-Norton Mfg. Co., Geneva, Ill.

BIRCH SEATS
Canadian Veneering Co., Montreal, Que.

BRACKETS, SHELF
Canada Steel Goods Co., Hamilton.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Stanley Works, New Britain, Conn.

BRACES
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
The Peck, Stow & Wilcox Co., Southington, Conn
Vaughan & Bushnell, Chicago, Ill.

BRAKES
Canada Cycle & Motor Co., Ltd., Toronto, Ont.

BRAKE LINING
The Hamilton Cotton Co., Limited, Hamilton, Ont

BRASS FITTINGS AND RODS
James Morrison Brass Mfg. Co., Ltd., Toronto.

BREAD AND CAKE MAKERS
Thos. Davidson Mfg. Co., Ltd., Montreal.
Landers, Frary & Clark, New Britain, Conn.

BREAST DRILLS
Stanley Rule & Level Co., New Britain, Conn.
Goodell-Pratt Co., Greenfield, Mass.

BRONZE CASTINGS
The Toronto Lock Mfg. Co., Toronto.
United Brassfounders & Engineers, Limited, Manchester, Eng.

BRUSH AND BROOM MANUFACTURERS
The Boeckh Company, Ltd., Toronto.
Meakins & Sons, Ltd., Hamilton.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Ltd., Port Elgin, Ont.
Walter Woods & Co., Hamilton.

BRUSHES, SHAVING, MANUFACTURERS
The Boeckh Company, Limited, Toronto, Ont.
Meakins & Sons, Limited, Hamilton, Ont.
Rubberset Co., Ltd., Toronto, Ont.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.

BRUSHES, FLOOR, MANUFACTURERS
The Boeckh Company, Limited, Toronto, Ont.
Meakins & Sons, Ltd., Hamilton, Ont.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.

BRUSHES, GENERAL, MANUFACTURERS
The Boeckh Company, Limited, Toronto, Ont.
Meakins & Sons, Ltd., Hamilton, Ont.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.

BRUSHES, SCRUB, SHOE AND STOVE MANUFACTURERS
The Boeckh Company, Limited, Toronto, Ont.
Meakins and Sons, Limited, Hamilton, Ont.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.

BUILDING PAPERS
The Barrett Co., Ltd.
D. J. Ladd & Co., Winnipeg, Man.
Alex. McArthur & Co., Montreal, Que.

BURLAP, DECORATIVE WALL
The Dominion Oilcloth & Linoleum Co., Ltd., Montreal.

BUSINESS MACHINES
The International Business Machines Ltd., Toronto.
The National Cash Register Co., Toronto.

BUTTONS, ELECTRIC PUSH
The Toronto Lock Mfg. Co., Toronto.

BUTTER MOLDS
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
Walter Woods & Co., Hamilton, Can.

Barrett Roofings, Cements Industrial Paints etc.

THE name "Barrett" on a product helps to build up your reputation for honest merchandise at fair prices.

The goods here described are made by Canada's oldest and largest manufacturers of roofings and industrial specialties and are endorsed by thousands of satisfied users in all parts of the Dominion. Our big advertising campaign is daily creating a demand for Barrett products. Here are two popular sellers.



Plastic Elastigum Patching Cement

THE plastic cement of a thousand uses—tough, elastic, adhesive, waterproof. Easy to apply and sticks obstinately to both wet and dry surfaces.

Unequalled for patching holes and leaks in roofs of all kinds and for repairing flashings, relining gutters, stuffing cornices, lining cisterns, etc. Its life and elasticity are unaffected by changing temperatures. It *stays tight* throughout the most severe weather conditions.

Plastic Elastigum is a popular repair material for which dealers will find a tremendous demand this year.

Comes in 1-lb. tins (24 to the case), 5-lb. packages (12 to the case), 25-lb. and 100-lb. packages, ½ barrels (about 300 lbs.), and barrels (about 600 lbs.)



Relining a gutter with Plastic Elastigum



Everlastic Liquid Roofing Cement

FOR renewing the life of old and worn-out prepared and "rubber" roofing, Everlastic Liquid Roofing Cement is positively without an equal. It is easy to apply and forms a new wearing surface that is smooth, tough, waterproof and so durable that it makes the old roof good for several years of extra service.

If you want to save money for your customers you should sell them this remarkable Barrett Product.

It comes ready for use in packages of various sizes, ranging from 1-pint cans to 40-gallon barrels.



Anyone can apply it.

WINNIPEG VANCOUVER ST. JOHN, N. B.

The Barrett Company LIMITED

MONTREAL TORONTO HALIFAX, N. S.

If interested tear out this page and place with letters to be answered.

THE BUYERS' GUIDE

BUTTER TUBS (COVERED)
E. B. Eddy Co., Ltd., Hull, Que.

BUTTER WORKERS
Beatty Bros., Ltd., Fergus, Ont.

BUTTS AND HINGES
Canada Foundries & Forgings, Brockville, Ont.
Canada Steel Goods Co., Hamilton.
Caverhill, Learmont & Co., Montreal.
Chicago Spring Butt Co., Chicago, Ill.
The Stanley Works, New Britain, Conn.
The Toronto Lock Mfg. Co., Toronto.
Whites Limited, Collingwood, Ont.

BURRS
The Stanley Works, New Britain, Conn.
Parmenter & Bulloch, Gananoque.

BUILDERS' BRASS FOUNDRY
Frederick Giles & Sons, Birmingham, England.

BUILDERS' CASTINGS OF ALL KINDS
The Katie Foundry Co., Galt, Ont.

BUILDERS' HARDWARE
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Canada Steel Goods Co., Hamilton, Ont.
Jas. Cartland & Son, Ltd., Birmingham, Eng.
Caverhill, Learmont & Co., Montreal.
Chicago Spring Butt Co., Chicago, Ill.
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.
N. Slater Co., Limited, Hamilton, Ont.
Stanley Davies, Weston, Ont.
The Stanley Works, New Britain, Conn.
Stratford Brass Co., Ltd., Stratford, Ont.
The Toronto, Lock Mfg. Co., Toronto.
Whites Limited, Collingwood, Ont.

BUILDERS' SUPPLIES
The Barrett Co., Ltd.

BUMPERS, RUBBER
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

CABINET HARDWARE
Stratford Brass Co., Ltd., Stratford, Ont.

CALKS, BOOT
The Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

CALIPERS AND DIVIDERS
Brown & Sharpe Mfg. Co., Providence, R.I.
Caverhill, Learmont & Co., Montreal, Que.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

CALIPER GAUGES
J. H. Williams & Co., Ltd., St. Catharines, Ont.

CAMP FURNITURE AND GOODS
The Woods Mfg. Co., Ltd., Ottawa, Ont.

CANOES
The Canadian Canoe Co., Ltd., Peterborough, Ont.
The Peterborough Canoe Co., Ltd., Peterborough, Ont.

CANS
The A. R. Whittall Can. Co., Ltd., Montreal.

CANS, OIL
Cannon Oiler Co., Keithsburg, Ill.

CAN OPENERS
The United Royalties Corp., New York, N.Y.

CARBON REMOVER
The Dustbane Mfg. Co., Ottawa, Ont.

CARBORUNDUM
Carborundum Co., Niagara Falls, N. Y.
The Canadian Hart Products Ltd., Hamilton, Ont.

CARRIAGE HARDWARE
Stratford Brass Co., Ltd., Stratford, Ont.
Wilkinson & Kompass, Hamilton, Ont.

CARPET, SWEEPERS
Bissell Carpet Sweeper Co., of Canada, Ltd., Niagara Falls, Ont.
Caverhill, Learmont & Co., Montreal.
Walter Woods & Co., Hamilton.

CARRIERS, HAY
Beatty Bros., Ltd., Fergus, Ont.

CARTRIDGES
Dominion Cartridge Co., Ltd., Montreal.

CASEMENT FASTENERS AND FITTINGS
Frederick Giles & Sons, Birmingham, Eng.

CASTERS
Canada Foundries & Forgings, Ltd., Brockville.
The Toronto Lock Mfg. Co., Toronto.

CATCHES, SCREEN DOOR
Burgess-Norton Mfg. Co., Geneva, Ill.

CEMENT
The Barrett Co., Ltd.

CEMENT, RUBBER
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

CEMENT, ROOFING
The Barrett Co., Ltd.
Geo. W. Reed & Co., Ltd., Montreal, Que.

CHAINS, CUT-LINK
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.

CHAINS (TIRE)
The Dominion Chain Co., Niagara Falls, Ont.

CHAIN PIPE WRENCHES
J. H. Williams & Co., Ltd., St. Catharines, Ont.

CHAIR SEATS
Canadian Veneering Co., Acton Vale, Que.

CHISELS, CAPE, COLD, ETC.
Brown-Boggs Co., Ltd., Hamilton, Ont.
Caverhill, Learmont & Co., Montreal.
Goodell-Pratt Co., Greenfield, Mass.
The Peck, Stow & Wilcox Co., Southington, Conn.
Stanley Rule & Level Co., New Britain, Conn.
The Toronto Lock Mfg. Co., Toronto.
The Warren Tool & Forge Co., Warren, Ohio.

CHECKING FLOOR HINGES
Chicago Spring Butt Co., Chicago, Ill.
The Toronto Lock Mfg. Co., Toronto, Ont.

CHEMICAL SPECIALTIES
J. and C. S. Bolinders, Mek Verst A. B., Stockholm, Sweden.
Vol-Peek Mfg. Co., Montreal.

CHOPPERS, FOOD
F. W. Lamplough & Co., Montreal, Que.
Landers, Frary & Clark, New Britain, Conn.

CHOPPERS, ICE
Burgess-Norton Mfg. Co., Geneva, Ill.

CHUCKS
Goodell-Pratt Co., Greenfield, Mass.

CHUCKS, TAP
Greenfield Tap & Die Corp. of Canada, Ltd., Galt, Ont.

CHURNS, HAND AND POWER
Beatty Bros. Ltd., Fergus.
J. J. Blow, London, Eng.
Caverhill, Learmont & Co., Montreal.
The Dazey Churn Co., St. Louis, Mo.
Dowswell, Lees Co., Hamilton.
Landers, Frary & Clark, New Britain, Conn.
Maxwells, Ltd., St. Marys, Ont.
Walter Woods & Co., Ltd., Hamilton, Ont.

CHURN, MIXER
The United Royalties Corp., New York, N.Y.

CLAMPS, "C"
J. H. Williams & Co., Ltd., St. Catharines, Ont.

CLAMPS, MITRE AND DRAW
Burgess-Norton Mfg. Co., Geneva, Ill.

CLAMPS
Canada Foundries & Forgings, Ltd., Brockville.

CLEAVERS
Burgess-Norton Mfg. Co., Geneva, Ill.
J. H. Williams & Co., Ltd., St. Catharines, Ont.

CLEAN-OUT DOORS
The Katie Foundry Co., Galt, Ont.

CLEVISES, MALLEABLE
The International Malleable Iron Co., Ltd., Guelph.

CLIPPERS, HORSE
The Flexible Shaft Co., Limited, Toronto.

CLIPPERS, HORSE AND COW
The Flexible Shaft Co., Ltd., Toronto.

CLOCKS
The New Haven Clock Co., New Haven, Conn.
The Western Clock Co., Peterborough, Ont.

CLOSET SEATS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Canadian Veneering Co., Acton Vale, Que.

CLOTHES DRYERS
The Aero Mfg. Co., Ltd., Sherbrooke, Que.
Dowswell Lees & Co., Ltd., Hamilton, Ont.

CLOTHES LINE (WIRE)
The Western Wire & Nail Co., London, Ont.

CLOTHES LINE REELS
The United Royalties Corp., New York, N.Y.

CLOTHES PINS
Wm. Cane & Sons, Ltd., Newmarket, Ont.

CLOTHES RACKS
Walter Woods & Co., Ltd., Hamilton, Ont.

CLOTHES REELS
The Katie Foundry Co., Galt, Ont.

CLOTHES WASHERS AND WRINGERS, ELECTRIC
Beatty Bros. Limited, Fergus, Ont.

COLLAR PADS
American Pad & Textile Co., Chatham.

COFFEE PERCOLATERS AND URNS
Landers, Frary & Clark, New Britain, Conn.

CORRUGATED FASTENERS
The Stanley Works, New Britain, Conn.

CONVEYORS, OVERHEAD
Beatty Bros., Ltd., Fergus, Ont.

COAL CHUTES
The Katie Foundry Co., Galt, Ont.

COAL HODS
Thos. Davidson Mfg. Co., Montreal, Que.

COBBLERS' SETS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Katie Foundry Co., Galt, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

CONCRETE REINFORCING TWISTED SQUARES
Burlington Steel Co., Ltd., Hamilton, Ont.

CONDENSATION UNITS
The Westco Pumps Ltd., Toronto.

CONDUCTOR PIPE, HOOKS, HEADS, ETC.
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Wheeler & Bain, Toronto.

CONNECTING RODS
J. H. Williams & Co., Ltd., St. Catharines, Ont.

COOKING WARE, GLASS
The Corning Glass Works, Corning, N.Y.

COPING SAWS
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

CORK CARPETS
The Dominion Oilcloth & Linoleum Co., Limited, Montreal, Que.

COTTON GLOVES
American Pad & Textile Co., Chatham.

COTTER PINS
James Austin & Sons, Ltd., London, Eng.

CORDAGE
The Aero Mfg. Co., Ltd., Sherbrooke, Que.
Consumers Cordage Co., Montreal and Halifax.
Doon Twines Ltd., Kitchener, Ont.
Plymouth Cordage Co., Welland, Ont., and North Plymouth, Mass.

CORNERS, CHEST
The Brainerd Mfg. Co., East Rochester, N.Y.

COUNTERS
Thomas Lewis Arnett, Souris, Man.

COUNTER-SINKS
Goodell-Pratt Co., Greenfield, Mass.

COUPLINGS, PUMP ROD
Edward E. Johnson Inc., St. Paul, Minn.

CRANK SHAFTS
J. H. Williams & Co., Ltd., St. Catharines, Ont.

CROWBARS
B. J. Coghlin & Co., Montreal.
The Warren Tool & Forge Co., Warren, Ohio.

CULTIVATORS
C. S. Norcross & Sons, Bushnell, Ill.

CULVERTS, METAL
The Pedlar People Ltd., Oshawa, Ont.

CURTAIN POLE FITTINGS
G. B. Birch & Co., Birmingham, Eng.

CUTLERY
Adcock & Brewer, Ltd., Montreal, Que.
The Acme Shear Co., Bridgeport, Conn.
Bridgeport Hdwe. Co., Bridgeport, Conn.
Burgess-Norton Mfg. Co., Geneva, Ill.
Geo. Butler & Co., Ltd., Sheffield, Eng.
The Canadian Wm. A. Rogers Co., Ltd., Toronto.
Caverhill, Learmont & Co., Montreal.
G. L. Cohoon, Montreal.
Thos. Ellin & Co., Ltd., Sheffield, Eng.
Fred. Ellis & Son, Sheffield, Eng.
Geneva Cutlery Co., Geneva, N.Y.
James Hutton & Co., Montreal.
Jonathan Crookes & Son, Ltd., Sheffield, Eng.
F. W. Lamplough & Co., Montreal, Que.
Landers, Frary & Clark, New Britain, Conn.
A. Macfarlane & Co., Ltd., Montreal, Que.
Oneida Community, Ltd., Oneida, N.Y.
Wm. Rogers Mfg. Co., Niagara Falls, Ont.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
Wiebusch & Hilger, New York.
Marples & Co., Sheffield, England.

CUTTERS
A. S. and A. L. Brown & Co., Montreal, Que.
Butterfield & Co., Inc., Rock Island, Que.
Trimont Mfg. Co., Roxbury (Boston, Mass).

CUSPIDORS
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.

DAIRY PAILS
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.

DAMPERS, STOVE PIPE
Can. Foundries & Forgings, Brockville, Ont.

DESKS, SCHOOL
Can. Foundries & Forgings, Brockville, Ont.

DIAPHRAGMS, RUBBER
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Ltd., Toronto.

DIES, STOCKS, ETC.
Butterfield & Co., Rock Island, Que.
Can. Foundries & Forgings, Ltd., Welland, Ont.
Greenfield Tap & Die Corporation, Galt, Ont.

DISH WASHER, ELECTRIC
The Hurley Machine Co., Limited, Toronto.

DISPLAY RACKS AND STANDS
Cameron & Co., Toronto.

DOG HARDWARE
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.

DOORS
Kasement Skrene Dore Co., Toronto.
Sanderson-Harold Co., Ltd., Paris, Ont.

DOOR BELLS
The Toronto Lock Mfg. Co., Toronto.

DOOR BOLTS
Canada Steel Goods Co., Hamilton, Can.
The Stanley Works, New Britain, Conn.

DOOR KNOBS
Cartland & Son, Ltd., James, Birmingham, Eng.
Stanley Davies, Weston, Ont.
Frederick Giles & Sons, Birmingham, England.
The Toronto Lock Mfg. Co., Toronto.

DOOR CHECKS
The Toronto Lock Mfg. Co., Toronto.

DOOR HANGERS
Can. Foundries & Forgings, Ltd., Welland, Ont.
Can. Steel Goods Co., Hamilton, Can.
N. Slater Co., Limited, Hamilton, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

DOOR SPRINGS
Jas. Cartland & Son, Ltd., Birmingham, Eng.
Chicago Spring Butt Co., Chicago, Ill.
The Kasement Skrene Dore Co., Toronto.

DOOR PULLS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Kasement Screen Dore Co., Toronto.
Stratford Brass Co., Ltd., Stratford, Ont.

DOOR STRIP
Atlas Iron, Wire & General Metal Works, Toronto.
The Peck, Stow & Wilcox Co., Southington, Conn.

DRAINERS, CELLAR
James Morrison Brass Mfg. Co., Ltd., Toronto.

DRILLS, BREAST
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
Millers Falls Company, Millers Falls, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.

DRILL CHUCKS
Goodell-Pratt Co., Greenfield, Mass.

DRILLS, BLACKSMITHS'
Can. Foundries & Forgings, td., Brockville, Ont.

DRILLS
Butterfield & Co., Rock Island, Que.
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Rule & Level Co., New Britain, Conn.
The Toronto Lock Mfg. Co., Toronto.
Wilkinson & Kompass, Hamilton, Ont.
The Sheffield Twist Drill & Steel Co., Ltd., Sheffield, England.

55 Years of Service



GIVING YOUR
Painter Customers
A BETTER SERVICE

That is the policy of the aggressive retailer; always on the lookout to get the **best** for his customers.

SIMMS **Better** Brushes—give **Better** service.

They are more durable and do not shed their bristles.

The big feature is their rubber setting, which keeps the bristles from coming out; its composition will stand any bad usage, without the loosening or destroying the **brush.**

By stocking up on SIMMS Brushes—you give to your customers **the Better Service,** and incidentally secure for you the **extra** trade and goodwill which accompanies the sale of **all** SIMMS products.

Feature **SIMMS** Paint and Varnish Brushes with your paint displays.

This is the season to sell Brushes.

TRADE SIMMS SET IN RUBBER MARK

T. S. SIMMS & CO., LIMITED

Makers of Better Brushes for 55 Years

HEAD OFFICE: ST. JOHN, N.B.

MONTREAL TORONTO LONDON

Advertising in HARDWARE AND METAL is economical, because the advertiser reaches only a class of business men directly interested in his product. The readers of HARDWARE AND METAL are big buyers because they buy for business as well as for private consumption.

DRILLS, RATCHET
The Keystone Manufacturing Co., Buffalo, N.Y.

DROP FORGINGS
Can. Foundries & Forgings, Ltd., Welland, Ont.
J. H. Williams & Co., Ltd., St. Catharines, Ont.

DRY COLORS
Brandram-Henderson, Montreal.
Canada Paint Co., Ltd., Montreal.
R. C. Jamieson & Co., Ltd., Montreal.
Sherwin-Williams Co., Ltd., Montreal.
A. Ramsay & Son Co., Montreal.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
G. F. Stephens & Co., Ltd., Winnipeg.
Martin-Senour Co., Ltd., Montreal.
McArthur Irwin, Montreal.

DRY CELLS
Canada Dry Cells, Ltd., Winnipeg.
Canadian National Carbon Co., Toronto.

DUSTERS
Channell Limited, Toronto.

DYNAMITE
Canadian Explosives, Ltd., Montreal, P.Q.
Du Pont American Industries, Wilmington, Del.

EAVESTROUGH
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Wheeler & Bain, Toronto.

EGG BEATERS
Collette Mfg. Co., Collingwood.
The United Royalties Corp., New York., N.Y.

EGG CASES
Miller Bros. Co., Limited, Montreal.
Walter Woods & Co., Hamilton.

EGG CASE FILLERS
Miller Bros. & Co., Limited, Montreal.
Walter Woods & Co., Hamilton.

EJECTORS AND SYPHONS
Jas. Morrison Brass Mfg. Co., Toronto.
United Brassfounders & Engineers, Limited, Manchester, Eng.

ELBOWS
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.

ELECTRIC APPLIANCES
The Canadian Westinghouse Co., Ltd., Hamilton, Ont.
The Equator Mfg. Co., Ltd., Hamilton, Ont.
The McClary Mfg. Co., London, Ont.
The National Electric Heating Co., Ltd., Toronto.
The Renfrew Electric Products Ltd., Renfrew, Ont.

ELECTRIC FANS
Canadian Westinghouse Co., Ltd., Hamilton, Ont.

ELECTRIC GRATES
Barton-Netting Co., Ltd., Windsor, Ont.

ELECTRIC LIGHTING SUPPLIES
The Barton-Netting Co., Ltd., Windsor, Ont.

ELECTRIC MOTORS AND GENERATORS
Canadian Westinghouse Co., Limited, Hamilton, Ont.

ELECTRIC SPECIALTIES
Canadian Westinghouse Co., Ltd., Hamilton, Ont.
Canadian National Carbon Co., Toronto.
Landers, Frary & Clark, New Britain, Conn.
National Electric Heating Co., Toronto.

ELECTRIC SUPPLIES
Canadian Westinghouse Co., Ltd., Hamilton, Ont.

ELECTROPLATE WARE
W. J. Anthony & Sons, Ltd., Bormingham, Eng.

EMERY GLASS AND PAPERS
John Oakey & Sons, London, Eng.

EMERY (GRAIN AND SHEETS)
James Hutton & Co., Montreal, Que.
John Oakey & Co., Ltd., London, Eng.

EMERY GRINDERS
Western Hardware Mfg. Co., Milwaukee, Wis.

EMERY WHEEL DRESSERS
Burgess-Norton Mfg. Co., Geneva, Ill.
The Canadian Hart Products Ltd., Hamilton, Ont.

ENAMELS
The Barrett Co., Ltd.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
Sturgeons, Ltd., Toronto.

ENAMEL, STOVE PIPE
The Deco-Tint Co., Montreal, Que.
Sanderson Pearcy & Co., Limited, Toronto, Ont.

ENAMELLED WARE
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Sheet Metal Products Co. of Canada, Ltd., Toronto.
Republic Stamping & Enameling Co., Toronto.

ENGINES, GAS
The London Gas Power Co., Ltd., London, Ont.

EQUIPMENT, STORE
Thomas Lewis Arnett, Winnipeg.
Cameron & Co., Toronto.

ESCUTCHEON PINS
Parmenter & Bulloch Co., Ltd., Gananoque, Ont.

EXPLOSIVES
Canadian Explosives, Ltd., Montreal, P.Q.
Du Pont American Industries, Wilmington, Del.

EXTINGUISHERS, FIRE
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

FANLIGHT OPENERS
Jas. Cartland & Sons, Ltd., Birmingham, Eng.

FASTENERS, CASEMENT, STORM, SASH & SCREEN
Burgess-Norton Mfg. Co., Geneva, Ill.
Stanley Davies, Weston, Ont.
Stratford Brass Co., Ltd., Stratford, Ont.
The Stanley Works, New Britain, Conn.
The Toronto Lock Mfg. Co., Toronto.

FAUCETS, PETROLEUM
Can. Foundries & Forgings, Ltd., Brockville, Ont.

FEED BOXES
Can. Foundries & Forgings, Ltd., Brockville, Ont.

FEED COOKERS
Wheeler & Bain, Toronto.

FELTOL
The Dominion Oilcloth & Linoleum Co., Limited, Montreal, Que.

FELTS (TARRED AND CARPET)
The Barrett Co., Ltd.
D. J. Ladd & Co., Winnipeg, Man.
Alex. McArthur & Co., Montreal, Que.

FENCING AND GATES
Banwell-Hoxie Wire Fence Co., Hamilton.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.

FENCE POSTS
The Burlington Products, Ltd., Hamilton, Ont.
The Canadian Steel & Wire Co., Ltd., Hamilton.

FENCING, STAPLES AND HOOKS
The Western Wire & Nail Co., London, Ont.

FENCES, WOVEN WIRE, FARM AND ORNAMENTAL
Banwell-Hoxie Wire Fence Co., Hamilton.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
Wheeler & Bain, Toronto.

FENDERS FOR BUGGY AND CARRIAGE
The Steel Co., of Canada, Ltd., Hamilton, Ont.

FILES
E. C. Atkins Co., Hamilton, Can.
G. & H. Barnett Co., Philadelphia, Pa.
Henry Disston & Sons, Limited, Toronto.
Nicholson File Co., Port Hope, Ont.
Simonds Canada Saw Co., Montreal.
Wilkinson & Kompass, Hamilton, Ont.

FILLERS
Boston Varnish Co., Everett St'n, Boston, Mass.
Sanderson Pearcy & Co., Limited, Toronto, Ont.

FIRE DOOR FITTINGS
N. Slater Co., Limited, Hamilton, Ont.
Taylor-Forbes Co., Guelph, Ont.
The Toronto Lock Mfg. Co., Toronto.

FIRE EXTINGUISHERS
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

FIRE DEPARTMENT SUPPLIES
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Ltd., Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.
United Brassfounders & Engineers, Limited, Manchester, Eng.

FIRE ESCAPES
The Dennis Wire & Iron Wks., Co., Ltd., London.

FIREPLACE FIXTURES, OPEN GRATES, BASKET GRATES
DAMPERS AND DUMPS
The Barton Netting Co., Ltd., Windsor, Ont.
The Toronto Lock Mfg. Co., Toronto.

FIREPLACE SCREENS
Canada Wire & Iron Goods Co., Hamilton, Ont.

FISHING TACKLE AND ACCESSORIES
Allcock, Laight & Westwood Co., Ltd., Toronto.
Marble Arms & Mfg. Co., Gladstone, Mich.

FLAGS
The Woods Mfg. Co., Ltd., Ottawa, Ont.

FLASHLIGHTS, ELECTRIC
Canadian National Carbon Co., Toronto.

FLATWARE
Canadian Wm. A. Rogers, Toronto.
Oneida Community, Ltd., Oneida, N.Y.

FLOATS
Empire Level Mfg. Co., Milwaukee, Wis.

FLOWER POTS
E. B. Eddy Co., Ltd., Hull, Que.

FLAT SWATERS
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

FOOD CHOPPERS
F. W. Lamplough & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.

FOOTBALLS
Jabez Cliff & Co., Ltd., Walsall, Eng.

FLINT CLOTHS
John Oakey & Sons, London, Eng.

FLOOR CHECKS, SINGLE OR DOUBLE
Chicago Spring Butt Co., Chicago, Ill.

FLOOR DRESSING
The Commercial Oil Co., Ltd., Hamilton, Ont.
Imperial Oil, Ltd., Toronto, Ont.
Sanderson Pearcy & Co., Limited, Toronto, Ont.

FLOOR STANDS
Jenkins Bros., Ltd., Montreal.

FOOT WARMERS
The Chicago Flexible Shaft Co., Chicago, Ill.

FLOOR WAX
The Deco-Tint Co., Montreal, Que.
S. C. Johnson & Sons, Inc., Brantford, Ont.

FORCE CUPS
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

FORGINGS
Can. Foundries & Forgings, Ltd., Welland, Ont.

FORGINGS, DROP
Can. Foundries & Forgings, Ltd., Welland, Ont.

FUNNELS
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.

FURNACES
Burrow Stewart & Milne, Ltd., Hamilton.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Clare Bros. Co., Ltd., Preston, Ont.
The Empire Stove & Furnace Co., Ltd., Owen Sound, Ont.
The Enterprise Foundry Co., Ltd., Sackville, N.B.
Findlay Bros., Ltd., Carleton Place, Ont.
The Galt Stove & Furnace Co., Ltd., Galt, Ont.
The Hall-Zryd Foundry Co., Ltd., Hespeler, Ont.
McClary Mfg. Co., Limited, London, Ont.
The Monitor Stove Co., Ltd., Toronto, Ont.
Sanderson, Pearcy & Co., Ltd., Toronto, Ont.
Jas. Stewart Mfg. Co., Ltd., Woodstock, Ont.

FURNITURE POLISH
Canada Paint Co., Ltd., Montreal.
Channel Limited, Toronto.
The Deco-Tint Co., Montreal, Que.
Imperial Oil, Ltd., Toronto, Ont.
Sherwin-Williams Co., Ltd., Montreal.

FUSES, ELECTRIC
Canadian Westinghouse Co., Limited, Hamilton.

FUSE WIRE
Canada Metal Co., Ltd., Toronto.

GALVANIZED IRON BARS
The Steel Co., of Canada, Ltd., Hamilton, Ont.

GALVANIZED PIPE
Canada Metal Co., Ltd., Toronto.

GALVANIZED STEEL SHEETS
Dominion Sheet Metal Co., Ltd., Hamilton, Ont.
A. C. Leslie & Co., Montreal.

GALVANIZED WARE
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
The McClary Mfg. Co., London, Ont.
Sheet Metal Products, Ltd., Toronto.

GALVANIZED STEEL SHEETS
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

GALVANIZING
Thos. Davidson Mfg. Co., Ltd., Montreal.

GARDEN CULTIVATORS AND WEEDERS
C. S. Norcross & Sons, Bushnell, Ill.
Eureka Planter Co., Woodstock.

GARAGE HARDWARE
Canada Steel Goods Co., Hamilton, Ont.
N. Slater Co., Limited, Hamilton, Ont.
The Stanley Works, New Britain, Conn.

GARBAGE CANS
Thos. Davidson Mfg. Co., Ltd., Montreal.
Sheet Metal Products, Ltd., Toronto.
The Steel Trough & Machine Co., Ltd., Tweed, Ont.

GAS WATER HEATERS
Jas. Morrison Brass Mfg. Co., Toronto.

GASKETS, RUBBER
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Ltd., Toronto.

GASOLINE
Imperial Oil Co., Ltd., Toronto, Ont.
The North Star Oil & Refining Co., Limited, Winnipeg.

GASOLINE TANKS AND PUMPS
S. F. Bowser Company, Ltd., Toronto, Can.
The Steel Trough & Machine Co., Ltd., Tweed, Ont

GATES, GALVANIZED
The Frost Steel & Wire Co., Ltd., Hamilton, Ont

GATES, STEEL AND WIRE
Banwell-Hoxie Wire Fence Co., Hamilton.

GAUGE COCKS, STANDARD AND HEAVY
The James Morrison Brass Mfg. Co., Ltd., Toronto.

GAUGES
Brown & Sharpe Mfg. Co., Providence, R.I.
Goodell Pratt Co., Greenfield, Mass.
Greenfield Tap and Die Corporation, Galt, Ont.
The James Morrison Mfg. Co., Ltd., Toronto.
L. S. Starrett Co., Athol, Mass.
Stanley Works Co., New Britain, Conn.
J. H. Williams & Co., Ltd., St. Catharines, Ont.

GENERAL RUBBER SPECIALTIES
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

GLASS BENDERS
Toronto Plate Glass Importing Co., Toronto.

GLASS, CARRIAGE
Hobbs Mfg. Co., Montreal, Que.
The Ontario Plate Glass, Ltd., Hamilton, Ont.

GLASS CUTTERS
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.

GLASS CUTTING BOARDS
The Lufkin Rule Co., of Canada, Ltd., Windsor.

GLASS, DOOR
The Consolidated Glate Glass Co. of Canada, Limited, Toronto.
Hobbs Mfg. Co., Montreal, Que.
The Ontario Plate Glass, Ltd., Hamilton, Ont.

GLASS, FANCY
The Consolidated Plate Glass Co. of Canada, Limited, Toronto, Ont.
Hobbs Mfg. Co., Montreal, Que.
The Ontario Plate Glass Ltd., Hamilton, Ont.

GLASS, WINDOW PLATE, ORNAMENTAL
The Consolidated Plate Glass Co. of Canada, Limited, Toronto.
Hobbs Mfg. Co., Montreal, Que.
Ontario Plate Glass, Ltd., Hamilton, Ont.
A. Ramsay, Son & Co., Montreal.
The Regina Plate Glass Co., Ltd., Regina, Sask.
The Saskatchewan Glass & Supply Co., Ltd., Moose Jaw, Sask.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
G. F. Stephens & Co., Ltd., Winnipeg.
Toronto Plate Glass Importing Co., Toronto.

GLAZIERS' DIAMONDS
A. Ramsay, Son & Co., Montreal.

GLOVES AND MITTS
American Pad & Textile Co., Ltd., Chatham, Ont.
The Hamilton Carhartt Co., Ltd., Toronto.

GLUE, SHEET AND GROUND
A. Ramsay, Son & Co., Montreal.
Sanderson Pearcy & Co., Limited, Toronto, Ont

GOLF BAGS
The Woods Mfg. Co., Ltd., Ottawa, Ont.

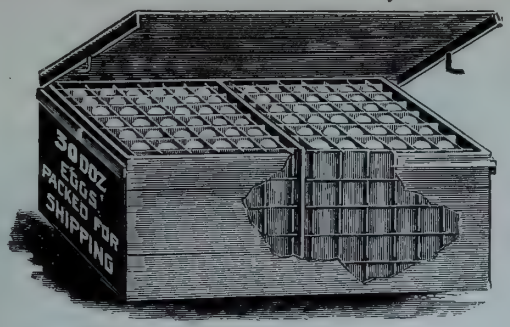
GOLF BALLS
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

GRANITE WARE
Sheet Metal Products, Ltd., Toronto.

GRATES
The Barton Netting Co., Ltd., Windsor, Ont.

GREASE AND OIL CUPS
The James Morrison Brass Mfg. Co., Ltd., Toronto.

THE MILLER BROS. CO., LIMITED



Manufacturers of
White pulp egg case fillers and extra flats in standard and extra large sizes for 12 and 30 dozen egg crates.
20-38 DOWD STREET, - MONTREAL, CANADA



IMPERIAL SOLDERING PASTE

for Electricians, etc.

ROSEN, FLUX and ACID CORE SOLDER

THE CANADA METAL CO., LIMITED
TORONTO HAMILTON MONTREAL WINNIPEG VANCOUVER

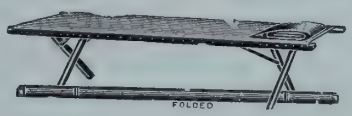


OAKEY'S "WELLINGTON" KNIFE POLISH

The original and only reliable preparation for Cleaning and Polishing Cutlery, etc.

John Oakey & Sons, Ltd.
Manufacturers of
Emery, Black Lead, Emery Glass and Flint Cloths and Papers, etc.
Wellington Mills, London, S.E.1, Eng.
Agents:
F. Manley, 147 Bannatyne Ave. East, Winnipeg
Sankey and Mason, 839 Beatty Street Vancouver

An Ingenious Folding Camp Cot



Every customer of yours who is an experienced camper knows the importance of a comfortable cot for sleep, yet it must be easily packed, shipped or stored with due economy of storage space. This convenient cot affords all these advantages. See in the illustration how it appears open and also closed.

The Stratford Manufacturing Co., Limited
STRATFORD, ONTARIO

Stove Mica

All sizes of Clear Mica in stock for immediate shipment.
Manufacturers of Mica Insulation.

Price List on Application

Mica Company of Canada, Ltd.
P. O. Box 156, Hull, Que.

For Solidifying Sales and Preventing Lost Accounts

For solidifying sales, and preventing lost accounts by keeping the trade "lined up," a weekly message to the whole Canadian hardware trade through Hardware & Metal will prove productive and profitable.

WILKINSON & KOMPASS

TORONTO HAMILTON WINNIPEG

IRON AND STEEL
HEAVY HARDWARE
MILL SUPPLIES
AUTOMOBILE ACCESSORIES

WE SHIP PROMPTLY

Stratford
Builders' Hardware

Is used in all good homes throughout Canada. Its reputation for quality and service is well-known.

We manufacture: Furniture Trimmings of all kinds, Sash Locks, Sash Lifts, Casement Fasteners, Door Pulls, Hat Hooks, Transom Catches, Key Plates, Flush Bolts, Sash, Push and Pull Plates, House Numbers, Door Knockers, Casement Adjusters, etc.



The Stratford Brass Company, Limited
Stratford, Ontario

If interested tear out this page and place with letters to be answered.

THE BUYERS' GUIDE

GRINDERS, HAND AND POWER
The Carborundum Co., Niagara Falls, N. Y.
A. G. & A. L. Brown & Co., Montreal, Que.
The Cleveland Stone Co., Cleveland, Ohio.
The Star Specialty Mfg. Co., Chicago, Ill.
Taylor-Forbes Co., Ltd., Guelph, Ont.
Western Hardware Mfg. Co., Milwaukee, Wis.

GRINDING WHEELS
The Carborundum Co., Niagara Falls, N.Y.
The Canadian Hart Products Ltd., Hamilton, Ont.
The Cleveland Stone Co., Cleveland, Ohio.

GRINDSTONES
The Carborundum Co., Niagara Falls, N.Y.
The Cleveland Stone Co., Cleveland, Ohio.

GRINDSTONE FIXTURES
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Cleveland Stone Co., Cleveland, Ohio.

GUARDS, WIRE
Canada Wire & Iron Goods Co., Hamilton, Ont.

GUNS
Caverhill, Learmont & Co., Montreal.
The Fraser Co., Agents B.S.A., Montreal, Que.
Savage Arms Corporation, Utica, N.Y.

GUN PARTS
The Fraser Co., Agents B.S.A., Montreal, Que

GUNSIGHTS
Marble Arms & Mfg. Co., Gladstone, Mich.

HACK SAWS
Brown & Sharpe Mfg. Co., Providence, R.I.
Clemson Bros., Inc., Hamilton, Ont.
Diamond Saw and Stamping Works, Buffalo, N.Y.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Co., Millers Falls, Mass.
L. S. Starrett Co., Athol, Mass

HACK SAW BLADES
E. C. Atkins & Co., Hamilton, Ont.
Clemson Bros., Inc., Hamilton, Ont.
Diamond Saw & Stamping Works, Buffalo, N.Y.
Goodell-Pratt Co., Greenfield, Mass.
Henry Disston & Sons, Ltd., Toronto.
Millers Falls Company, Millers Falls, Mass.
Smith & Hemenway Co., Inc., Irvington, N. J.

HACK SAW FRAMES
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Brown & Sharpe Mfg. Co., Providence, R. I.
Henry Disston & Sons, Limited, Toronto.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
L. S. Starrett Co., Athol, Mass.

HACK SAW MACHINES
Diamond Saw & Stamping Works, Buffalo, N. Y.
Goodell-Pratt Co., Greenfield, Mass.

HAME CHAINS
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.

HAMMERS
Canada Foundries & Forgings, Brockville, Ont.
The Peck, Stow & Wilcox Co., Southington, Conn.
Stanley Works, New Britain, Conn.
Vaughan & Bushnell, Chicago, Ill.
The Warren Tool & Forge Co., Warren, Ohio.

HAND DRILLS
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.

HANDLES
J. H. Still Mfg. Co., St. Thomas, Ont.

HANDLES, CHEST AND DRAWER
Burgess-Norton Mfg. Co., Geneva, Ill.
The Brainerd Mfg. Co., East Rochester, N. Y.
N. Slater Co., Limited, Hamilton, Ont.
Taylor-Forbes & Co., Limited, Guelph, Ont.

HANDLES, DOOR
The Toronto Lock Mfg. Co., Toronto.

HANDLES, CRANK, BALANCE, MACHINE
J. H. Williams & Co., Ltd., St. Catharines, Ont.

HAND PULLS
North Bros., Mfg. Co., Philadelphia, Pa.

HAND TAPS
Greenfield Tap and Die Corp.

HANGERS, BARN DOOR
Canada Steel Goods Co., Ltd., Hamilton, Ont.
Beatty Bros., Ltd., Fergus, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
N. Slater Ltd., Hamilton, Ont.
Taylor-Forbes & Co., Limited, Guelph, Ont.
The Toronto Lock Mfg. Co., Toronto.

HANGERS, DOOR
Beatty Bros., Ltd., Fergus, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Canada Steel Goods Co., Hamilton, Ont.
F. E. Myers & Bro., Ashland, Ohio.
N. Slater Co., Limited, Hamilton, Ont.
Taylor-Forbes & Co., Limited, Guelph, Ont.
The Stanley Works, New Britain, Conn.

HANGERS, DOOR AND TRACK
Beatty Bros., Ltd., Fergus, Ont.
Canada Steel Goods Co., Hamilton, Ont.
N. Slater Limited, Hamilton, Ont.

HANGERS, STORM, SASH AND SCREEN
The Stanley Works, New Britain, Conn.

HARDWARE, DOOR
The Hamilton Stove & Heater Co., Hamilton.
Taylor-Forbes & Co., Limited, Guelph, Ont.

HARDWARE, BARN DOOR
Beatty Bros., Limited, Fergus, Ont.

HARDWARE, FINISHING
Taylor-Forbes & Co., Limited, Guelph, Ont.

HARDWARE SPECIALTIES
The Brainerd Mfg. Co., East Rochester, N.Y.
Burgess-Norton Mfg. Co., Geneva, Ill.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Can. Forgings & Forgings, Ltd., Brockville, Ont.
Chicago Spring Butt Co., Chicago, Ill.
Landers, Frary & Clark, New Britain, Conn.
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.
N. Slater Co., Limited, Stratford, Ont.
Stratford Brass Co., Ltd., Stratford, Ont.
Taylor-Forbes Co., Guelph, Ont.

HARDWARE STORE FITTINGS
Stratford Brass Co., Ltd., Stratford, Ont.

HARNESS HARDWARE
Sanderson Pearcy & Co., Limited, Toronto, Ont.
The Niagara Metal Stamping Corporation, Niagara
Samuel Trees & Co., Ltd., Toronto.

HATCHETS
Burgess-Norton Mfg. Co., Geneva, Ill.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Marble Arms & Mfg. Co., Gladstone, Mich.
The Peck, Stow & Wilcox Co., Southington, Conn.

HASPS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Brainerd Mfg. Co., East Rochester, N.Y.
Canada Steel Goods Co., Hamilton, Ont.
The Toronto Lock Mfg. Co., Toronto, Ont.

HAWKS, ALUMINUM
Empire Level Mfg. Co., Milwaukee, Wis.

HEADLIGHT, GLASS
Hobbs Mfg. Co., Montreal, Que.
The Ontario Plate Glass, Ltd., Hamilton, Ont.

HEATERS
Anthes Foundry, Ltd., Winnipeg, Man.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
The McClary Mfg. Co., Ltd., London, Ont.
Jas. Morrison Brass Mfg. Co., Ltd., Toronto, Ont.
O-Rib-O Mfg. Co., Winnipeg, Man.
The Perfection Stove Co., Ltd., Sarnia, Ont.
Jas. Stewart Mfg. Co., Ltd., Woodstock, Ont.
Sheet Metal Products, Ltd., Toronto.

HEATERS, AUTO
Chicago Flexible Shaft Co., Chicago, Ill.

HEATERS, ELECTRIC
Canadian Westinghouse Co., Limited, Hamilton, Ont.
Landers, Frary & Clarke, New Britain, Conn.
The National Electric Heating Co., Ltd., Toronto.
The Renfrew Electric Products Ltd., Renfrew, Ont.

HEAVY HARDWARE SPECIALTIES
Burgess-Norton Mfg. Co., Geneva, Ill.

HEELS AND SOLES, RUBBER
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Ltd., Toronto.

HINGES, BOX AND REFRIGERATOR
The Brainerd Mfg. Co., East Rochester, N.Y.

HINGES, ORNAMENTAL
The Lawson Mfg. Co., Chicago, Ill.
The Stanley Works, New Britain, Conn.

HOOKS, HAT AND COAT
The Brainerd Mfg. Co., East Rochester, N.Y.
Jas. Cartland & Sons, Ltd., Birmingham, Eng.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Taylor-Forbes Co., Limited, Guelph, Ont.

HINGES, SPRING
Chicago Spring Butt Co., Chicago, Ill.
The Lawson Mfg. Co., Chicago, Ill.
Taylor-Forbes Co., Guelph, Ont.
The Toronto Lock Mfg. Co., Toronto.

HINGES, STRAP AND TEE
Canada Steel Goods Co., Hamilton, Can.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
N. Slater Co., Limited, Hamilton, Ont.

HOCKEY STICKS
Hall-Zryd Foundry Co., Limited, Hespeler, Ont.
The St. Marys Wood Specialty Co., Ltd., St. Marys
J. H. Still Mfg. Co., St. Thomas.

HOES
The Warren Tool & Forge Co., Warren, Ohio.

HOISTS
Manitoba Steel & Iron Co., Winnipeg, Man.

HOIST HOOKS
Williams & Co., J. H., Brooklyn, N.Y.

HOLLOW WARE
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Landers, Frary & Clark, New Britain, Conn.

HORSE BLANKETS AND HORSE COVERS
The Woods Mfg. Co., Ltd., Ottawa, Ont.

HORSE SLINGERS
Collins Mfg. Co., Toronto.

HONES, RAZOR
The Carborundum Co., Niagara Falls, N.Y.
The Canadian Hart Products Ltd., Hamilton, Ont.

HOOKS, FISH
Allcock, Laight & Westwood Co., Toronto, Ont.

HORSE SHOES
Wilkinson & Kompass, Hamilton.

HORSE SHOE PADS
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

HOSE CLAMPS
The Ontario Lantern & Lamp Co., Ltd., Hamilton.

HOSE, FITTINGS AND SUPPLIES
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Caverhill, Learmont & Co., Montreal.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.
United Brassfounders & Engineers, Limited, Manchester, Eng.

HOSE MENDERS
The Ontario Lantern & Lamp Co., Ltd., Hamilton.

HOT AIR REGISTERS
Barton Netting Co., Limited, Windsor, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Jas. Stewart Mfg. Co., Woodstock, Ont.

HOUSEHOLD APPLIANCES
Canadian Westinghouse Co., Limited, Hamilton, Ont.

HOUSEHOLD PAILS
Wm. Cane & Sons, Hamilton, Ont.
E. B. Eddy Co., Hull, Que.

ICE CREAM FREEZERS
Wm. Cane & Sons, Co., Ltd., Newmarket, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
North Bros. Mfg. Co., Philadelphia, Pa.

INCUBATORS
Collins Mfg. Co., Toronto.

INDICATORS, SPEED
Brown & Sharpe Mfg. Co., Providence, R.I.
Henry Disston & Sons, Limited, Toronto.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

INDURATED WARE
E. B. Eddy Co., Ltd., Hull, Que.

INJECTORS, AUTOMATIC
Jas. Morrison Brass Mfg. Co., Toronto, Ont.
United Brassfounders & Engineers, Limited, Manchester, Eng.

INSTRUMENTS OF PRECISION
Brown & Sharpe Mfg. Co., Provdence, R.I.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

INSURANCE
The Canadian Hardware & Implement Underwriters, Winnipeg, Man.

IRON, MERCHANTS BAR
London Rolling Mill Co., Ltd., The, London, Ont.

IRON, CORRUGATED
Canada Metal Co., Toronto.

IRON HANDLES
Can. Foundries & Forgings, Ltd., Brockville, Ont.

IRON AND STEEL BARS
Caverhill, Learmont & Co., Montreal, Que.
A. C. Leslie & Co., Ltd., Montreal.
The Steel Co., of Canada, Ltd., Hamilton, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Nova Scotia Steel Co., New Glasgow, N.S.

IRON, BAR
London Rolling Mill Co., Ltd., The, London, Ont.

IRONS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

IRONS, ELECTRIC
The Canadian Westinghouse Co., Ltd., Hamilton, Ont.
The National Electric Heating Co., Ltd., Toronto.
The Renfrew Electric Products Ltd., Renfrew, Ont.

IRONING BOARDS
The Stratford Mfg. Co., Stratford, Ont.

IRONING MACHINES, ELECTRIC
Altorfer Bros., Peoria, Ill.
The Hurley Machine Co., Limited, Toronto.

IRON FOR STAYBOLTS
London Rolling Mill Co., Ltd., The, London, Ont.

IRONWORK, BUILDERS'
The Dennis Wire & Iron Works, Ltd., London.

JACK PLANES
Stanley Works, New Britain, Conn.

JACK SCREWS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Millers Falls Company, Millers Falls, Mass.

JAPANS
Boston Varnish Co., Everett Stn., Boston, Mass.
Sanderson Pearcy & Co., Limited, Toronto, Ont
The Sherwin-Williams Co., Ltd., Montreal, Que.

JARS, FRUIT
The Dominion Glass Co., Ltd., Montreal, Que.
Walter Woods & Co., Hamilton, Ont.

KETTLES
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Thos. Davidson, Mfg. Co., Ltd., Montreal.
The Wentworth Mfg. Co., Limited, Hamilton, Ont.

KEYHOLE SAWS
E. C. Atkins & Co., Hamilton, Ont.
Bridgeport Hardware Co., Bridgeport, Conn.

KITCHEN WARE
Thos. Davidson Mfg. Co., Ltd., Montreal.
J. H. Hanson Co., Limited, Montreal, Que.
The McClary Mfg. Co., London, Ont.
Sheet Metal Products Co., Toronto.

KNIVES, BEET
E. C. Atkins & Co., Hamilton, Ont.

KNIVES, CORN
E. C. Atkins & Co., Hamilton, Ont.

KNIVES, CUTTING
Landers, Frary & Clark, New Britain, Conn.

KNIFE CLEANER
The Vono Co., Dudley Port, Staffs, Eng.

KNIVES, MACHINE
E. C. Atkins & Co., Hamilton, Ont.

KNIVES, POCKET AND TABLE
Geo. Butler & Co., Ltd., Sheffield, Eng.
G. L. Cohoon, Montreal.
Thos. Ellin & Co., Limited, Sheffield, Eng.
Jonathan Crookes & Son, Ltd., Ltd., Sheffield, Eng.
James Hutton & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
F. W. Lamplough & Co., Montreal, Que.
Whites Limited, Collingwood, Ont.
Wiebusch & Hilger, New York.
Marples & Co., Sheffield, England.
T. E. Rowbotham & Son, Sheffield, England.

KNIVES, SPORTSMEN'S
Marble Arms & Mfg. Co., Gladstone, Mich.

KNIVES, PUTTY
Brideport Mfg. Co., Bridgeport, Conn.
Sanderson Pearcy & Co., Limited, Toronto, Ont.

KNOBS, DRAWER
The Brainerd Mfg. Co., East Rochester, N.Y.

KNOCKERS, DOOR
The Toronto Lock Mfg. Co., Toronto.

LADDERS, STEP, EXTENSION, STORE, ETC.
Beatty Bros., Ltd., Fergus, Ont.
N. Slater Co., Ltd., Hamilton, Ont.
The Stratford Mfg. Co., Stratford, Ont.

LAMPS, NITROGEN AND TUNGSTEN
The Canadian Tungsten Lamp Co., Hamilton, Ont.

TRADE MARK

Roofing and Building Papers That Continually Boost Your Store

Building Papers, Tarred Felt, Sheathings and Tar Products, and Wrapping Paper of all kinds that give service in use, reflecting credit on the dealer and inspiring confidence in all the lines he sells—that's the McArthur line.

Drop us a line for an interesting little booklet on Roofing Materials. It will tell you of each one of our lines—reasons why they sell, and serve the consumer so that you hold his future trade.

We cannot tell of all the lines here, but, for instance, "Black Diamond" Tarred Felt is pure wool tarred roofing felt, from selected woollen rags saturated with pure coal tar, producing the most durable roofing felt possible to make.

Ask for Literature

Alex. McArthur & Co., Ltd.

Established 1879

82 McGill Street Montreal, Canada

NAILS WIRE BALE TIES

WIRE HOOPS FOR KEGS *and* BARRELS

STRAIGHTENED RODS COPPERED AND TINNED WIRE

The quality of our product is highly commended

THE GRAHAM NAIL WORKS

Operated by the CANADA METAL CO., Ltd.

TORONTO

G. W. METALS

are superior

Manufacturers of the famous

XXXX NICKEL SPECIAL No. 1 R.R. BABBITT METALS

SOLDERS PIG and CALKING LEAD

Made in Canada

Write or Wire Your Enquiries

Great Western Smelting & Refining Co.

Vancouver, B. C.

Wm. M. Gordon & Co., Winnipeg, Man.

A. G. Low Co., Saskatoon, Sask.

Altering Your Store?

THE BEST PG IN GLASS

Then write us for our illustrated catalog showing our complete lines. It contains many helpful ideas for retailers in every kind of business.

GLASS

For Every Building Purpose

SHELVES

DISPLAY COUNTERS

MIRRORS

SHEET AND FANCY ART GLASS

ZOURI

Safety Set

Metal Store Front Construction

This catalog will be sent free to every reader of this paper. Drop us a post card to-day asking for it.

THE CONSOLIDATED PLATE GLASS CO OF CANADA LIMITED

WINNIPEG TORONTO MONTREAL

The British office of HARDWARE AND METAL is located at the office of the MacLean Publishing Co. of Great Britain, Limited, 88 Fleet Street, London, E.C., E. J. Dodd, director.

THE BUYERS' GUIDE

LAMP BLACK
L. Martin Co., New York, N.Y.
A. Ramsay & Son Co., Montreal.

LAMP BURNERS
The Ontario Lantern & Lamp Co., Ltd., Hamilton.

LAMP CHIMNEYS
Walter Woods & Co., Hamilton.

LAMPS AND LANTERNS, GASOLINE
The Coleman Lamp Co., Limited, Toronto.
National Stamping & Electric Wks., Chicago, Ill.

LAMPS, LANTERNS, ELECTRIC, HAND
Canadian National Carbon Co., Toronto.
National Stamping & Electric Wks., Chicago, Ill.
The Ontario Lantern & Lamp Co., Hamilton, Ont.

LAMPS, ELECTRIC
Canadian Westinghouse Co., Limited, Hamilton.
The Ontario Lantern & Lamp Co., Hamilton, Ont.

LAMPS AND LANTERNS, GASOLINE AND KEROSENE
The Coleman Lamp Co., Limited, Toronto.
National Stamping & Electric Works, Chicago.
The Ontario Lantern & Lamp Co., Ltd., Hamilton.

LANTERNS OIL
Thos. Davidson Mfg. Co., Montreal.
The Ontario Lantern & Lamp Co., Ltd., Hamilton.
E. T. Wright & Co., Limited, Hamilton, Ont.

LATCHES
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Gendron Mfg. Co., Ltd., Toronto.
Taylor-Forbes Co., Limited, Guelph, Ont.
The Toronto Lock Mfg. Co., Toronto, Ont.

LATH METAL
Pedlar People, Ltd., Oshawa, Ont.

LATHE DOGS, DROP FORGED
J. H. Williams & Co., St. Catharines, Ont.

LATHE DOGS
J. H. Williams & Co., St. Catharines, Ont.

LAWN MOWERS
Can. Foundries & Forgings, Ltd., Brockville.
The Eureka Planter Co., Ltd., Woodstock, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.
Whites Limited, Collingwood, Ont.

LAWN SEATS
The Stratford Mfg. Co., Stratford, Ont.

LAWN SPRINKLERS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
United Brassfounders & Engineers, Limited, Manchester, Eng.

LAWN SWINGS
The Stratford Mfg. Co., Stratford, Ont.

LEAD, BLACK
John Oakey & Sons, London, Eng.

LEAD, CALKING AND PIG
The Canada Metal Co., Limited, Toronto, Ont.
The Great Western Smelting & Refining Co., Vancouver, B.C.

LEAD PENCILS
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.

LEAD SHEETS AND PIPE
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
A. C. Leslie & Co., Montreal.

LEAD TRAPS AND BENDS
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.

LEAD WASHERS
Canada Metal Co., Ltd., Toronto.

LENS
The Ontario Plate Glass, Ltd., Hamilton, Ont.

LETTERS AND FIGURES, EMBOSSED
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.
The Toronto Lock Mfg. Co., Toronto.

LEVELS
Campbell Agencies, Toronto.
Henry Disston & Sons, Limited, Toronto.
Empire Level Mfg. Co., Milwaukee, Wis.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
J. Sand & Sons, Detroit, Mich.
Stanley Rule & Level Co., New Britain, Conn.
L. S. Starrett Co., Athol, Mass.
Whites Limited, Collingwood, Ont.

LEVELS, ALUMINUM
Campbell Agencies, Toronto.
Empire Level Mfg. Co., Milwaukee, Wis.
Goodell Pratt Co., Greenfield, Mass.
J. Sand & Sons, Detroit, Mich.

LEVELS, MASONS
Henry Disston & Sons, Limited, Toronto.
Empire Level Mfg. Co., Milwaukee, Wis.

LINES, WIRE, CLOTHES
Walter Woods & Co., Hamilton.
Western Wire & Nail Co., London.

LINOLEUM, PLAIN AND PRINTED
The Dominion Oilcloth & Linoleum Co., Ltd., Montreal, Que.

LINOLEUMS, BATTLESHIP
The Dominion Oilcloth & Linoleum Co., Limited, Montreal, Que.

LINOLEUM RUGS
The Dominion Oilcloth & Linoleum Co., Limited, Montreal, Que.

LINOLEUM FINISHES
Boston Varnish Co., Everett Stn., Boston, Mass.

LINSEED OIL
Brandram-Henderson, Montreal.
The Canada Paint Co., Limited, Winnipeg, Man.
Dominion Linseed Oil Co., Baden and Toronto.
R. C. Jamieson & Co., Ltd., Montreal.
Ontario Oil & Turpentine Co., Ltd., Toronto.
Prairie City Oil Co., Winnipeg, Man.
A. Ramsay & Son Co., Montreal.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
The Sherwin-Williams Co., Ltd., Montreal, Que.

LOCKS
The Belleville Hardware & Lock Mfg. Co., Belleville, Ont.
The Hamilton Stove & Heater Co., Hamilton, Ont.
The National Machinery & Supply Co., Limited, Hamilton, Ont.
The Toronto Lock Mfg. Co., Toronto.

LOCK WASHER EQUIPMENT
Sleeper & Hartley, Inc., Worcester, Mass.

LOCKERS
Canada Wire & Iron Goods Co., Hamilton, Ont.
Dennis Wire & Iron Works Co., Ltd., London, Ont.

LOCOMOTIVE TOOLS
J. H. Williams & Co., St. Catharines, Ont.

LUMBER TOOLS
Thos. Pink & Co., Pembroke, Ont.
T. F. Shurly Co., Ltd., St. Catharines, Ont.

MACHINES, DOUBLE CUTTING
E. C. Atkins & Co., Hamilton, Ont.

MACHINISTS' TOOLS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
J. H. Williams & Co., St. Catharines, Ont.

MALLEABLE IRON CASTINGS
The Gurney Foundry Co., Ltd., Toronto.
The International Malleable Iron Co., Ltd., Guelph, Ont.

MANTLES
The Barton Netting Co., Ltd., Windsor, Ont.
Thomas Lewis Arnett, Souris, Man.

MANGLES, CLOTHES
Taylor-Forbes Co., Limited, Guelph, Ont.

MANTLES, GAS
R. M. Moore & Co., Ltd., Vancouver, B.C.

MAULS
The Warren Tool & Forge Co., Warren, Ohio.

MATCHES
E. B. Eddy Co., Hull, Que.

MATTOCKS
The Warren Tool & Forge Co., Warren, Ohio.

MATS AND MATTING, RUBBER
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Ltd., Toronto, Ont.

MAULS
Can. Foundries & Forgings, Ltd., Brockville, Ont.

MEAT CHOPPERS
Landers, Frary & Clark, New Britain, Conn.

MECHANICAL RUBBER PRODUCTS
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

METAL BOXES AND DRAWERS
Cameron & Co., Toronto, Ont.

METAL CUTTING SAWS
Clemson Bros., Inc., Hamilton, Ont.

METAL SAWS, POWER
Clemson Bros., Inc., Hamilton, Ont.

METALS, HEAVY AND SHELF
Henry Rogers, Sons & Co., Ltd., Wolverhampton, Eng.

METAL STAMPINGS
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.

METALS, EXPANDED, INGOT, SHEET, TUBE, ETC.
Canada Metal Co., Toronto, Ont.
Hoyt Metal Co., Toronto, Ont.
A. C. Leslie & Co., Montreal, Que.
United Brassfounders & Engineers, Limited, Manchester, Eng.

METAL SPECIALTIES
Burgess-Norton Mfg. Co., Geneva, Ill.
Hamilton Stamp & Stencil Wks., Hamilton, Ont.
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.
O-Rib-O Mfg. Co., Winnipeg, Man.

METAL STORE AND FRONT CONSTRUCTION
The Consolidated Plate Glass Co. of Canada, Limited, Toronto.

MENDERS, GRANITEWARE, POT AND PAN
Collette Mfg. Co., Collingwood, Ont.
H. Nagle Co., Montreal, Que.

MICA
Mica Co. of Canada, Ltd., Hull, Que.

MICROMETERS
Brown & Sharpe Mfg. Co., Providence, R.I.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

MILK CANS
Thos. Davidson Mfg. Co., Ltd., Montreal.
The McClary Mfg. Co., London, Ont.
Sheet Metal Products, Ltd., Toronto.

MILK PAILS
E. B. Eddy Co., Ltd., Hull, Que.

MILLBOARD
E. B. Eddy Co., Ltd., Hull, Que.

MIRRORS
Hobbs Mfg. Co., Montreal, Que.
Ontario Plate Glass, Ltd., Hamilton, Ont.
The Regina Plate Glass Co., Ltd., Regina, Sask.
Saskatchewan Glass & Supply Co., Ltd., Moose Jaw, Saskatchewan.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
Toronto Plate Glass Importing Co., Toronto.

MITRE BOXES
E. C. Atkins & Co., Hamilton, Ont.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
Stanley Works, New Britain, Conn.

MITRE BOX SAWS
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto.

MOLASSES GATES
Can. Foundries & Forgings, Ltd., Brockville, Ont.

MOPS
Can. Foundries & Forgings, Ltd., Brockville, Ont.

MOTOR CARS
Ford Motor Co. of Canada, Ltd., Ford, Ont.

NAIL MACHINERY
Sleeper & Hartly, Inc., Worcester, Mass.

NAILS, WIRE AND CUT
Caverhill, Learmont & Co., Montreal.
Canada Metal Co., Ltd., Toronto.
The Graham Nail Works, Toronto.
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Western Wire & Nail Co., London, Ont.
Whites Limited, Collingwood, Ont.

NAIL PULLERS
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Millers Falls Company, Millers Falls, Mass.
Smith & Hemenway Co., Inc., Irvington, N.J.

NAME PLATE TRANSFERS
Canada Decalcomania Co., Ltd., Toronto.
Parmenter & Bulloch, Gananoque, Ont.
The Western Wire & Nail Co., London, Ont.

NITROGEN LAMPS
The Canadian Tungsten Lamp Co., Ltd., Hamilton.

NUTS, THUMB
J. H. Williams & Co., Brooklyn, N.Y.

OILCLOTH BINDER
The Metal Weatherstrip Co., Ottawa, Ont.

OILCLOTH, FLOOR AND STAIR
The Dominion Oilcloth & Linoleum Co., Ltd., Montreal.

OILCLOTH, RUGS, FLOOR
The Dominion Oilcloth & Linoleum Co., Limited, Montreal, Que.

OIL CANS
Cannon Oiler Co., Keithsburg, Ill.

OIL, COAL
Imperial Oil Co., Ltd., Toronto.

OILS, CYLINDER
J. H. Ashdown Co., Ltd., Winnipeg, Man.
Canadian Oil Co., Toronto, Ont.
Imperial Oil Co., Ltd., Toronto.
The North Star Oil & Refining Co., Limited, Winnipeg, Man.
The Prairie City Oil Co., Ltd., Winnipeg, Man.

OIL CAKE AND MEAL
Dominion Linseed Oil Co., Toronto.
Sherwin Williams Co., Winnipeg.

OIL HOLE COVERS
Canadian Winkley Co., Windsor.

OIL, MOTOR, ROAD, HARNESS, NEATSFOOT, SEPARATOR AND GAS ENGINE
The Commercial Oil Co., Ltd., Hamilton, Ont.
Imperial Oil, Ltd., Toronto.
The North Star Oil & Refining Co., Limited, Winnipeg, Man.
Canadian Oil Co., Winnipeg.
The Prairie City Oil Co., Winnipeg.

OIL STONES
The Canadian Hart Products, Ltd., Hamilton, Ont.

OIL STOVES
Thos. Davidson Mfg. Co., Detroit, Mich.
The McClary Mfg. Co., Ltd., London, Ont.
The Perfection Stove Co., Ltd., Sarnia, Ont.
Sheet Metal Products, Ltd., Toronto.

OIL STORAGE AND DISTRIBUTING SYSTEMS
S. F. Bowser Company, Ltd., Toronto, Ont.

OIL TANKS AND PUMPS
S. F. Bowser Company, Ltd., Toronto, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.

OILERS
Cannon Oiler Co., Keithsburg, Ill.
Thos. Davidson Mfg. Co., Ltd., Montreal.

ORNAMENTAL FENCE
Atlas Iron, Wire & General Metal Works, Toronto.
Banwell Hoxie Wire Fence Co., Ltd., Hamilton.

ORNAMENTAL IRON AND WIRE WORK
Canada Wire & Iron Goods Co., Hamilton, Ont.
Dennis Wire and Iron Works, London, Ont.

PACKINGS
Wm. J. Brown, Montreal, Que.
Consumers Cordage Co., Montreal and Halifax.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Ltd., Toronto.
Jenkins Bros., Ltd., Montreal.

PACKING RUBBER
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Co., Ltd., Toronto.

PADS FOR HORSES
American Pad and Textile Co., Chatham.
The Burlington Windsor Blanket Co., Ltd., Toronto.

PADLOCKS
C. O. Clark & Bro., Montreal, Que.

PAINT, COLD WATER
The Deco-Tint Co., Montreal, Que.

PAINT, READY-MIXED, HOUSE, BARN, ROOF, FLAT WALL, CONCRETE, FLOOR, CEMENT, ALUMINUM, MARINE AND DECK
The Barrett Co., Ltd.
The Brandram-Henderson, Ltd., Montreal.
Canada Paint Co., Montreal.
The Flint Varnish & Color Works of Canada, Limited, Montreal, Que.
The Garland Co., Cleveland, Ohio.
The Glidden Co., Ltd., Toronto.
Imperial Varnish & Color Co., Ltd., Montreal.
S. C. Johnson & Sons, Inc., Brantford, Ont.
Lowe Bros., Ltd., Toronto, Ont.
Martin-Senour Co., Ltd., Montreal.
McArthur-Irwin, Ltd., Montreal.
Benjamin Moore & Co., Toronto.
The Ottawa Paint Works, Ltd., Ottawa, Ont.
A. Ramsay & Son Co., Montreal.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
Sherwin-Williams Co., Montreal.
G. F. Stephens & Co., Ltd., Winnipeg.

PAINT BRUSHES
The Boeckh Company, Ltd., Toronto.
Meakins & Sons, Hamilton.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
T. S. Simms & Co., Ltd., Fairville, St. John.

PAINT AND VARNISH REMOVER
Brandram-Henderson, Ltd., Montreal, Que.
Canada Paint Co., Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal.
[illegible] Ltd., Toronto, Ont.
Martin-Senour Co., Ltd., Montreal, Que.

THE BUYERS' GUIDE

Sanderson Pearcy & Co., Limited, Toronto, Ont.
Sherwin-Williams Co., Montreal.
A. Ramsay & Son Co., Montreal.

PAINT, OIL, STORAGE AND HANDLING SYSTEMS
S. F. Bowser Company, Ltd., Toronto, Can.

PARIS GREEN
Canada Paint Co., Montreal.
McArthur-Irwin, Ltd., Montreal.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
Sherwin-Williams Co., Montreal.

PAPER BAGS
Walter Woods & Co., Hamilton.

PASSAGE CLOTH
The Dominion Oilcloth & Linoleum Co., Limited, Montreal, Que.

PAILS
Thos. Davidson Mfg. Co., Ltd., Montreal.

PAILS, HOUSEHOLD
Sheet Metal Products, Ltd., Toronto, Ont.

PAILS, WOODEN
Wm. Cane & Sons Co., Ltd., Hull, Que.

PAILS, GALVANIZED AND TIN
Sheet Metal Products, Ltd., Toronto.
The Steel Trough & Machine Co., Ltd., Tweed.

PERCOLATORS, COFFEE
Landers, Frary & Clark, New Britain, Conn.

PETROLEUM FAUCETS
Landers, Frary & Clark, New Britain, Conn.

PHOSPHOR TIN AND COPPER
The Hoyt Metal Co., Limited, Toronto.
United Brassfounders & Engineers, Limited, Manchester, Eng.

PICKS
The Warren Tool & Forge Co., Warren, Ohio.

PICK HANDLES
J. H. Still Mfg. Co., St. Thomas, Ont.

PIG IRON
A. C. Leslie & Co., Ltd., Montreal.
Nova Scotia Steel Co., New Glasgow, N.S.
Steel Co. of Canada, Ltd., Hamilton.

PINS, ESCUTCHEON
Parmenter & Bulloch, Gananoque.

PIPE, ACID RESISTING
The Hoyt Metal Co., Ltd., Toronto, Ont.

PIPE CUTTERS (STAND)
Trimont Mfg. Co., Roxbury (Boston, Mass).

PIPE CLEANERS
PIPE STOCKS AND DIES
Greenfield Tap & Die Corporation, Galt, Ont.

PIPE, BLACK AND GALVANIZED
American Rolling Mills, Middleton, Ohio.
Canada Metal Co., Toronto.
Caverhill, Learmont & Co., Montreal.
The Jas. Morrison Brass Mfg. Co., Ltd., Toronto.
Thos. Davidson Mfg. Co., Ltd., Montreal.

PIPE FITTINGS
The International Malleable Iron Co., Ltd., Guelph.
Fittings, Limited, Oshawa, Ont.

PIPE, GALVANIZED CONDUCTOR
Thos. Davidson Mfg. Co., Ltd., Montreal.
Wheeler & Bain, Toronto.

PIPE, LEAD
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

PIPE, RAIN WATER CONDUCTOR
Canada Metal Co., Toronto.

PIPE, STOVE AND FURNACE
Collins Mfg. Co., Toronto.

PISTON PINS
Burgess-Norton Mfg. Co., Geneva, Ill.

PISTON ROD PACKING
Dunlop Tire & Rubber Co., Ltd., Toronto.

PISTON AND VALVE PACKINGS
The Barrett Co., Ltd.

PISTOLS
Savage Arms Corpn., Utica, N.Y.

PLANES
Caverhill, Learmont & Co., Montreal.
Stanley Rule & Level Co., New Britain, Conn.
Whites, Limited, Collingwood, Ont.

PLANTERS, CORN
The Eureka Planter Co., Woodstock, Ont.

PLIERS
A. G. and A. L. Brown & Co., Montreal, Que.
Matthias Klein & Sons, Chicago, Ill.
F. W. Lamplough & Co., Montreal, Que.
The Peck, Stow & Wilcox Co., Southington, Conn.

PLIERS, CUTTING
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
F. W. Lamplough & Co., Montreal, Que.

PLIERS, COMBINATION
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Can. Foundries & Forgings, Ltd., Brockville.
Goodell-Pratt Co., Greenfield, Mass.

PLUGS, RUBBER
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
The Chamberlain Desolvo Co., Toronto.

PLUMBERS' SUPPLIES, RUBBER
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

PLUMBERS' TOOLS
The Jas. Morrison Brass Mfg. Co., Ltd., Toronto.
J. H. Williams & Co., Ltd., St. Catharines, Ont.

POLISHES, AUTO AND FURNITURE
Channell Limited, Toronto, Ont.
Home Products, Ltd., Hamilton, Ont.

POLISHING HEADS
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.

POLISHES, KNIFE
Jas. Oakey & Sons, Ltd., London, England.

POLISHES, METAL
The Deco-Tint Co., Montreal, Que.
Home Products, Ltd., Hamilton, Ont.

POSTS, ANGLE IRON
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.

POSTS, FENCE, STEEL
Burlington Steel Co., Ltd., Hamilton, Ont.

POST HOLE DIGGERS
Can. Foundries & Forgings Ltd., Brockville, Ont.
Canada Wire & Iron Goods Co., Hamilton, Ont.

POULTRY EQUIPMENT
The Collins Mfg. Co., Toronto, Ont.

POULTRY NETTING
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
A. C. Leslie & Co., Ltd., Montreal.

POULTRY LEG BANDS
Rideau Specialty Co., Smiths Falls, Ont.

POWDER, SMOKELESS
E. I. du Pont de Nemours & Co., Wilmington, Del.

PRISMS, SIDEWALK
Hobbs Mfg. Co., Montreal, Que.

PRUNING SHEARS
Adcock & Brewer, Ltd., Montreal.
The Peck, Stow & Wilcox Co., Southington, Conn.

PULLS, DRAWER
Taylor-Forbes Co., Limited, Guelph, Ont.

PUSH AND PULL PLATES
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.
The Toronto Lock Mfg. Co., Toronto.

PULLEYS, CLOTHES
The Katie Foundry Co., Galt, Ont.

PUMPING SYSTEMS, AUTOMATIC
The Westco Pumps Ltd., Toronto.

PUMPS
Beatty Bros., Ltd., Fergus.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
R. McDougall Co., Ltd., Galt.
F. E. Meyers & Bro., Ashland, Ohio.
United Brassfounders & Engineers, Limited, Manchester, Eng.
The Westco Pumps Ltd., Toronto.

PUMP, HAND AND POWER, FOR PAINTS, OILS, OIL AND GASOLINE
S. F. Bowser Company, Ltd., Toronto, Can.

PUMPS, CURB, FOR OIL AND GASOLINE
S. F. Bowser Company, Ltd., Toronto, Can.

PUMPS, SELF-MEASURING
S. F. Bowser Company, Ltd., Toronto, Can.

PUMPS, SEMI-ROTARY
Can. Foundries & Forgings, Ltd., Brockville, Ont
United Brassfounders & Engineers, Limited, Manchester, Eng.

PUMPS, GASOLINE
S. F. Bowser Company, Ltd., Toronto, Can.

PUMP OILERS
Cannon Oiler Co., Keithsburg, Ill.

PUNCHES, CENTRE DRIVE, ETC.
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Mayhew Steel Products, Inc., New York.
Stanley Works, New Britain, Conn.

PUNCHES, BELT
E. C. Atkins & Co., Hamilton, Ont.

PUNCHES, TICKET
Bridgeport Hdwe. Mfg. Co.,, Bridgeport, Conn.

PUTTY
Brandram-Henderson, Montreal.
R. C. Jamieson & Co., Ltd., Montreal.
Canada Paint Co., Montreal.
Benjamin Moore & Co., Ltd., Toronto.
A. Ramsay & Son Co., Montreal.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
G. F. Stephens & Co., Ltd., Winnipeg.
Sherwin-Williams Co., Montreal.

PULLEYS
The Aero Mfg. Co., Ltd., Sherbrooke, Que.
Can. Foundries and Forgings, Ltd., Brockville, Ont

QUOITS
Can. Foundries and Forgings, Ltd., Brockville, Ont.

RACKS, HAY
Can. Foundries and Forgings, Ltd., Brockville, Ont.

RADIATORS, AUTO
The North Star Oil & Refining Co., Limited, Winnipeg, Man.

RADIATOR VALVES
Jenkins Bros., Ltd., Montreal.
United Brassfounders & Engineers, Limited, Manchester, Eng.

RAILROAD TRACK TOOLS
The Warren Tool & Forge Co., Warren, Ohio.

RAILROAD SUPPLIES, RUBBER
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.

RAKES
Shurly-Dietrich Co., Ltd., Galt, Ont.

RAZORS
Auto-Strop Safety Razor Co., Toronto, Ont.
Geo. Butler & Co., Ltd., Sheffield, Eng.
Campbell Agencies, Toronto, Ont.
The Canadian Sales Co., Toronto.
Caverhill, Learmont & Co., Montreal.
G. L. Cohoon, Montreal.
Thos. Ellin & Co., Limited, Sheffield, Eng.
Geneva Cutlery Co., Geneva, N.Y.
James Hutton & Co., Montreal.
Gillette Safety Razor Co., Ltd., Montreal.
F. W. Lamplough & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.
The Mab Co., Birmingham and Sheffield, Eng.
A. Macfarlane & Co., Limited, Montreal, Que.
Marples & Co., Sheffield, Eng.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
Wiebusch & Hilger, New York.

RATCHET DRILLS
Goodell-Pratt Co., Greenfield, Mass.

REAMERS
Millers Falls Company, Millers Falls, Mass.
Butterfield & Co., Rock Island, Que.
Taylor-Forbes Co., Ltd., Guelph, Ont.

RECIPROCATING DRILLS
Goodell-Pratt Co., Greenfield, Mass.

REFRIGERATORS
Thos. Davidson Mfg. Co., Ltd., Montreal.
Sanderson-Harold Co., Ltd., Paris, Ont.

REELS, FISHING
Allcock, Laight & Westwood Co., Toronto, Ont.

REGISTERS, (HOT AIR)
Canada Foundries & Forgings, Brockville.
Jas. Stewart Mfg. Co., Woodstock, Ont.

RIFLES
The Fraser Co., Agents B.S.A., Montreal, Que.
The Remington U.M.C. Co., Windsor, Ont.

RIVETS
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man
Parmenter-Bulloch Co., Gananoque, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

RIVET BURRS
The Union Iron & Metal Co., Ltd., Toronto.

ROBES, SLEEPING
The Woods Mfg. Co., Ltd., Ottawa, Ont.

ROD ENDS
J. H. Williams & Co., St. Catharines, Ont.

RODS, PISTON AND PUMP
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

RODS, RADIUS FORD
Burgess-Norton Mfg. Co., Geneva, Ill.

RODS, STRAIGHTENED
The Graham Nail Works, Toronto.

ROOFING CEMENT AND PAINT
The Barrett Co., Ltd.
Geo. W. Reed & Co., Ltd., Montreal, Que.
D. J. Ladd & Co., Winnipeg, Man.

ROOFING, METAL
Pedlar People, Ltd., Oshawa, Ont.

ROOFING, READY
The Barrett Co., Ltd.
The Brantford Roofing Co., Ltd., Brantford, Ont.
D. J. Ladd & Co., Winnipeg, Man.
Geo. W. Reed & Co., Ltd., Montreal, Que.
The Ruberoid Co., Ltd., Montreal.
Alex. McArthur & Co., Montreal, Que.

ROOFING, RUBBER
The Barrett Co., Ltd.
Geo. W. Reed & Co., Ltd., Montreal, Que.

ROPE
Doon Twines, Ltd., Kitchener, Ont.
Plymouth Cordage Co., Welland, Ont., and Plymouth, Mass.
Consumers Cordage Co., Montreal, Que.
Independent Cordage Co., Toronto, Ont.

ROPE, WIRE
Canada Wire & Iron Goods Co., Hamilton, Ont.

ROSIN
Ontario Oil & Turpentine Co., Ltd., Toronto, Ont.
Sanderson Pearcy & Co., Limited, Toronto, Ont.

RUBBER SHEET, VULCANIZED
Wm. J. Brown, Montreal, Que.

RUBBER PRODUCTS
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Gutta Percha & Rubber, Ltd., Toronto.

RULES
Brown & Sharpe Mfg. Co., Providence, R.I.
Goodell-Pratt Co., Greenfield, Mass.
The Lufkin Rule Co., Windsor, Ont.
The Stanley Rule & Level Co., New Britain, Conn.
L. S. Starrett Co., Athol, Mass.

RULES, STEEL, STRAIGHT AND FOLDING
RULES, FOLDING BOXWOOD
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.
The Stanley Rule & Level Co., New Britain, Conn.

RULES, SPRING JOINT
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

RULES, BOARD AND LOG
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.
The Stanley Rule & Level Co., New Britain, Conn.

SADDLERY HARDWARE
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.

SAFETY RAZORS
Auto-Strop Safety Razor Co., Toronto, Ont.
The Gillette Safety Razor Co., Limited, Montreal.
Sanderson Pearcy & Co., Limited, Toronto, Ont.

SAFES
J. J. Taylor Limited, Toronto.
Goldie & McCulloch Ltd., Galt, Ont.

SASH WEIGHTS
Canadian Die Casting Co., Ltd., Montreal, Que.

SAWS, BUCK
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto.

SAWS, CROSSCUT AND BAND
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto.
T. F. Shurly Co., Ltd.,, St. Catharines.
Shurly-Dietrich Co., Ltd., Galt, Ont.

SAWSET
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto.
Taylor-Forbes Co., Limited, Guelph, Ont.

SAWS, COMPASS
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto.

THE BUYERS' GUIDE

SAWS, COPING
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto.
Millers Falls Company, Millers Falls, Mass.

SAWS, BUTCHERS' AND KITCHEN
E. C. Atkins & Co., Hamilton, Ont.
Burgess-Norton Mfg. Co., Geneva, Ill.
Henry Disston & Sons, Limited. Toronto.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
Shurly-Dietrich Co., Ltd., Galt, Ont.

SAWS, HAND AND CIRCULAR
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto.
T. F. Shurly Co., Ltd., St. Catharines, Ont.
Shurley-Dietrich Co., Ltd., Galt, Ont.

SAW BLADES, HACK
E. C. Atkins & Co., Hamilton, Ont.
Clemson Bros., Inc., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto.
Millers Falls Company, Millers Falls, Mass.

SAW FRAMES, HACK
E. C. Atkins & Co., Hamilton, Ont.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.

SAW GUARDS
E. C. Atkins & Co., Hamilton, Ont.

SAWS, HACK
E. C. Atkins & Co., Hamilton, Ont.
Clemson Bros., Inc., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto.
Goodell-Pratt Co., Greenfield, Mass.
The Millers Falls Co., Millers Falls, Mass.

SAW MACHINES, HACK
E. C. Atkins & Co., Hamilton, Ont.
Clemson Bros., Inc., Hamilton, Ont.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.

SAWS, METAL CUTTING
Clemson Bros., Inc., Hamilton, Ont.

SAWS, KEYHOLE
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto.

SCISSORS
The Acme Shear Co., Bridgeport, Conn.
Thos. Ellin & Co., Ltd., Sheffield, Eng.
Landers, Frary & Clarke, New Britain, Conn.
Marples & Co., Sheffield, England.
R. S. Mitchell, Sheffield, England.
Wiebusch & Hilger, New York.

SCALES
Braun & Bonnick, Ltd., Toronto, Ont.
Burrow, Stewart & Milne Co., Limited, Hamilton.
Landers, Frary & Clark, New Britain, Conn.

SCALES, MACHINISTS
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

SCREWS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

SCREWS, THUMB
J. H. Williams & Co., Ltd., St. Catharines, Ont.

SCREENS
Canada Wire & Iron Goods Co., Hamilton.

SCREEN DOORS
The Kasement Skrene Dore Co., Toronto.
N. Slater Co., Limited, Hamilton, Ont.
Sanderson-Harold Co., Ltd., Paris, Ont.

SCREEN WINDOWS
The Kasement Skrene Dore Co., Toronto.
Sanderson-Harold Co., Ltd., Paris, Ont.

SCREENS, WELL
Edward E. Johnson Inc., St. Paul, Minn.

SCREW DRIVERS
The Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Burgess-Norton Mfg. Co., Geneva, Ill.
Millers Falls Company, Millers Falls, Mass.

SCREW MACHINES
Stratford Brass Co., Ltd., Stratford, Ont.

SCYTHESTONES
The Cleveland Stone Co., Cleveland, Ohio.

SEALERS
The Dominion Glass Co., Ltd., Montreal, Que.

SEATS
Canadian Veneering Co., Acton Vale, Que.

SEWING MACHINES, ELECTRIC AND MOTORS
Canadian Westinghouse Co., Limited, Hamilton, Ont.

SHARPENERS, KNIFE
The Canadian Hart Products Ltd., Hamilton, Ont.

SHEARS
The Acme Shear Co., Bridgeport, Conn.
R. Heinisch Sons Works, Newark, N.J.
Landers, Frary & Clark, New Britain, Conn.
Wiebusch & Hilger, New York.
J. Wiss & Sons, Inc., Newark, N.J.

SHEARING MACHINES, SHEEP
Flexible Shaft Co., Ltd., Toronto, Ont.

SHEATHING
The Barrett Co., Ltd.
D. J. Ladd & Co., Winnipeg, Man.

SHEETING
Alex. McArthur & Co., Montreal, Que.

SHEETS, GALVANIZED AND BLACK
American Rolling Mills, Middleton, Ohio.
A. C. Leslie & Co., Montreal, Que.
Dominion Sheet Metal Co., Hamilton.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

SHEET METAL PRODUCTS
Sheet Metal Products Co., Toronto.
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.

SHELVING
Thomas Lewis Arnett, Souris, Man.

SHINGLES, STEEL
Pedlar People Ltd., Oshawa, Ont.

SHOP BARRELS
The Steel Trough & Machine Co., Ltd., Tweed, Ont.

SHOW CASES
Cameron & Co., Toronto.
Thomas Lewis Arnett, Souris, Man.

SICKLES
Wiebusch & Hilger, Ltd., New York, N.Y.

SIDING, METAL
Pedlar People, Ltd., Oshawa, Ont.

SIGHTS, GUN AND RIFLE
Marble Arms & Mfg. Co., Gladstone, Mich.

SIGNS, STREET
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.

SILVERWARE
Caverhill, Learmont & Co., Montreal, Que.
Can. Wm. A. Rogers Co., Ltd., Toronto.
Fenton Bros., Ltd., Sheffield, England.
Oneida Community, Ltd., Niagara Falls, Ont.
Messrs. Wm. Rogers and His Son, Niagara Falls, Ont.

SILVER-PLATED WARE
Oneida Community, Ltd., Niagara Falls, Ont.
Sanderson Pearcy & Co., Limited, Toronto, Ont.

SINKS
Can. Foundries & Forgings, Ltd., Brockville, Ont.

SKI
The Northland Ski Mfg. Co., St. Paul, Minn.

SKI ACCESSORIES, BINDINGS, WAX AND POLES
The Northland Ski Mfg. Co., St. Paul, Minn.

SKATES
Canada Cycle & Motor Co., Ltd., Weston, Ont.

SLEDGES, BLACKSMITH, COAL, STONE
Can. Foundries & Forgings, Ltd., Brockville.
Warren Forge & Tool Co., Warren, Ohio.

SNAPS, HARNESS
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.

SNIPS (TINNERS')
A. S. & A. L. Brown Co., Montreal, Que.
Wiebusch & Hilger, New York.
The Peck, Stow & Wilcox Co., Southington, Conn.
J. Wiss & Sons, Inc., Newark, N. J.

SNOW SHOES
The Northland Ski Mfg. Co., St. Paul, Minn.

SNOWSHOE HARNESS
The Northland Ski Mfg. Co., St. Paul, Minn.

SOCKETS, WIRE ROPE
J. H. Williams & Co., Ltd., St. Catharines, Ont.

SOCKETS AND SLEEVES
The Keystone Manufacturing Co., Buffalo, N.Y.

SOLDER
Canada Metal Co., Toronto.
Great Western Smelting & Refining Co., Ltd., Vancouver, B. C.
Hoyt Metal Co., Toronto.
Geo. W. Reed, Montreal.

SOLDERING PASTE
Canada Metal Co., Toronto.
The Hoyt Metal Co., Toronto.

SOLDERALL
Thos. Davidson Mfg. Co., Ltd., Montreal.

SOLES, HALF
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

SOAP DISHES
Landers, Frary & Clark, New Britain, Conn.

SPARK PLUGS
Canada Cycle & Motor Co., Ltd., Weston, Ont.
The Canadian National Carbon Co., Ltd., Toronto.
Champion Spark Plug Co., Windsor, Ont.
The Eclipse Mfg. Co., Indianapolis, Ind.
Hyslop Bros., Toronto.

SPANNERS
J. H. Williams & Co., Ltd., St. Catharines, Ont.

SPICE TUBS
E. B. Eddy Co., Ltd., Hull, Que.

SPIDERS
Can. Foundries & Forgings, Ltd., Brockville, Ont.

SPOKE SHAVES
E. C. Atkins & Co., Hamilton, Ont.
Millers Falls Company, Millers Falls, Mass.
Stanley Works, New Britain, Conn.

SPORTSMEN'S SPECIALTIES
The Marble Arms & Mfg. Co., Gladstone, Mich.

SPRAYERS
Canadian Potato Machinery Co., Ltd., Galt, Ont.
Collins Mfg. Co., Toronto.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Eureka Planter Co., Woodstock.
The New Perfection Sprayer Co., Galt, Ont.
Spramotor Co., London, Ont.
United Brassfounders & Engineers, Limited, Manchester, Eng.

SPRINGS
B. J. Coghlin Co., Ltd., Montreal, Que.

SPRING AND WIRE COILING MACHINERY
Sleeper & Hartly, Inc., Worcester, Mass.

SPRINGS, WINDMILL
Burgess-Norton Mfg. Co., Geneva, Ill.

SPRING DIES
Greenfield Tap & Die Corporation, Galt, Ont.

SQUARES
The Peck, Stow & Wilcox Co., Southington, Conn.

STABLE FITTINGS
Beatty Bros., Fergus, Ont.
Can. Foundries & Forgings, Brockville.

STAINS
The Barrett Co., Ltd.,
Brandram-Henderson, Montreal.
Canada Paint Co., Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal, Que.
The Flint Varnish & Color Works of Canada, Limited, Montreal, Que.
Lowe Bros., Ltd., Toronto.
Martin-Senour Co., Ltd., Montreal.
McArthur-Irwin, Ltd., Montreal.
Benjamin Moore & Co., Ltd., Toronto.
The Ottawa Paint Works, Ltd., Ottawa, Ont.
A. Ramsay & Sons Co., Montreal.
Sanderson Pearcy & Co., Ltd., Toronto
Sherwin-Williams Co., Montreal.
G. F. Stephens & Co., Winnipeg.
Sturgeons, Ltd., Toronto.

STAINS, STRAW HAT
The Deco-Tint Co., Montreal, Que.
Sanderson Pearcy & Co., Limited, Toronto, Ont.

STAMPINGS
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.

STAPLES
Canada Steel Goods Co., Hamilton.
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Western Wire & Nail Co., London.

STEAMERS AND BOILERS
Thos. Davidson Mfg. Co., Ltd., Montreal.

STEEL, REINFORCING
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
London Rolling Mill Co., London, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

STEEL BARS FOR REINFORCEMENT, ALL SHAPES
Burlington Products Limited, Hamilton, Ont.

STEEL STRIP
Dominion Sheet Metal Co.,, Ltd., Hamilton.

STEEL LOCKERS AND SHELVING
Dennis Wire & Iron Works, London, Ont.

STEEL, MILD, SLEIGH SHOE, TIRE
London Rolling Mill Co., London, Ont.
Manitoba Steel & Iron Co., Winnipeg, Man.

STEEL BANDS
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

STENCILS AND INK
Hamilton Stamp & Stencil Co., Hamilton.

STOOLS
The Steel Trough & Machine Co., Ltd., Tweed, Ont.

STONES, SHARPENING
The Western Hardware Mfg. Co., Milwaukee, Wis.

STORE FIXTURES
Cameron & Co., Toronto.
Thomas Lewis Arnett, Winnipeg.

STORE FRONT CONSTRUCTION, METAL
Hobbs Mfg. Co., Montreal, Que.

STOVES AND RANGES
Beach Foundry Co., Ltd., Ottawa, Ont.
Burrow, Stewart & Milne Co., Ltd., Hamilton, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Empire Stove & Furnace Co., Ltd., Owen Sound, Ontario.
Findlay Bros. Co., Ltd., Carleton Place, Ont.
The Enterprise Foundry Co., Ltd., Sackville, N.B
The Galt Stove & Furnace Co., Ltd., Galt, Ont.
Hall-Zryd Foundry Co., Ltd., Hespeler, Ont.
The Hamilton Stove & Heater Co., Hamilton, Ont
The McClary Mfg. Co., Ltd., London, Ont.
Jas. Stewart Mfg. Co., Ltd., Woodstock.

STOVES, ELECTRIC
Canadian Westinghouse Co., Limited.
The McClary Mfg. Co., London, Ont.
National Electric Heating Co., Ltd., Toronto, Ont.
Renfrew Electric Products, Ltd., Renfrew, Ont.

STOVES, OIL
The McClary Mfg. Co., London, Ont.

STOVES, GAS, COAL AND WOOD
Burrow, Stewart & Milne Co., Ltd., Hamilton.
The McClary Mfg. Co., Ltd., London, Ont.

STOVES, GASOLINE
National Stamping & Electric Works, Chicago.

STOVE PIPE
Collins Mfg. Co., Toronto.
The McClary Mfg. Co., London, Ont.
O-Rib-O Mfg. Co., Winnipeg, Man.
Thos. Davidson Mfg. Co., Ltd., Montreal.

STRETCHERS, WIRE
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
Burgess-Norton Mfg. Co., Geneva, Ill.

SWEAT PADS
American Pad & Textile Co., Chatham.

SWITCH AND RECEPTACLE PLATES (FLUSH TYPE)
Ontario Lantern & Lamp Co., Ltd., Hamilton, Ont.

SWIVELS, HOOK
J. H. Williams & Co., Ltd., St. Catharines, Ont.

TACKS
The Dominion Tack & Nail Co., Ltd., Galt, Ont.

TANKS, CISTERN
Beatty Bros., Ltd., Fergus, Ont.

TANKS, GALVANIZED STEEL
Beatty Bros., Ltd., Fergus, Ont.

TANKS FOR PAINT OILS, OIL, GASOLINE, KEROSENE, ETC.
S. F. Bowser Company, Ltd., Toronto, Ont.

TANKS AND PUMPS, LUBRICATING OIL STORAGE
S. F. Bowser Company, Ltd., Toronto, Ont.

TANKS, WOOD
Beatty Bros., Ltd., Fergus, Ont.

TAPS
Butterfield & Co., Rock Island, Que.
Wells Bros. Co. of Canada, Galt, Ont.

TAP HOLDERS
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.

TAPPING ATTACHMENTS
Wells Bros. of Canada, Galt.

THE BUYERS' GUIDE

TAPE, RUBBER FRICTION
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

TAPES, MEASURING, STEEL AND WOOD
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

TAPES, MEASURING
Brown & Sharpe Mfg. Co., Providence, R. I.
Caverhill, Learmont & Co., Montreal.
L. S. Starrett Co., Athol, Mass.

TAPES, POCKET
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.
L. S. Starrett Co., Athol, Mass.

TARPAULIN
The Woods Mfg. Co., Ltd., Ottawa, Ont.

TEA POTS AND URNS, TEA BALL
Landers, Frary & Clark, New Britain, Conn.

TENTS
The Woods Mfg. Co., Ltd., Ottawa, Ont.

THERMOS BOTTLES
The Thermos Bottle Co., Ltd., Toronto.

THIMBLES, SMOKE PIPE
Can. Foundries & Forgings, Ltd., Brockville, Ont.

TILING, WALLS AND FLOOR
Barton Netting Co., Windsor, Ont.

TILING, RUBBER
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Co., Ltd., Toronto.

TINSMITHS' MACHINERY
Brown-Boggs Co., Hamilton, Ont.

TINWARE
Sheet Metal Products, Ltd., Toronto.

TIN PLATE
O-Rib-O Mfg. Co., Winnipeg, Man.

TIRES AND TUBES, AUTOMOBILE, MOTOR TRUCK AND BICYCLE
Ames, Holden McCready, Limited, Montreal.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.
Hurtubise, Ltd., Montreal, Que.
Hyslop Bros., Toronto, Ont.

TIES, WALL AND VENEER
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.

TIRE COVERS
American Pad & Textile Co., Ltd., Chatham, Ont.

TIRE PATCH
The Air-Tite Mfg. Co., St. Thomas, Ont.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

TIRES AND TUBES, AUTOMOBILE, AEROPLANE, BICYCLE, CARRIAGE, MOTORCYCLE AND MOTOR TRUCKS
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Ames, Holden McCready, Ltd., Montreal, Que.

TIRE ACCESSORIES
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

TOBOGGANS
J. H. Hanson Co., Limited, Montreal, Que.
The Northland Ski Mfg. Co., St. Paul, Minn.

TOBOGGAN CUSHIONS AND ACCESSORIES
The Northland Ski Mfg. Co., St. Paul, Minn.

TORCHES
Clayton & Lambert Mfg. Co., Detroit, Mich.
The Detroit Torch & Mfg. Co., Detroit, Mich.

TOOLS, BLACKSMITHS'
Jardine & Co., Ltd., A. B., Hespeler, Ont.
The Warren Tool & Forge Co., Warren, Ohio.

TOOLS, CEMENT
E. C. Atkins & Co., Hamilton, Ont.

TOOLS
Chicago Flexible Shaft Co., Chicago, Ill.
E. J. Coghlin Co., Ltd., Montreal, Que.
Goodell-Pratt Co., Greenfield, Mass.
Jardine & Co., Ltd., A. B., Hespeler, Ont.
Matthias Klein & Sons, Chicago, Ill.
The Millers Falls Co., Millers Falls, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Smith & Hemenway Co., Inc., Irvington, N.J.
The Warren Tool & Forge Co., Warren, Ohio.
Whites Limited, Collingwood, Ont.

TOOLS, HARVEST
Beatty Bros., Ltd., Fergus, Ont.
F. E. Myers & Bro., Ashland, O.

TRANSFER DECALCOMANIA
Canada Decalcomania Co., Ltd., Toronto.

TRANSFER SPECIALTIES
The Union Transit Co., Glasgow, Scotland.

TRAPS, BRASS, IRON, LEAD
Canada Metal Co., Toronto.
The James Morrison Brass Mfg. Co., Ltd., Toronto.
United Brassfounders & Engineers, Limited, Manchester, Eng.

TRAPS, STEAM
The James Morrison Brass Mfg. Co., Ltd., Toronto.

TRAPS, GAME
The Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.
Oneida Community, Ltd., Niagara Falls, Ont.

TOOLS, LOGGING AND LUMBERING
Thos. Pink Co., Ltd., Pembroke, Ont.
The Warren Tool & Forge Co., Warren, Ohio.

TOOL HOLDERS (CUTTERS)
J. H. Williams & Co., Ltd., St. Catharines, Ont.

TOOLS, MACHINISTS'
Brown & Sharpe Mfg. Co., Providence, R.I.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Goodell-Pratt Co., Greenfield, Mass.
A. B. Jardine & Co., Limited, Hespeler, Ont.
L. S. Starrett Co., Athol, Mass.

TOOLS, SMALL
The Quality Tool Works, Montreal, Que.
J. H. Williams & Co., Ltd., St. Catharines, Ont.

TOOLS, TROWEL
E. C. Atkins & Co., Hamilton, Ont.

TOYS
The American Flyer Mfg. Co., Ltd., Chicago, Ill.
Thos. Davidson Mfg. Co., Montreal, Que.
Gendron Mfg. Co., Ltd., Toronto.
J. H. Hanson Co., Limited, Montreal, Que.
S. H. Whyte Co., Ltd., Winnipeg, Man.

TRAINS, TOY
The American Flyer Mfg. Co., Ltd., Chicago, Ill.

TROUGHS
Beatty Bros., Fergus, Ont.

TRAMMEL POINTS
Stanley Works, New Britain, Conn.

TROUGHS, HOG
Beatty Bros., Ltd., Fergus, Ont.

TROWELS
Henry Disston & Sons, Limited, Toronto.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

TRUCKS, MOTOR
The Ford Motor Co. of Canada, Ltd., Ford, Ont.

TRUCKS, WAREHOUSE
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Kribs, Ltd., Wm. A., Hespeler, Ont.

TRY SQUARES
Henry Disston & Sons, Limited, Toronto.
Stanley Works, New Britain, Conn.

TUNGSTEN LAMPS
The Canadian Tungsten Lamp Co., Hamilton, Ont.

TUBS
Wm. Cane & Sons Co., Newmarket, Ont.

TUBES, AUTO, TRUCK AND BICYCLE
Gutta Percha & Rubber Ltd., Toronto.

TUBING, BRASS
The James Morrison Brass Mfg. Co., Ltd., Toronto.

TUBING, RUBBER
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Ltd., Toronto, Ont.

TUNGSTEN LAMPS
The Canadian Tungsten Lamp Co., Ltd., Hamilton.

TURPENTINE
Ontario Oil & Turpentine Co., Ltd., Toronto.

TWINES
Consumers' Cordage Co., Montreal and Halifax.
Doon Twines, Ltd., Kitchener, Ont.
The Sterling Twine Co., Ltd., Walkerton, Ont.
Walter Woods & Co., Hamilton.

VACUUM CLEANERS AND SWEEPERS
Bissell Carpet Sweeper Co., of Canada, Ltd., Niagara Falls, N.Y.
The Hurley Machine Co., Ltd., Toronto.
Landers, Frary & Clark, New Britain, Conn.
The National Electric Heating Co., Ltd., Toronto.

VALVES, ACID RESISTING
Hoyt Metal Co., Toronto, Ont.

VALVES, RADIATOR AND AIR, IRON BODY, COMPOSITION, GLOBE, ANGLE, CHECK
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Jenkins Bros., Ltd., Montreal, Que.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.
United Brassfounders & Engineers, Limited, Manchester, Eng.

VALVES, RUBBER PUMPS
Gutta Percha & Rubber Ltd., Toronto.

VARNISHES, AUTO, COACH, HOUSE, MARINE
Berry Brothers, Walkerville.
Boston Varnish Co., Everett Station, Boston.
Brandram-Henderson, Ltd., Montreal.
Canada Paint Co., Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal.
The Flint Varnish & Color Works of Canada Limited, Montreal, Que.
Glidden Co., Ltd., Toronto, Ont.
Imperial Varnish & Color Co., Ltd., Toronto.
International Varnish Co., Ltd., Montreal.
Lowe Bros., Limited, Toronto.
McArthur Irwin, Montreal, Que.
Martin-Senour Co., Ltd., Montreal.
Benjamin Moore & Co., Ltd., Toronto.
A. Ramsay & Son, Montreal.
Pratt & Lambert, Bridgeport, Ont.
Sanderson, Pearcy & Co., Ltd., Toronto, Ont.
Sherwin-Williams Co., Montreal, Que.
G. F. Stephens & Co., Ltd., Winnipeg.
Wilkinson & Kompass, Hamilton.

VEHICLES, CHILDREN
The Gendron Mfg. Co., Ltd., Toronto, Ont.
The J. H. Hanson Co., Ltd., Montreal, P.Q.
The Woodstock Wagon & Mfg. Co., Ltd., Woodstock.
S. H. Whyte Co., Ltd. Winnipeg, Man.

VENEER SEATS
Canadian Veneering Co., Acton Vale, Que.

VENTILATORS
Wheeler & Bain, Toronto.

VISES
A. G. & A. L. Brown & Co., Montreal, Que.
Caverhill, Learmont & Co., Montreal.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Works, New Britain, Conn.
The Warren Tool & Forge Co., Warren, Ohio.

VISES, CHAIN PIPE, CLAMP, MOUNT
J. H. Williams & Co., Ltd., St. Catharines, Ont.

WAGON HARDWARE
Burgess-Norton Mfg. Co., Geneva, Ill.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
The Stanley Works, New Britain, Conn.

WALL COVERINGS
The Dominion Oilcloth & Linoleum Co., Limited, Montreal, Que.

WALNUT SEATS
Canadian Veneering Co., Acton Vale, Que.

WARMERS, FOOT
Chicago Flexible Shaft Co., Chicago, Ill.

WASHERS
London Rolling Mill Co., Ltd., The, London, Ont.
The Union Iron & Metal Co., Ltd., Toronto.
Wilkinson & Kompass, Hamilton.
Wrought Washer Mfg. Co., The, Milwaukee, Wis.

WASHERS, RUBBER
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

WASHING MACHINES, ELECTRIC, HAND AND POWER
Altorfer Bros., Peoria, Ill.
Appliances Limited, Toronto.
Beatty Bros., Fergus, Ont.
Dowswell, Lees & Co., Hamilton.
W. A. Kribs Co., Limited, Hespeler, Ont.
The Hurley Machine Co., Limited, Toronto, Ont.
Landers, Frary & Clark, New Britain, Conn.
Maxwells, Ltd., St. Marys, Ont.
1900 Washer Co., Toronto, Ont.

WASTE, COTTON
Acme Waste Mfg. Co., Toronto, Ont.
Sanderson, Pearcy & Co., Ltd., Toronto, Ont.
Wilkinson & Kompass, Hamilton.

WASH BOARDS
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
E. B. Eddy Co., Ltd., Hull, Que.

WASH TUBS
E. B. Eddy Co., Ltd., Hull, Que.
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.

WATERPROOF CLOTHING
The Tower Canadian Ltd., Toronto, Ont.

WATER SYSTEMS
The Westco Pumps Ltd., Toronto.

WEATHER STRIPPING
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
The Metal Weatherstrip Co., Ottawa, Ont.

WEDGES
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Warren Tool & Forge Co., Warren, Ohio.

WEEDERS, GARDEN (HAND)
The Eureka Planter Co., Ltd., Woodstock, Ont.
C. S. Norcross & Sons, Bushnell, Ill.

WEIGHTS
Can. Foundries & Forgings, Ltd., Brockville, Ont.

WEIGHTS, HORSE
The Katie Foundry Co., Galt, Ont.

WHEELS, GRINDING
E. C. Atkins & Co., Hamilton, Ont.

WHEELS, WELL
Can. Foundries & Forgings, Ltd., Brockville, Ont.

WHITEWASH OUTFITS
Collins Mfg. Co., Toronto.

WHIFFLETREE HOOKS
The International Malleable Iron Co., Ltd., Guelph, Ont.

WHOLESALE HARDWARE
J. H. Ashdown Hardware Co., Ltd., Winnipeg.
Caverhill, Learmont & Co., Montreal.
The Hobbs Hardware Co. Ltd., London, Ont.
H. S. Howland Sons & Co., Toronto.
Rice Lewis & Sons, Ltd., Toronto.
Whites Limited, Collingwood, Ont.
Jas. Morrison Brass Mfg. Co., Toronto.

WHITE LEAD
Brandram-Henderson, Montreal, Que.
Canada Paint Co., Ltd., Montreal.
Carter White Lead Co., Montreal.
McArthur Irwin, Montreal.
Sanderson, Pearcy & Co., Ltd., Toronto, Ont.

WIND SHIELD GLASS
Hobbs Mfg. Co., Montreal, Que.
The Ontario Plate Glass, Ltd., Hamilton, Ont.
Sanderson, Pearcy & Co., Ltd., Toronto, Ont.

WINDOW WEIGHTS
The Katie Foundry Co., Galt, Ont.

WINDOW FITTINGS
Stanley Davies, Weston, Ont.

WINDOW GUARDS, WIRE
Canada Wire & Iron Goods Co., Hamilton, Ont.

WIPERS
Scythes & Co., Toronto.

WIRE
Canada Wire & Iron Goods Co., Hamilton, Ont.
Caverhill, Learmont & Co., Montreal, Que.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
Laidlaw Bale-Tie Co., Ltd., Hamilton, Ont.
Kasement Skrene Dore Co., Toronto.
The Western Wire & Nail Co., London, Ont.

WIRE, ANNEALED
Banwell-Hoxie Fide Fence Co., Ltd., Hamilton.
The Frost Steel & Wire Co., Ltd., Hamilton.
The Graham Nail Works, Toronto.

WIRE, BRIGHT
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
The Graham Nail Works, Toronto.

WIRE BASKETS, HEAVY
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.

WIRE CLOTH
Canada Wire & Iron Goods Co., Hamilton, Ont.
Kasement Skrene Dore Co., Toronto.

WIRE, COPPERED
The Graham Nail Works, Toronto.

WIRE CUTTERS
Bridgeport Hardware Co., Bridgeport, Conn.

WIRE, HAY
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
The Graham Nail Works, Toronto.

WIRE HOOPS
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Steel Co. of Canada, Ltd., Hamilton.

WIRE DOOR MATS
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.

WIRE, OILED AND ANNEALED
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
The Graham Nail Works, Toronto, Ont.

THE BUYERS' GUIDE

WIRE, TINNED
The Graham Nail Works, Toronto.

WIREWORK OF ALL KINDS
Canada Wire & Iron Goods Co., Hamilton, Ont.
Dennis Wire & Iron Works Co., Ltd., London, Ont.
The McDonald Wire Goods Co., Drummondville, Que.

WIRE WHEELS
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

WIREWORKING MACHINERY
Sleeper & Hartly, Inc., Worcester, Mass.

WIRE WINDOW SCREENS
Atlas Iron, Wire & General Metal Works, Toronto.

WOODENWARE
The Brett Mfg. Co., Winnipeg, Man.

WRAPPING PAPER
Alex. McArthur & Co., Montreal, Que.
Walter Woods & Co., Hamilton, Ont.

WRECKING BARS, CARPENTERS'
The Warren Tool & Forge Co., Warren, Ohio.

WRENCHES AND ACCESSORIES
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Caverhill, Learmont & Co., Montreal.
Edgar C. Guthard Co., Chicago, Ill.
Goodell-Pratt Co., Greenfield, N.Y.
Keystone Mfg. Co., Buffalo, N.Y.
Will B. Lane, Chicago, Ill.
The Peck, Stow & Wilcox Co., Southington, Conn.
The Star Mfg. Co., Carpentersville, Ill.
Trimont Mfg. Co., Roxbury, Mass.

WRENCHES, ADJUSTABLE "S"
The Keystone Manufacturing Co., Buffalo, N.Y.

WRENCHES, ALLIGATOR
Bridgeport Hardware Co., Bridgeport, Conn.

WRENCHES, RATCHET
Brown & Sharpe Mfg. Co., Providence, R. I.
L. S. Starrett Co., Athol, Mass.
J. H. Williams & Co., Ltd., St. Catharines, Ont.

WRENCHES, PIPE
The Keystone Manufacturing Co., Buffalo, N.Y.

WRINGERS
Beatty Bros., Ltd., Fergus, Ont.

WROUGHT NIPPLES
Jas. Morrison Brass Mfg. Co., Toronto.
J. H. Williams & Co., Ltd., St. Catharines, Ont.
The Union Iron & Metal Co., Ltd., Toronto.

WROUGHT WASHERS
J. H. Williams & Co., Ltd., St. Catharines, Ont.
The Wrought Washer Mfg. Co., Milwaukee, Wis.

WRINGERS, HAND AND POWER
J. H. Connor & Son, Limited, Ottawa, Ont.

WROUGHT COUPLINGS
Wrought Washer Mfg. Co., The, Milwaukee, Wis.

YOKE ENDS
J. H. Williams & Co., St. Catharines, Ont.

ZINC, BAR
Canada Metal Co., Ltd., Toronto.
The Hoyt Metal Co., Toronto.

CARTER'S

Always Recommend

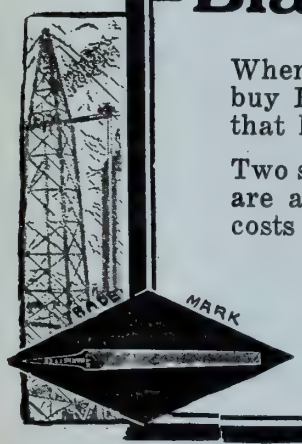
CARTER'S GENUINE DRY RED LEAD

It is worth recommending. A highly oxidized and very finely ground Red Lead that is always pure, always uniform and very economical. The best protection paint for metal work, railway and marine work, steam pipes, etc.

Carter's Genuine Orange Lead, Genuine Dry White Lead and Litharge are of a similar high quality. Write for prices and particulars.

The Carter White Lead Company of Canada, Limited, 91 Delorimier Ave., Montrea

Black Diamond for Cutting



When you buy a file, you buy cutting service. For extra cutting value, buy Black Diamonds. Made since 1863 to a standard of file quality that has won highest honors at expositions and at the bench.

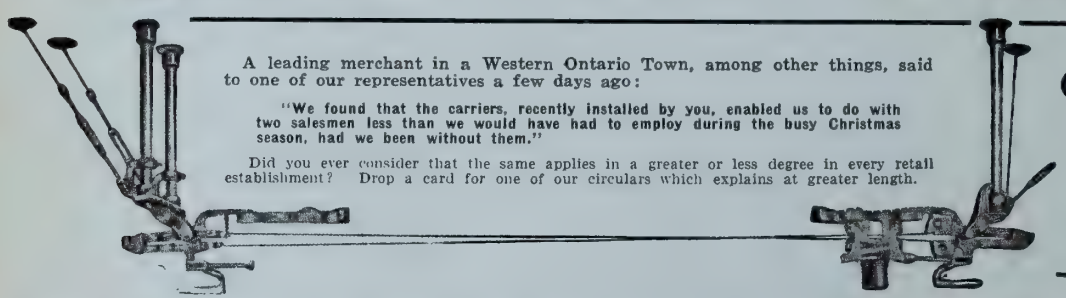
Two simple steps will lead to better filing except where Black Diamonds are already used. Our catalog is free for the asking. A shop trial costs nothing and will show convincing results.

Established 1863

Black Diamond File Works

G.& H. Barnett Company 1078 Frankford Ave. Philadelphia, Pa.
Owned and Operated by Nicholson File Co.





A leading merchant in a Western Ontario Town, among other things, said to one of our representatives a few days ago:

"We found that the carriers, recently installed by you, enabled us to do with two salesmen less than we would have had to employ during the busy Christmas season, had we been without them."

Did you ever consider that the same applies in a greater or less degree in every retail establishment? Drop a card for one of our circulars which explains at greater length.

Gipe-Hazard Store Service Co. Ltd.
113 Sumach St.
TORONTO, ONT.

CROWBARS



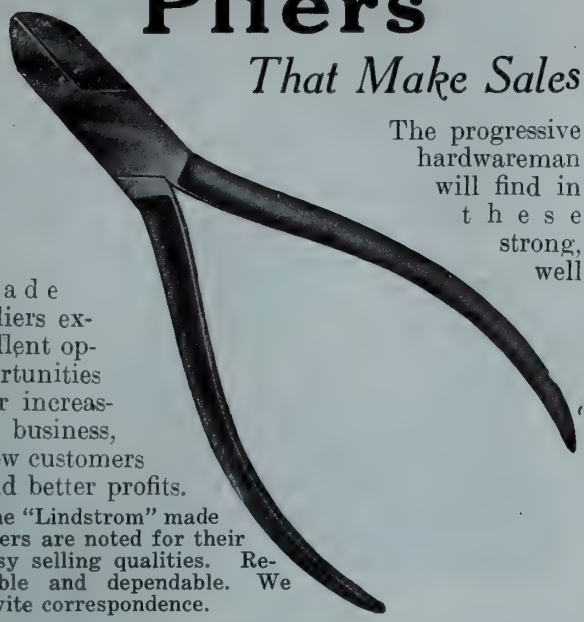
No. 102-A—CHISEL POINT

We offer you bars of High Carbon Steel at the same price as you are buying the Mild Steel Bar elsewhere. Write for price list and catalogue.

B. J. COGHLIN CO., LIMITED, Office and Factory: Ontario Street East, MONTREAL.

Pliers

That Make Sales



The progressive hardwareman will find in these strong, well made pliers excellent opportunities for increased business, new customers and better profits.

The "Lindstrom" made pliers are noted for their easy selling qualities. Reliable and dependable. We invite correspondence.

Canadian Agent:

F. W. Lamplough & Co.

46 St. Alexander St., Montreal

Manufacturer

F. E. Lindstrom

SWEDEN

WHY EXPERIMENT ?

WE DID IT FOR YOU YEARS AGO



IMPERIAL GENUINE



For Heavy Engines and Extraordinary Hard Work

HARRIS HEAVY PRESSURE

THE COPPER COATED CAKE

For Donkey Engines, Saw Carriages, Small Motors, Transmission Line Shafting and all steady heavy pressure duty.



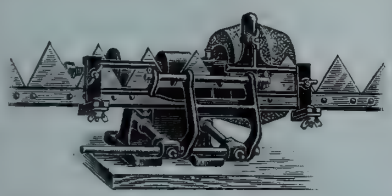
Matchless

Suitable For Slow-Moving Bearings

Write For Prices

THE CANADA METAL CO., LIMITED

TORONTO HAMILTON MONTREAL WINNIPEG VANCOUVER



Bull-Dog Power Grinder

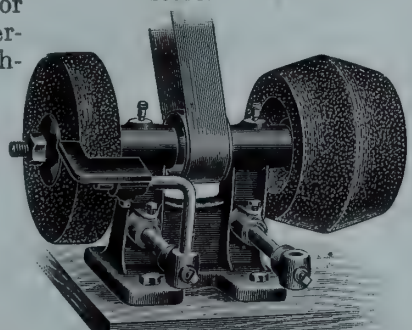
Farm Equipment—A line that sells



Ask Your Jobber

A reliable, dependable and profitable sales maker, that makes satisfied customers, and brings prestige for your store.

Every farm is a prospect for one or more of these service-giving machines.



Western Hardware Mfg. Co.

Milwaukee, Wisconsin



"Phoenix"

Brand Small Tools

These superior tools include Electricians', Regular, Auto, Cabinet, Star, Knob Handles, and Plain, Screw Drivers. The line comprises Cold Chisels, Round Nosed, Oil Groove, Flat Point, Cape and Diamond Point. Other tools are: Indestructible, Tinners' Awls; Ice Picks; Knurled, Cup Point Nail Sets; Octagon Solid Punches; Octagon Centre Punches; Long Taper Punches; Phoenix Cotter Pin Extractors; and Tack Pullers.

Quality Tool Works, Limited

MONTREAL

Made in Canada

Selling Representative (except for Quebec)

RICHARDSON & BUREAU, Montreal, Que.

If interested tear out this page and place with letters to be answered.

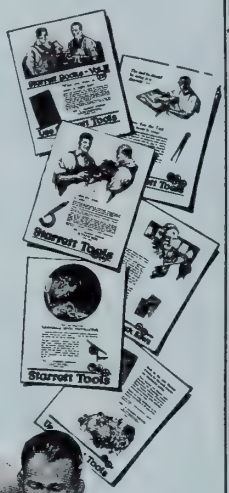
We tell 'em---
You sell 'em!

In the shops and factories and building operations of the country, two generations of America's finest mechanics are teaching the younger men to know Starrett Tools, and to demand them.

And in the publications that mechanics read, Starrett advertising month in and month out steadily hammers home the story of Starrett Tool quality and service.

Starrett Tool advertisements and Starrett Tool users are helping Starrett dealers everywhere to make sales—and more sales.

We tell 'em—you sell 'em. Look over the new Starrett catalog, No. 22 "M. A.," and stock up.



The L. S. Starrett Co.

The World's Greatest Toolmakers

Manufacturers of Hack Saws Unexcelled

ATHOL, MASS.

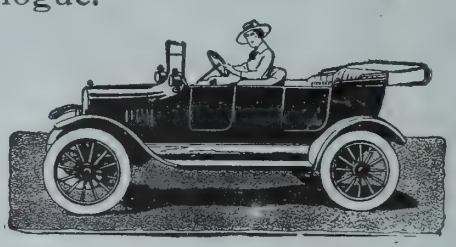


42-166

Sell Starrett Tools

Retailers' Electro Service

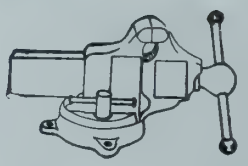
A GOOD ILLUSTRATION is worth 1,000 words. Over 400 hardware electros are shown in a booklet which Hardware and Metal supplies free to its readers. Following electros have been selected at random. Send for complete catalogue.



366



370





330



159







372

399

THE above are a few of HARDWARE AND METAL'S electro assortment, comprising 412 electros of hardware and motor accessory articles, which are available to subscribers at a cost of 30c each, cash with order. Booklet showing complete assortment will be mailed free upon request.

HARDWARE & METAL

Electro Department

143-153 University Avenue

TORONTO, CAN.

If interested tear out this page and place with letters to be answered.



AHM System

Are You Selling Mileage?

Formerly motorists were content to accept any tire with a familiar name, without much thought or care about service.

Now the same men are buying mileage—buying it with the keenest determination to get the last yard of mileage for every cent invested.

Observing dealers quote this fact as the reason for the persistent and growing demand for Ames Holden "Auto-Shoes," which are miles better in performance than ordinary tires.

How many miles better, may be judged from the fact that the bulk of sales are coming in from the districts where road conditions are worst—where a 10,000-mile performance seems unbelievable.

Then the Ames Holden "Auto-Shoe" guarantee appeals to buyers of mileage. It's such absolute protection against defective material or workmanship. It permits adjustments without argument or red tape.

Altogether there are scores of reasons why you should sell Ames Holden "Auto-Shoes"—sell mileage. The best one from your point of view, being the generous policy which takes care of your interests very largely. Let us tell you about it. Write.



AMES HOLDEN
"Grey Sox" and "Red Sox"
TUBES
Are Reliable.

Ames Holden "Auto-Shoes"

CORD AND FABRIC TIRES IN ALL STANDARD SIZES

AMES HOLDEN McCREADY LIMITED

HALIFAX, ST. JOHN, QUEBEC, MONTREAL, OTTAWA, TORONTO, LONDON, REGINA, WINNIPEG, SASKATOON, EDMONTON, CALGARY, VANCOUVER.

OUR GUARANTEE HAS NO TIME OR MILEAGE LIMITS

C-12

If interested tear out this page and place with letters to be answered.

More Speed—A New Gear

for

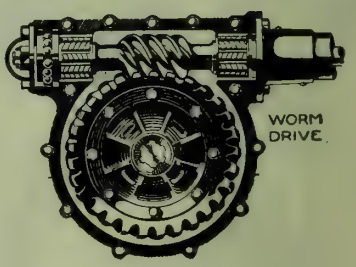
Ford Truck

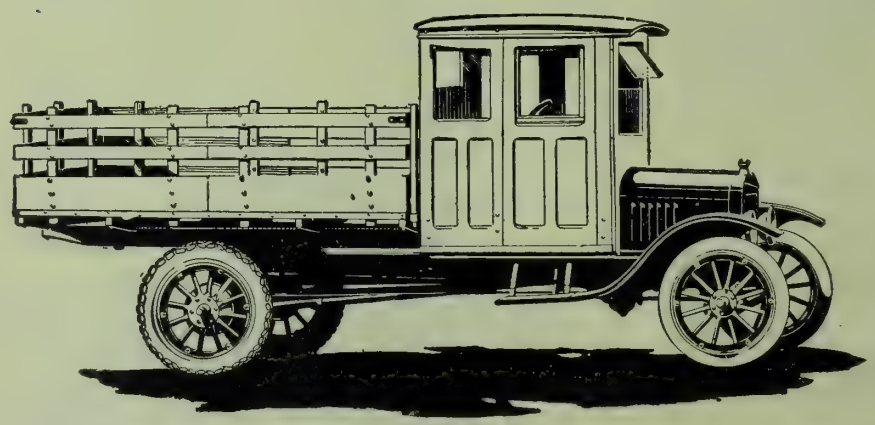
THE 7-1 Standard Worm-Gear used exclusively on the Ford Truck was designed for carrying *heavy loads* under all conditions. It has proved entirely satisfactory.

Experience has shown, however, that owners operating on smooth country roads or city pavements with light bulky loads often desire to operate at a speed of over 15 miles per hour.

To meet this condition we have designed a new gear which permits greater road speed without undue increase of engine speed. Equipped with the new gear your Ford Truck will develop a speed of from 20-25 miles per hour.

The New 5-1 Gear is now optional equipment on all Ford Trucks, or can be obtained from Ford Dealers and Service Stations for Ford Trucks now in operation.





Price $750
(Chassis only)

F.O.B. Ford, Ontario, not including 2% Federal Tax.

Starter and Electric Lighting $100 Extra.

Ford Motor Company of Canada, Limited, Ford, Ontario

56

If interested tear out this page and place with letters to be answered.

GIVE YOUR STORE A GOOD REPUTATION

The tires you sell will reflect on you — either blame or credit. If you recommend the tire that is surprising all motordom with its sensational mileages, you will build a good reputation and a good business.

"Gutta Percha" Tires
(CORD and FABRIC)

The tires that make the garage man and the hardware dealer draw an easy breath every time he installs one, are the "Gutta Percha" Tires. He can say to himself—"That man will be satisfied, I'm certain."

"Gutta Percha" Tubes
Patches, Mats, Blow-Out Patches

satisfy the most exacting in their quality and performance. If you want to Have Satisfaction and to Give Satisfaction, Sell your Customers the "Gutta Percha" Lines.

Gutta Percha & Rubber, Limited

Head Offices and Factory: Toronto

Branches in all Leading Cities of the Dominion.

If interested tear out this page and place with letters to be answered.

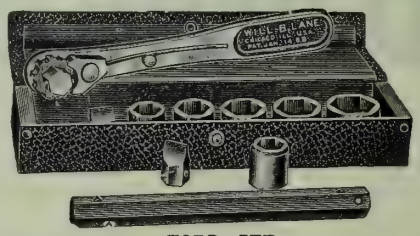
Lane's Handy Auto Ratchet Tools

A popular quick-selling line that interests your customers at once because of their ability to perform tasks where other wrenches fail.

The line comprises the "Standard" and "Ford" Sets of the Lane "Unique" Ratchet Wrench, the Lane "Super-Unique" Ratchet Wrench Set and the "Unique" Off-Set Ratchet Screw Driver.



SUPER-UNIQUE SET


FORD SET


STANDARD SET

All Lane's Ratchet Tools are durable products. Machine-made, sockets turned from Grade "A" cold rolled steel, case hardened, Pawl and Ratchet Wheels milled, handles drop-forged and case hardened.

A line that meets many requirements and presents unusual selling opportunities for the dealer.


OFF-SET RATCHET SCREW DRIVER

Manufactured by

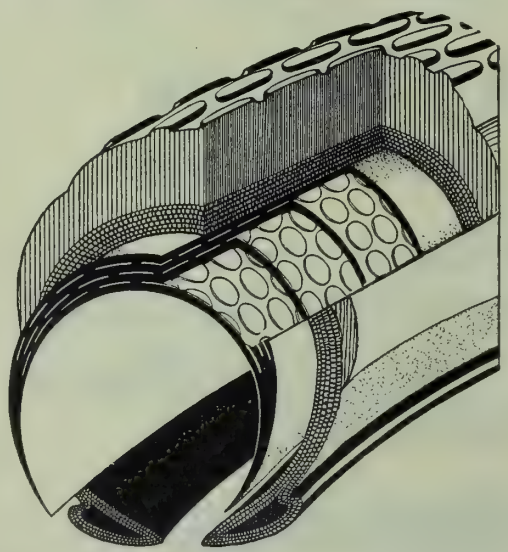
Will B. Lane Unique Tool Co.

180 N. Dearborn St., Chicago, Illinois

ARMOROIDS

(the puncture-proof tire reliner)

STOP PUNCTURES



The Armoroid Company

Factory and Office:
1381 Queen Street East - - Toronto, Canada
Telephone Gerrard 5854
Manufacturers of Armoroids and also Distributors of Guaranteed Tires and Tubes.

Pressed Steel and Brass Grease Cups
Oil Hole Covers and Oil Cups
Spring Shackle Bolts
Brass Pattern Makers' Dowel Pins




"Oil Cup"


"Ratchet"




"D"




"M"

Catalogues and Prices Sent Upon Application

The CANADIAN WINKLEY CO., Ltd.
WINDSOR

If interested tear out this page and place with letters to be answered.



Why Transmission Oil--

Motorists and tractor owners are fast waking up to the fact that where leakage can be prevented **transmission oil is always preferable to grease.**

It is only the oil in grease which actually lubricates. Right there is your big argument for Imperial Polarine Transmission Oil—the **all-oil** transmission and differential lubricant.

The dealer who points this out to his trade renders real service. He builds confidence and satisfaction that helps sell every line he handles. Besides he identifies himself with the campaign of education which is every day swinging his customers around to the use of transmission oil.

Start pushing Imperial Polarine Transmission Oil. Your sales will go up by leaps and bounds. Your margin of profit on every sale will be larger than on ordinary grease, too. Ask the Imperial Oil salesman about it.

Our new booklet, "Automotive Lubrication," is a big dealer help. Write to 56 Church Street, Toronto, for your copy.

CRANK-CASE SERVICE
WE SELL IMPERIAL Polarine

Imperial Polarine Crank-Case Service stimulates business for the dealer. It attracts new customers and brings more trade from old ones. Take the opportunity to entrench your business solidly. Establish Imperial Polarine Crank-Case Service and advertise the fact to car owners in your community.

IMPERIAL OIL LIMITED

Power—Heat—Light—Lubrication

Branches In All Cities

If interested tear out this page and place with letters to be answered.

Renovating Supplies for Automobiles

This is the season of the year when car owners "dress up" their automobiles for the summer months. The items illustrated below are only a few selected at random from among our varied stock and which car owners require NOW. There are hundreds of good selling lines shown in our 1921 Catalogue which Hardware Dealers can put on their shelves and turn over quickly at an attractive profit.

Rub-R-Tite Top Dressing





This preparation will renew, re-dye and waterproof mohair, imitation leather (pantasote) and rubber tops. It dries very quickly and the material remains pliable and elastic.

No.	Size Tin	Top Material
7559	12-oz.	Dark Mohair.
7560	25-oz.	Dark Mohair
7561	12-oz.	Pantasote and Rubber
7562	25-oz.	Pantasote and Rubber

Type of Top	Price Per Tin
Runabout or small car	$0.85
Large car	1.50
Runabout or small car	.85
Large car	1.50

Leath-R-Like



For imitation leather cushions. Provides a rich, pliable and elastic finish, toughens the fabric and leaves a leather-like surface.

No. 7566—**Price**, 12-oz. tin for runabout and small touring car, **$1.00.**

No. 7567—**Price**, 25-oz. tin for large touring car, **$1.75.**



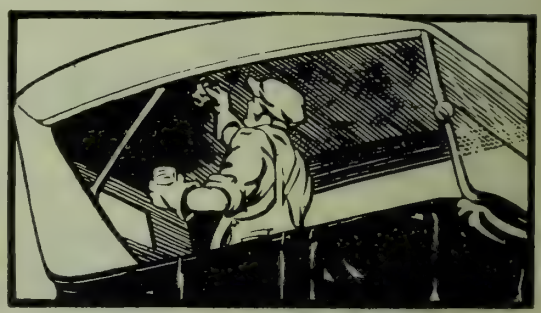
Rub-R-Tight Top Patches



A permanent mend for worn tops. In just a few moments you can apply a waterproof self-cementing, neat, strong, permanent patch. Comes in sheets 12 in. long by 3¼ in. wide. You can cut a section to cover the hole or tear.

No. 7568—**Price**, for mohair tops, per sheet, **50c.**
No. 7569—**Price**, for rubber, pantasote, or leather tops, per sheet, **50c.**

Cov-R-Blak Top Lining Dye



Applied with a sponge, Cov-R-Blak renews the top's lining by re-dyeing it a neat black. It is quick, easy work—no necessity of removing the top. Will cover all spots, stains, streaks and grime. Cov-R-Blak is made only in fast black color. A 12-oz. tin is sufficient for either a roadster or touring car top.

No. 7565—**Price**, 12-oz. tin Cov-R-Blak, **$1.50.**

Never-R-Stitch





For cementing celluloid lights to curtains. Requires no sewing or stitching.
No. 7570—**Price**, 1-oz. tin, **35c.** No. 7571—**Price**, 12-oz. tin, **$3.00.**

Nev-R-Chip Engine Enamel



Furnished in black or gray colors. Air drying, with a strong, lasting finish.
No. 7580—**Price**, 12-oz. Tin Nev-R-Chip Engine Enamel, black, **$1.00.**
No. 7581—**Price**, 12-oz. Tin Nev-R-Chip Engine Enamel, gray, **$1.00.**

If not already supplied with our 1921 Catalogue of Automotive and Garage Equipment, write for a copy, together with Dealers' net Price List

HYSLOP BROTHERS, LIMITED, TORONTO, ONT.

If interested tear out this page and place with letters to be answered.

B. S. A.

No. 4 Sporting Rifles

Lee-Enfield Action
Calibre .303



The B.S.A. Sporting Rifle illustrated has the same action as the famous British Service Rifle which proved so superior in the firing lines of France. In extremely cold weather the bolt always functions, a feature thoroughly appreciated by many veteran hunters where the mercury is well below zero. The Lee-Enfield action is famous for its ability to work smoothly under the worst conditions of mud, dirt or sand.

This sporting model combines the rugged strength of the military arm with the grace and beauty of the purely sporting weapon. The fore-end is shortened and lightened. The small of the stock has been curved into a handsome, comfortable pistol grip, neatly checkered.

Altogether this is a most appealing rifle for the hardwareman with shooting customers who understand and need high-powered rifles.

SPECIFICATIONS:

LENGTH, over all 45 in.—WEIGHT, 7 lb.—BARREL, 25 in. Enfield Rifling—ACTION, Lee-Enfield bolt pattern with safety catch on left side—MAGAZINE, 5 or 10 shot—STOCK, walnut, shot-gun, sporting stock in half pistol grip, checkered—Length from trigger to end of stock 14¼ ins.—SIGHTS, Back 100 yards fixed, folding leaves 200 and 300 yards, tangent leaf 400 to 1,000 yards—Front, bead—All parts strictly interchangeable.

Birmingham Small Arms Co., Ltd., England

FRASER COMPANY

No. 10 Hospital St. **Montreal, Canada**

Production Equipment Company, Union Square, New York

In Stock at Montreal

If interested tear out this page and place with letters to be answered.

"The Spectre"

By Guy Morton

"LONGREEN was not a quibbler.

"'I am sorry, Grimley' — he came straight to the point—'but we are compelled to dispense with your services at the end of the month. Turner's for the past six months has been having a terrible pull. We got overstocked on the rising market and now, with the market falling every day and getting more and more into the customers' hands, we have to retrench or crash. We have chosen to retrench. Every stick of decorative employment is being cut out of the store. . . .'"

What Spectre? The Spectre of Unemployment—a spectre which all too many have encountered during the past few months. If you have not personally encountered this spectre, so graphically described in its causes and consequences by Guy Morton, you may count yourself amongst the fortunate, but there will be no doubt as to your interest in his story. If you have encountered it, nothing can stop you, once you start this story, from reading it to its unusual and constructive conclusion.

It is a great piece of fiction, told by the same author who wrote "Personality Plus" in the March 15th MacLean's.

Review of Reviews

Social Revolution in England — Sir Philip Gibbs
Can Germany Pay?...Stephane Lauzanne
Lighter Side of Diplomacy — Maurice Francis Egan
The African Lung Fish — Scientific American Monthly
Shock Cures Shock.....A Psycho-Analyst
Ten and a Half Dollar Novels — George Moore
Soil Subsidence in England....Daily Mail

Ten Others

"The Drama of Our Great Forests": Life and Love Return— *By Arthur Heming*
This is the seventh installment in Mr. Heming's wonderful account of life in our northern forests and pictures the fascination of real romance in the wilds.

"Have Faith in Our Nationals"— *By Agnes C. Laut*
There is no use always knocking, says Miss Laut. By a constructive policy of immigration and settlement, some of these deficits can be vastly reduced.

"Conversation vs. Closure"— *By J. K. Munro*
Premier Meighen is struggling against great odds to carry through some constructive legislation. According to Mr. Munro, they are really not getting anything done at Ottawa—and he tells how they do it in his masterly, pungent, pithy, witty fashion.

"She Wasn't a 'Type' So She Became a Directress"— *By Edith M. Cuppage*
The story of a B.C. woman who wanted to get into the movies—and got there, despite everything, in the administrative side.

"Heads Million Dollar Corporation"— *By Dorothy G. Bell*
The story of a Canadian girl who went to the States with an idea that she might become a dancer, but has made for herself a niche as head of a million dollar financial corporation.

"Our Own Mediterranean"— *By Elton Johnson*
What's what at the present time in regard to the movement which is on foot to make ocean ports of our Great Lake ports.

"Making Good on Four Ambitions"— *By Sinclair Laird*
The story of W. S. Bullock, a member of the Provincial Legislature of Quebec Province, who did not know his multiplication table at 19 and is now a leading educationalist.

"Pawned"— *By Frank L. Packard*
This masterly story of a triple regeneration is drawing swiftly to its conclusion; John Bruce and Crang meet again at death-grips.

"The Gates of Tien T'ze"— *By Leslie Howard Gordon*
The first "gate' is entitled "The Gate of Wu" and starts off this thrilling, absorbing, melodramatic story with several full pages of gripping adventure.

"The Cage of Iron"— *By William Merriman Rouse*
A story of an old man who thought he could take into his own hands the vengeance which the Creator intended should be left for Himself.

MAY 1st ISSUE 20c.
NOW ON ALL NEWS-STANDS

MACLEAN'S
"CANADA'S NATIONAL MAGAZINE"

If interested tear out this page and place with letters to be answered.





Write for Catalog

Order Northland Skis

Now for Next Season. Prices Are Down

New world's record jump is 229 feet. Made by Henry Hall, February 9, 1921, at Revelstoke, B.C., on Northland Skis.

Northland Ski Mfg. Co.

St. Paul, Minn.

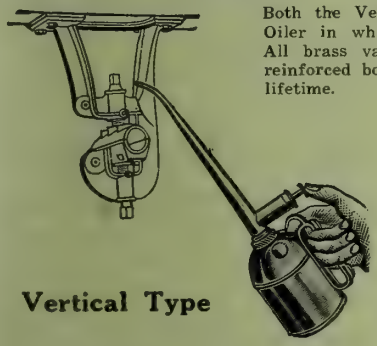


FORSTNER BITS

bore their way right through tough, hard, knotty, cross-grained wood and leave a smooth hole and clean surface. That's performance. THEY DIFFER FROM ALL OTHER BITS, BEING GUIDED BY THE RIM INSTEAD OF THE CENTRE. That's scientific construction. They bore any arc of a circle and can be guided in any direction. That's adaptability. Made for Brace-made Machines. Packed singly; packed in sets That's convenience. And they sell to Wood Workers, Carpenters, Cabinet Makers and others. That's why you should sell them. Order through your jobber to-day.

THE PROGRESSIVE MANUFACTURING CO.
Torrington, Conn., U.S.A.

GENUINE CANNON PUMP OILERS—STANDARD AND AUTOMOTIVE TYPES



Vertical Type

Both the Vertical and Automotive Type GENUINE CANNON PUMP OILER meet a long-felt demand for an Oiler in which the oil is entirely controlled by the operator in whatever position the can may be held. All brass valves, seats and valve springs; heavily reinforced body and bottom construction; will last a lifetime.

Brass, Tin or Copperized.

Size No.	Ca. Pts.	Dia. In.	Spout Lg. Inches
0	1	3½	6
1	1	3	8
2	1½	3½	12
2½....	2	4	12
3	2	4	20

Automotive Type



Brass or Copperized

Size No.	Ca. Pts.	Spout Lg. Inches
A-1	½	5 in.
A-2	½	9 in.
A-3	1	5 in.
A-4	1	9 in.

Patented, Copyrighted, Manufactured only by the

CANNON OILER COMPANY

Main Office, Keithsburg, Illinois, U.S.A.

Branch: Monmouth, Illinois, U.S.A.

ORDER NOW

ASK ANY JOBBER

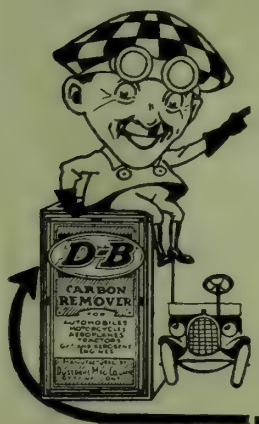
Be Good to Your Customers —and Yourself

(This advertisement tells you how to do both at the same time)

D-B CARBON REMOVER

Saves **your customer** time and money; it cleans a carbonized 4-cylinder engine in 30 minutes, by a chemical process which pulverizes the carbon at the first explosion, and then passes it out through the exhaust. **It does not harm the metal in any way.**

YOU do not take any chances when you sell **D-B Carbon Remover.** First because of its exceptional quality, second—because of our sales plan, which is an absolute guarantee to you and your customers.

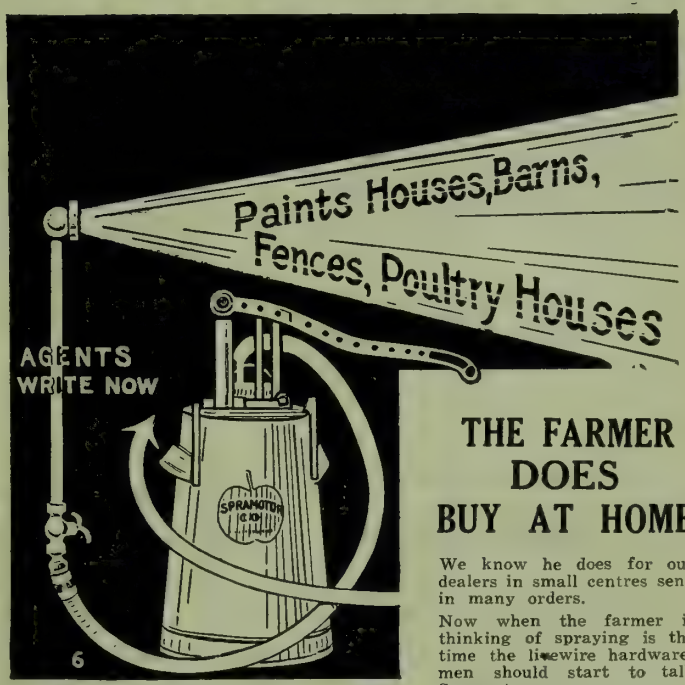


We want you to offer all your customers a can on trial—**give it to them. If they find it unsatisfactory** to return it, and the trial will cost them nothing. Then WE WILL PAY YOU RETAIL VALUE for all cans that are returned for such a reason.

This is our Sales Plan, Mr. Dealer. You can readily see that it is based on quality of the goods. We know that **D-B Carbon Remover Cans never** come back as unsatisfactory.

AUTO JACK Says: "It's a Good Plan."

The Dustbane Mfg. Co.
LIMITED
Ottawa, Ontario



THE FARMER DOES BUY AT HOME

We know he does for our dealers in small centres send in many orders.

Now when the farmer is thinking of spraying is the time the live wire hardwaremen should start to talk Spramotor.

There are so many proofs that the Spramotor method is the quickest, the most effective, the farmer will need but a little encouragement, and the sale is made.

Don't Leave Business That is Yours to Some Other Agent, Mr. Hardwareman. Become our agent—we want you if you are reliable.

SPRAMOTOR CO. **28 King Street, London, Canada**

AGENTS WANTED EVERYWHERE

Spramotor

It isn't a SPRAMOTOR unless we made it

BRITISH AND FOREIGN AGENTS, WRITE

WANT ADS

If you want a buyer, clerk, salesman, traveler, position, you can reach the best men in the trade through these columns.

If you wish to buy or sell a business, or dispose of overstocks, you can reach a larger number of hardware men through this page than in any other way.

Rates (payable in advance) 2 cents per word. An additional charge of 10 cents for each insertion is made when Box Number is required. Each figure counts as one word. When panels are desired a charge of $2.20 is made for a panel 1 inch deep by 2⅛ inches wide.

Address all advertisements for this section to HARDWARE AND METAL, 143-153 University Ave., Toronto, Can.

SITUATIONS WANTED

HARDWARE MAN, SIX YEARS' WHOLESALE experience, desires position. Open for engagement May 1st. Excellent references. Box 161, Hardware and Metal.

WANTED—POSITION AS CLERK OR TRAvelling salesman, 5 years' hardware experience. Open for engagement. Box No. 441, Hardware and Metal.

STEADY YOUNG MARRIED MAN, EXPERIenced store manager, also wholesale experience. Would like steady position in wholesale or retail store in a live city; to commence June 1st. Address Box 192, Hardware and Metal.

FOR SALE

FIRESIDE FURNISHINGS—JOBBERS WANTed to handle low price, high-class English-made fireside furnishings. Send for designs and prices. W. Howdle, 137 Wright Street, St. John, N.B.

FOR SALE—SET OF TINSMITHS' TOOLS. John L. Wilson, Enterprise, Ont.

FOR SALE—PLUMBING, HEATING AND Sheet Metal Business, in one of the most prosperous cities of Western Canada. Has been established eight years and has good connection in city and country. This is a splendid opportunity for one or more live wires. With stock, tools and property, or sell stock and tools and lease the property. For particulars apply Box 936, Hardware and Metal.

FOR SALE—AS A GOING BUSINESS, THE hardware stock of the Fraser Hardware Co., Granville St., Vancouver, B.C.

HELP WANTED

WANTED—YOUNG LADY TO TAKE CHARGE of 5, 10 and 15c counters. C. D. Cutts, 2978 Dundas St. W., Toronto.

SALESMAN FOR RETAIL HARDWARE store, must have experience and ability. Box 59, Hardware and Metal, 128 Bleury St., Montreal.

MISCELLANEOUS

WINNIPEG FIRM WITH A1 FINANCIAL standing, and well established connection with both Wholesale and Retail Trade throughout Western Canada, are in a position to properly market a few more Quality lines. Any Manufacturer desiring representation in this territory address P.O. Box 2134, Winnipeg.

BUSINESS CHANCES

EASY RUN HARNESS AND HARDWARE business, doing good cash trade, established eight years in good farming district, well assorted stock, invoice about four thousand; gasoline and oil pumps; harness and boot machines; convenient house attached to store. Good terms to reliable person. Reason selling, visiting England. Full particulars owner. C. Evans, Macrorie, Sask.

NICKEL PLATING

Orders executed promptly. Prices on application. Communicate with F. W. Higginson, 173 William St., Montreal. Telephone Main 8144.

Have you any small needs?

Do you want to sell anything?

If so, advertise on this page and watch results.

Hardware and Metal's unique circulation as proven by the A.B.C. audit is due to 33 years of honest effort to give the retail trade the best possible service.

QUICK RESULTS

If you want to buy or sell a business, dispose of overstocks, hire a clerk or manager, use the "Wanted" page of HARDWARE AND METAL. There is no other way in which you can get in touch, more quickly or thoroughly with the best prospects, than by using the "Wanted" page of HARDWARE AND METAL. Cost is only two cents per word, with 10c additional for Box Number.

HARDWARE AND METAL is the logical medium to use if you have a message for the Canadian hardware trade.

If interested tear out this page and place with letters to be answered.



TRADE MARKS

Any trade-mark shown on this page, when stamped on an article of hardware, is the manufacturer's personal "O.K.," guaranteeing the quality of the product.

Metal Stamping and Press Work to Order

Also name plates, embossed trade checks, time checks, badges, steel stamps and stencils or anything in steel or brass lettered or embossed to order.

The Hamilton Stamp and Stencil Works, Limited, Hamilton, Ont.

Sankey's Pyruma Putty Fire Cement
Easy to handle. Ready for use.
For Stoves, Ranges, Furnaces, Kilns, etc., Superior to other Plastic Fire Cements. Sets Hard without heat. Fusing Temperature 3,000° F.
Quotations from
MANNING, HINTON & BRISSENDEN
Post Office Box 37 Halifax, N.S.

DOON TWINES, LIMITED
KITCHENER, ONT.

Manufacturers of all kinds of Twines and Cordage, Plow Lines, Clothes Lines, Ropes, etc. Write for samples and prices.

MILLS AT DOON, and KITCHENER, ONT.

Look for the full name
RUSSELL JENNINGS
stamped on the round of our
AUGER BITS
The original double twist auger bit, Patented by Mr. Russell Jennings in 1855.
RUSSELL JENNINGS MFG. CO.
Chester, Conn., U.S.A.

STERLING
Hack Saw Blades and Machines
Manufactured by
Diamond Saw & Stamping Works
BUFFALO, N.Y.

"Monarch" & "Safe-Lock" Fencing

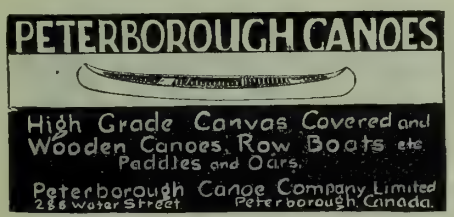
We make Farm, Lawn and Poultry Fencing, Gates, etc., and *sell exclusively to the Hardware Trade.* Write for Agency.

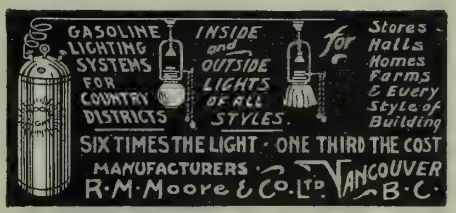
Owen Sound Wire Fence Co. Ltd.
OWEN SOUND, ONT.

Sash Weights Wall Washers
All Kinds of
Plain Duplicate Gray Iron Castings
CANADIAN DIE CASTING CO., LIMITED
Drummond Building, Montreal

The advertiser would like to know where you saw his ad.—tell him.







Bergman Tool Mfg. Co.
Buffalo, N.Y.

A. G. & A. L. Brown & Co.
Montreal
Canadian Sales Agents

HARDWARE AND METAL

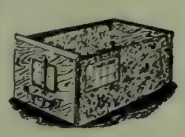
is the only weekly hardware paper in Canada, and is read by practically every worth-while buyer, both wholesale and retail, in Canada. HARDWARE AND METAL is the logical medium to use if you have a message for the Canadian hardware trade.

DOES ADVERTISING PAY?

USE THIS SPACE AND SEE

Opportunities are offered every week on this page.

Are you making use of them?



Cameron Metal Drawers
LONGER WEAR, BETTER SERVICE
Write us for Prices and Particulars of Cameron Wall Cases and Fixtures
Cameron & Co.
74 Logan Ave. Toronto, Ont.

If interested tear out this page and place with letters to be answered.

INDEX TO ADVERTISERS

Aero Mfg. Co., Ltd. 28
Acme Waste Mfg. Co., Ltd. .. 30
Ames Holden McCready, Ltd.. 97
Armeroid Company 100
Ashdown Hardware Co., J. H. 79
Atkins & Co., E. C. 18
Atlas Iron, Wire and General Metal Works 75

Barton Netting Co. 26
Barrett Co., Ltd. 83
Barnett Co., Ltd., G. & H. ... 94
Beatty Bros., Inc. 71
Berry Bros. Inc. 69
Brett Co., The 80
Birmingham Small Arms Co., Limited 103
Brown, A. G. & A. L. Co. ... 107
Boeckh Co., Ltd. 59
Buffalo Specialty Company ... 17
Butler & Co., Geo. 29

Cameron & Co. 107
Canada Cycle & Motor Co. ... 67
Canada Metal Co. 67, 87, 95
Canada Steel Goods Co., The 3
Cane & Sons Co., Ltd., Wm. .. 31
Cannon Oiler Company 105
Can. Wire & Iron Goods Co. . 30
Canada Die Casting Co. 107
Canadian Winkley Co. 100
Can. Foundries & Forgings Co., Limited 19
Chamberlain Desolvo Co. 30
Channell, Limited Inside front cover
Carter White Lead Company of Canada, Ltd. 94
Crane, Limited 5
Chicago Spring Butt Co. 24
Clemson Bros., Inc. 24
Crookes & Son, John 30
Clyde Cutlery Co. 16
Collins Mfg. Co., Ltd. 23
Collette Mfg. Company 96
Coghlin Co., Ltd., B. J. 94
Consolidated Plate Glass Co. .. 89

Dazey Churn Mfg. Co. 8
Davidson Mfg. Co., Ltd., The 25
Diamond Saw & Stamp. Wks. 107
Dominion Linseed Oil Co., Ltd. Front cover
Dominion Cartridge Co. 32
Dominion Sheet Metal Corp. .. 73
Dougall Varnish Co., Ltd. 65
Doon Twines, Ltd. 107
Dowswell Lees & Co., Ltd. .. 6
Dustbane Mfg. Co. 105

Empire Level Mfg. Co. 30
Fittings, Limited 30
Flexible Shaft Company, Ltd.. 12
Ford Motor Co., Ltd. 98
Frost Steel & Wire Co., Ltd... 13

Gipe-Hazard Store Service 94
Goodell-Pratt Company ..... Inside back cover
Gutta Percha & Rubber, Ltd.. 99
Glidden Co., The 61
Graham Nail Works 89
Greenfield Tap & Die Corp. .. 7
Great Western Smelting & Refining Co. 89

Hamilton Stamp & Stencil Works, Ltd. 107
Hamilton Stove & Heater Co. 27
Hobbs Mfg. Co. 75
Hutton & Co., James 28
Hoyt Metal Co. 30
Hyslop Bros., Limited 102

Imperial Oil Limited 4, 101

Jardine & Co., A. B. 29
Jennings Mfg. Co., Russell .. 107
Johnson Inc., Edward E. 20

Kasement Skrene Dore Co., Ltd. 15
Kinread, P. R. 80

Laidlaw Bale & Tie Co. 28
Lamplough & Co., F. W. 95
Lane Unique Tool Co., Will B. 100
Leslie & Co., Ltd., A. C. 24
London Rolling Mill Co. 23

Lufkin Rule Co. of Can., Ltd. . 108
Macdonald Wire Goods Co. .. 28
McArthur & Co., Alex. 89
McClary Mfg. Co., Limited.. 10, 11
McArthur-Irwin, Ltd. . Back cover
Manning, Hinton & Brissenden 107
Martin & Co., L. 75
Meakins & Sons, Ltd. 69
Mica Co. of Canada, Ltd. 87
Maxwells Limited 31
Miller Bros. Co., Limited 87
Moore & Co., Benj., Ltd. 57
Moore & Co., R. M. 107
Morrison Brass Mfg. Co., James 25
Myers & Bro., F. E. 23

National Cash Register Co. of Canada, Ltd. 14
Nicholson File Co. 18
Northland Ski Mfg. Co. 105
Niagara Metal Stamp. Corp. .. 20
Nova Scotia Steel & Coal Co. 23
North Star Oil & Refining Co. 80

Oakey & Sons, John 87
O-Rib-O Mfg. Co. 80
Owen Sound Wire Fence 107

Peterborough Canoe Co. 107
Parmenter, Bulloch & Co. 28
Pink Co., Thos. 24
Progressive Mfg. Co. 105
Pratt & Lambert, Inc. 63

Prentiss-Wabers Stove Co. ... 9

Quality Tool Works 95

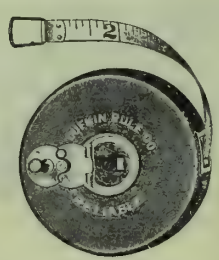
Rideau Specialty Co. 107
Rice Lewis & Sons, Ltd. 1
Rowbotham & Son, T. E. 24
Russell Jennings Mfg. Co. 107

Sands & Sons, J. 28
St. Marys Wood Specialty Co. 22
Sanderson-Harold Co., Ltd. .. 30
Shaw, John & Sons (Wolverhampton), Ltd. 27
Sheet Metal Products 2
Sheffield Twist Drill & Steel Company 20
Shurly Co., T. F. 26
Simonds Canada Saw Co., Ltd. 20
Simms & Co., Ltd., T. S. 85
Starrett Co., L. S. 96
Spramotor Company 105
Stephens & Co., G. F. 77
Steel Trough Machine Co., Ltd. 29
Still Mfg. Co., J. H. 31
Stratford Brass Co., Limited 87
Sterling Twine Co. 87
Stratford Mfg. Co. 87

Taylor-Forbes Co., Ltd. 34
Toronto Plate Glass Imp. Co.. 75
Trees & Co., Samuel 21
Trimont Mfg. Co. 29

Union Transit Co. 31
Union Iron & Metal Co. 22

Want Ad. Page 105
Wentworth Mfg. Co. 22
Western Hdwe. Mfg. Co. 95
Wheeler & Bain, Ltd. 26
Wrought Washer Mfg. Co. 22
Wiebusch & Hilger, Ltd. 21
Williams & Co., Ltd., J. H. ... 16
Wilkinson & Kompass 87



LUFKIN

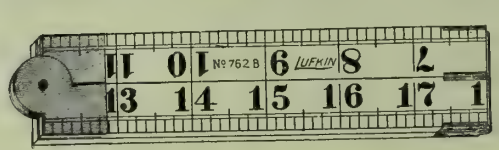


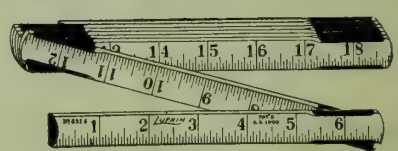
Tapes and Rules

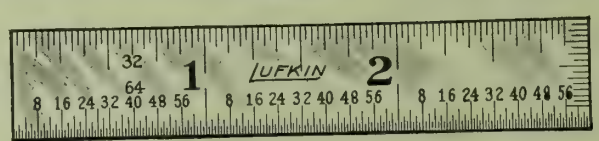
MADE IN CANADA

RELIABLE PROGRESSIVE LINES

RECOGNIZED STANDARD—SELL WELL







THE LUFKIN RULE CO. OF CANADA, LTD.
WINDSOR, ONT.

If interested tear out this page and place with letters to be answered.

GOODELL-PRATT
1500 GOOD TOOLS

A New Hand Drill



No. 1616

That's Going to be a Big Seller

THIS new Goodell-Pratt Hand Drill is altogether different in design and construction from any other similar tool and has features that will be appreciated by particular mechanics.

The smooth, clean-cut appearance and freedom from unnecessary attachments will do much to increase its popularity.

Some of its Features

The frame is aluminum, which gives as great strength as iron but is much lighter in weight. All gear teeth are machine cut and the pinion is steel. The steel spindle runs in ball thrust bearings, which reduce friction. Chuck capacity ⅜ of an inch.

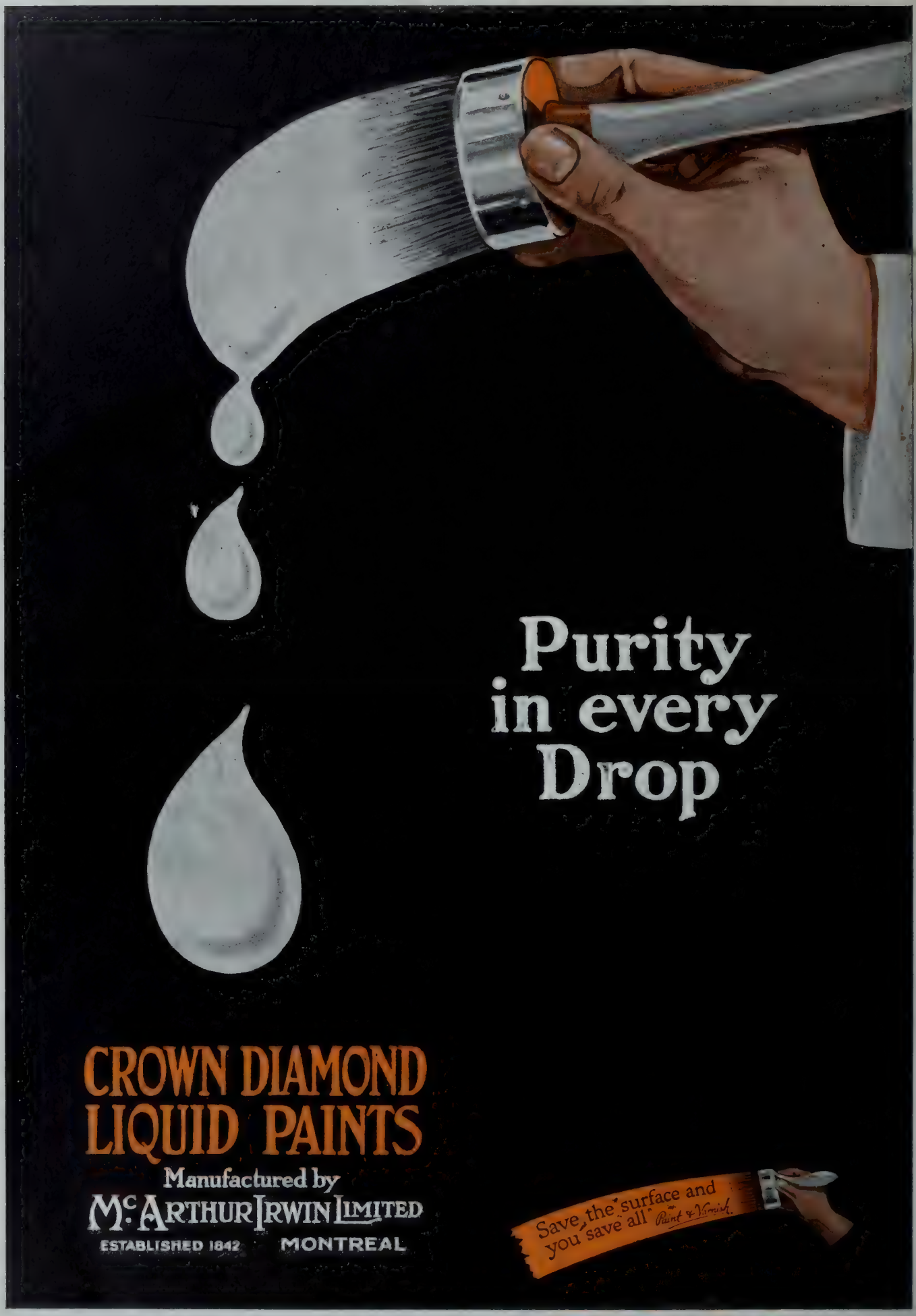
The low price of this high-grade drill insures its immediate success.

Hand Drill No. 5½



Malleable Frame, Cut Gears, Two Speeds, one of 21 Sizes and Styles

GOODELL-PRATT COMPANY *Toolsmiths* Greenfield, Mass., U.S.A.


Purity
in every
Drop
CROWN DIAMOND
LIQUID PAINTS
Manufactured by
McARTHUR IRWIN LIMITED
ESTABLISHED 1842 MONTREAL
Save the surface and
you save all" Paint & Varnish

"SAVE THE SURFACE AND YOU SAVE ALL

Hardware and Metal

Vol. XXXIII. No. 19 | THE MACLEAN PUBLISHING COMPANY, LIMITED | MAY 7, 1921
PUBLICATION OFFICE: TORONTO, CANADA

SHEET METALS

Black, Galvanized and Tinned Sheets
Polished, Black and Galvanized Canada Plates
Tinplates and Terneplates
Copper, Lead and Zinc Sheets

IRON & STEEL

Hoops - Plates
Billets - Sheets
Wire Rods

INGOT METALS

Tin - Lead - Zinc
Copper - Antimony
Aluminum

PIG IRON
FERRO ALLOYS
FIREBRICKS and CHEMICALS

Stock and Import

A. C. LESLIE & CO.
LIMITED

TORONTO | MONTREAL | WINNIPEG
Established 1866

ALWAYS IN DEMAND

But doubly so at this season

YOU should be able to sell a good Floor Mop such as this to fully half the women who enter your store this month.

Even those who have one may feel they should get better house-cleaning results with a **new** one.

To those who have not yet experienced the satisfaction of using the O-Cedar Polish Mop, point out how well it is made—the fine grade of cotton yarn and drill used—how strongly it is sewn.

But, above all, explain that it is treated with O-Cedar Polish—that is the outstanding reason for its unique success in changing dull, lifeless floors to bright, sparkling, mirror-like surfaces.

O-Cedar Products are readily recognized as "good value." They are sold at reasonable prices—and the customer cheerfully pays the full sales price which we ask our dealers to quote.

CHANNELL LIMITED
TORONTO



O-Cedar Polish
In Bottles 30c and 60c
In Tins $1.50 to $3.50

O-Cedar Polish Mop
$2.00

O-Cedar Polish Mop

SAMSON
FARM and GARDEN TOOLS

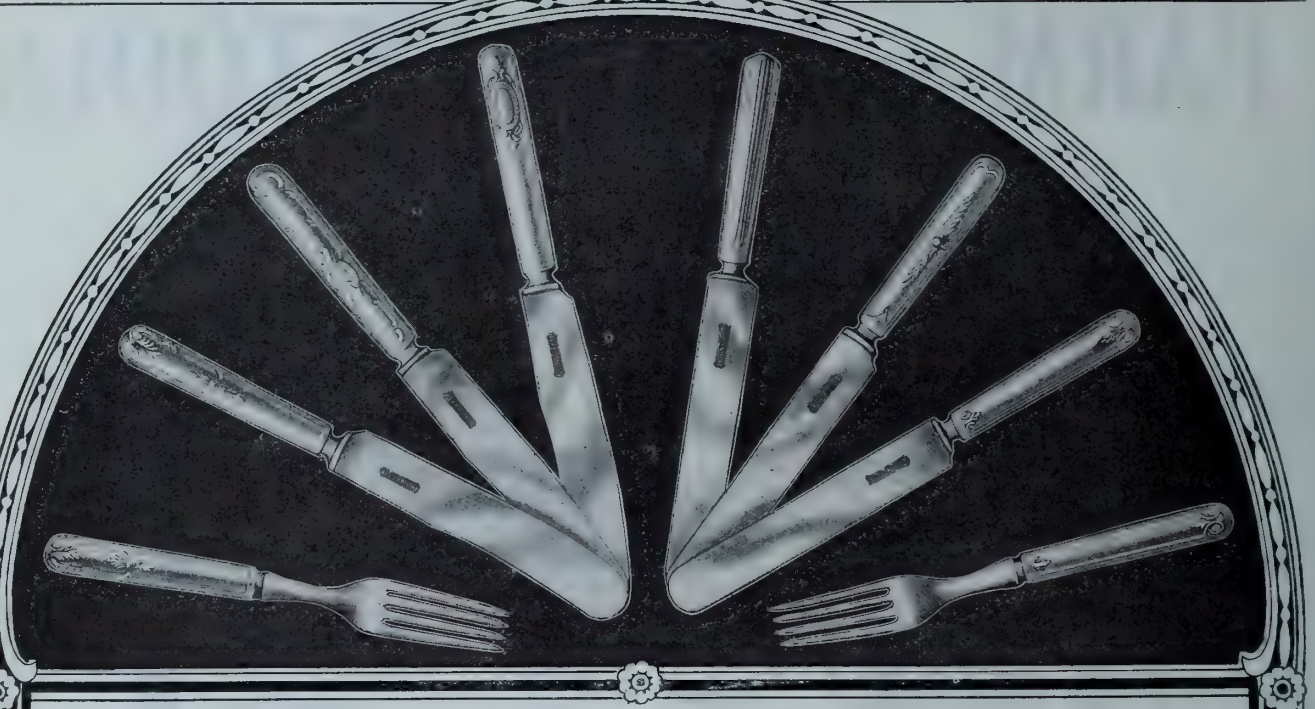


H. S. Howland, Sons & Co., Limited
TORONTO

If interested tear out this page and place with letters to be answered.

UNIVERSAL

Solid Steel Nickel Plated Cutlery



High in Quality Low in Price

HIGH in quality—low in price was once a business paradox. UNIVERSAL quantity production without quality reduction turns a paradox into a truth. Here is a line made of crucible forged steel and handsomely nickel-plated. Knives with solid handles—blades edged for clean cutting. Knives and forks carry handsome decorative patterns and are similar in size, weight and appearance to expensive grades of silver-plated flatware.

THE only thing cheap about this cutlery is its price. That is ridiculously low. But it includes a good profit for you. And you can sell this line on quantity basis—in gross lots or more. Compared with ordinary tinned ware, UNIVERSAL Nickel-Plated Steel Cutlery looks like a basket of peaches alongside a peck of potatoes. It has quality in appearance—delivers quality in service.

QUICK Lunch Rooms, Hotels, Boarding Houses, Excursion Steamers, Street Carnivals, Circuses, Boys' and Girls' Camps, County Fairs—wherever food is served to hungry hordes there is a wholesale market for this line. Then, too, there are thousands of modest homes where UNIVERSAL Solid Steel Cutlery will look better and last longer than ordinary cutlery with wood or bone handles.

Write for details about this new line. The quality will surprise you. The prices will surprise you more.

Landers, Frary & Clark - New Britain, Ct.

If interested tear out this page and place with letters to be answered



Hatch

Garage Door Outfits

To be reliable, serviceable and efficient, a set of garage hardware doesn't have to cost almost as much as the automobile. The Hatch Garage Door Outfit has all the qualities the heart could desire in a dependable outfit—yet it is low priced. Low priced, that is, for the high quality. Try it on your own garage; then you'll realize why the customers are delighted.

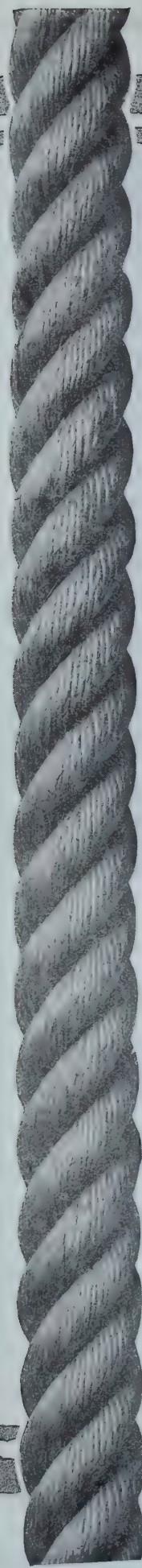
The Set Includes:

3 Special Swivel Door Rollers; 22 feet of Track; 3 Pairs Special Garage Door Hinges; 3 Stay Rollers (floor guides); 2 Extra Heavy Garage Door Handles; 1 Safety Hasp (for fastening doors outside); 1 Hook and Eye (for hooking back swinging section inside).

The track comes in separate bundles—two 8-foot and one 6-foot lengths. Screws and bolts for everything. Japan finished and all neatly packed in a wooden box. Ask for prices and details.

Canada Steel Goods Company, Limited
Hamilton, Canada

If interested tear out this page and place with letters to be answered.



Would I use this Myself ?

There are many dealers who buy only on this basis. Usually they are the leading dealers in the community and almost invariably they sell Plymouth Rope.

It is significant that commercial leadership and the Plymouth Rope agency are usually held by the same merchant.

Are you the leading dealer in your town?

PLYMOUTH CORDAGE CO.
North Plymouth, Mass. ∴ Welland, Can.

INDEPENDENT CORDAGE CO.
LIMITED
Toronto, Canada - Canadian Sales Agents

PLYMOUTH ROPE

(5-44)

If interested tear out this page and place with letters to be answered.



No. 1914 Square Trolley Hanger



End View of 1915 Track

The Duke

No. 1914 Hanger and No. 1915 Track

This is the wonderfully popular seller. It has the 1915 track with the special feature that protects it from weather—ice, snow, and other accumulations that might impede the action.

The Round Running Bed Makes the Duke the Easiest Seller in the Market

The square track hanger with four-wheeled trolley, when operated on round grooves, eliminates friction and gives perfect balance and ease of operation.

Order Hangers, Track and Brackets: 1914 Hangers, packed one pair in a carton with bolts for erecting; 1915 Track supplied in 4, 6, 8 and 10-foot lengths; 1915 Track Supports.

Ask for the New Catalog.

N. Slater Company, Limited

Successors to Slater & Barnard, Limited

Hamilton, Canada

Representatives:

N. J. Dinnen, Winnipeg, Man.
T. Mortimer & Co., Toronto
A. T. Chambers, Vancouver, B.C.
H. E. O. Bull, Montreal, Quebec

If interested tear out this page and place with letters to be answered.

The Finest One-Register Furnace on the Market

Jewel Pipeless Furnace

A Successful Heating Appliance



The success is very natural, based, as it is, on exceptional merit, and following where the reliable Jewel Furnaces have already blazed the trail. The efficient Jewel Pipeless has the same splendid qualities that have made the name "Jewel" famous throughout the Dominion.

Real Serviceable Heating

is the primary requirement for homes, schools, churches and other buildings. The Jewel Pipeless gives real, serviceable heating. The Furnace has two casings, the outer casing acts as a Cold Air duct, the inner casing as a Warm Air Flue.

The Duplex Register is directly over the furnace. The Outer Section is for admitting *Cold Air*, the Inner Section for delivery of *Warm Air*.

The casings can be made suitable to any cellar.

A postal request will bring full information and prices.

Manufactured by

The Burrow, Stewart & Milne Co., Limited

Hamilton, Canada

If interested tear out this page and place with letters to be answered.

Westinghouse

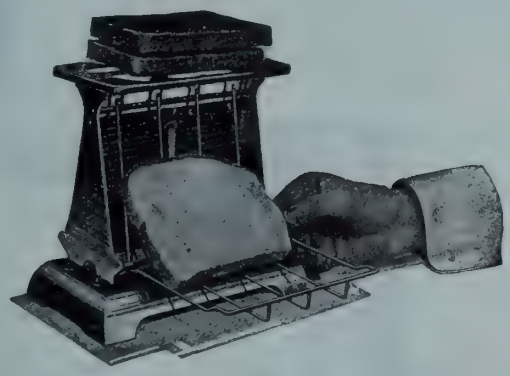
Electric Appliances for the Home

Type H Iron

Tell your customers that this iron is practically indestructible, having very few parts, and no delicate pieces to get out of order.

Explain that heat radiation from the top is prevented by dead-air space between the heat-storage plate and the iron shell, so that most of the heat is retained at the ironing surface, and whatever heat is not being taken by the ironing surface is stored in the heat-storage plate; this retention of the heat making the iron stay hot longer.





Turn-Over Toaster

Also tell your customers about the Turn-over Toaster; how it makes toast right on the dining-room table; how the toast is turned by simply turning an insulated knob, there being no danger or burning the fingers.

Demonstrate this "turn-over" feature, consisting of a swinging rack on either side, hinged at the bottom, making it unnecessary to touch the bread from the moment it is first put on the rack until it is taken off toasted.

Mention how the flat surface on top of the toaster may be used to keep the toast hot, or to heat plates, keep the coffee pot warm, etc.

CANADIAN WESTINGHOUSE CO., LTD., HAMILTON, ONT.

Toronto	Montreal	Ottawa	Halifax	Ft. William	Winnipeg	Edmonton	Calgary
Bank of Hamilton Bldg.	285 Beaver Hall Hill	Ahearn & Soper Ltd.	105 Hollis St.	Cuthbertson Block	158 Portage Ave. E.	211 McLeod Bldg.	Canada Life Bldg.

Vancouver—Bank of Ottawa Bldg.

REPAIR SHOPS:

MONTREAL—10 St. Sophie Lane. **WINNIPEG—158 Portage Ave. E.**
TORONTO—366 Adelaide W. **CALGARY—316 3rd Ave. E.**
VANCOUVER—1090 Mainland St.

CANADIAN WESTINGHOUSE

If interested tear out this page and place with letters to be answered.

Millers Falls Tools

Carpenters Will Need These Bit Braces For Spring Building Work



Millers Falls Ratchet Brace Nos. 30 to 34

DURING nearly two generations this brace has been the standard and still has the largest sale of any brace on the market today. The Barber chucks, with forged alligator jaws will fill all requirements where bit stock shanks only are used.

This brace is beautifully finished and a credit to your stock.

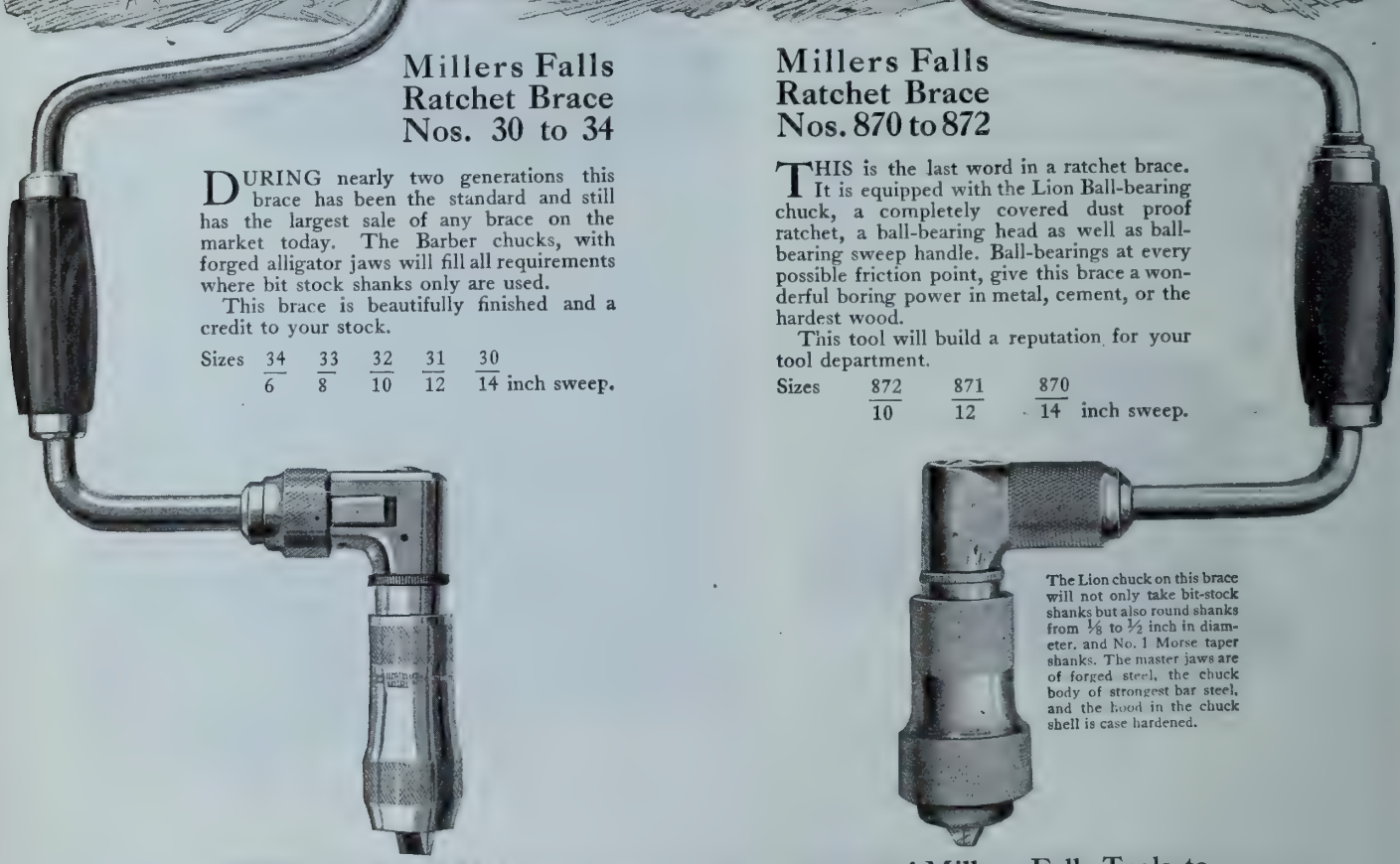
Sizes 34 33 32 31 30
6 8 10 12 14 inch sweep.

Millers Falls Ratchet Brace Nos. 870 to 872

THIS is the last word in a ratchet brace. It is equipped with the Lion Ball-bearing chuck, a completely covered dust proof ratchet, a ball-bearing head as well as ball-bearing sweep handle. Ball-bearings at every possible friction point, give this brace a wonderful boring power in metal, cement, or the hardest wood.

This tool will build a reputation for your tool department.

Sizes 872 871 870
10 12 14 inch sweep.



The Lion chuck on this brace will not only take bit-stock shanks but also round shanks from ⅛ to ½ inch in diameter, and No. 1 Morse taper shanks. The master jaws are of forged steel, the chuck body of strongest bar steel, and the hood in the chuck shell is case hardened.

YOUR stock should contain a complete assortment of Millers Falls Tools to insure your getting your share of the demand that will come with spring and summer building. Ask us for suggestions on what you should carry.

MILLERS FALLS COMPANY

MILLERS FALLS, MASSACHUSETTS (FOUNDED IN 1868)

Manufacturers of "Millers Falls" and "Universal" Hack Saw Blades

Canadian Sales Agents - ADCOCK & BREWER, Ltd. - 222 St. James Street, Montreal, Que.

If interested tear out this page and place with letters to be answered.

Make The Housewife Your Friend For Life



"Takes Out The Drudgery With The Dirt"

SELL her a Miss Simplicity. That will do it because Miss Simplicity is such a wonderful help on wash-days. Indeed, in every sale you render a personal service that will be appreciated more and more with each succeeding week, and you place in the home a standing reminder of your store and of your service.

You can capitalize on the saving in health, strength, laundry and linen bills, effected by Miss Simplicity. Every sale increases goodwill. Every sale makes other sales easy. Miss Simplicity is indeed a business builder.

Miss Simplicity will satisfy your most exacting customer. It is thoroughly well-made; good workmanship; finest materials; mechanically perfect. Yet it is quite simple to operate, washes clothes clean, and what is especially important, sells at a strictly reasonable price.

Write for our splendid dealer proposition. You will be pleased at the splendid profits and liberal guarantee we offer. Make your store headquarters for Miss Simplicity. Let Miss Simplicity increase your friends and your business.

We will supply you with attractive advertising material to help boost Miss Simplicity sales. Full particulars will be sent with our offer.



W. A. KRIBS COMPANY LIMITED
Hespeler, Ont.

Western Distributors:
Great West Electric Company, Limited
Winnipeg, Man.

Quebec Distributors:
Northern Electric Company, Limited
Montreal, P.Q.

If interested tear out this page and place with letters to be answered.

Price $750
(Chassis only)

Starter and Electric Lighting
$100 Extra

Prices F.O.B.
FORD, ONTARIO

Ford TRUCK

Analyze your delivery costs

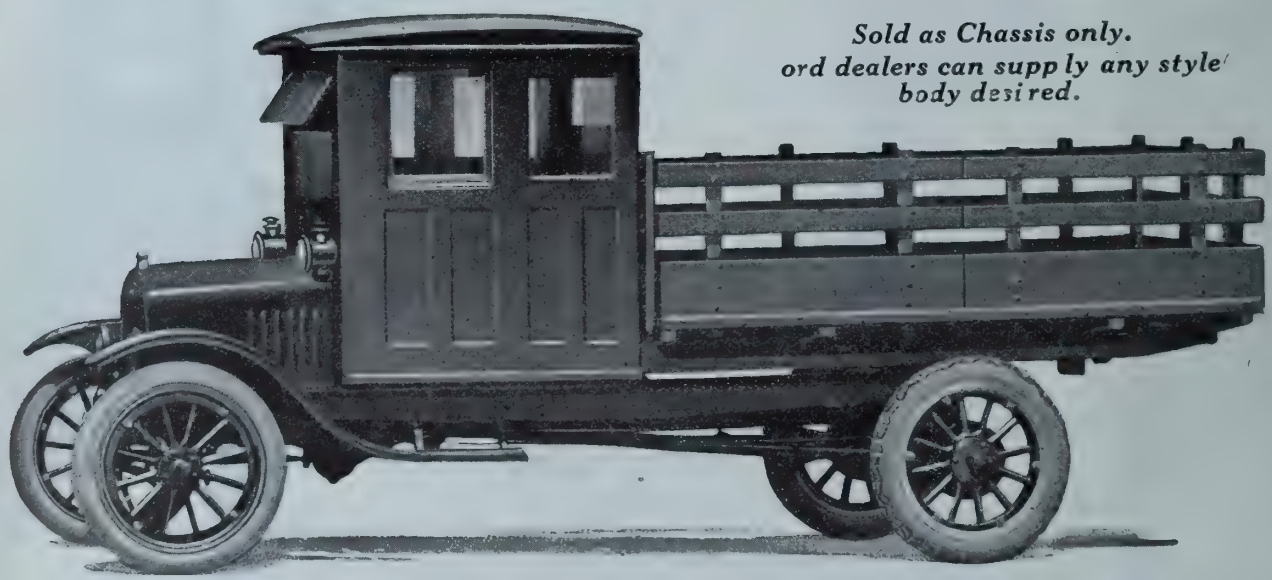
THEN—

Let a Ford dealer show you how you can reduce your delivery costs by buying a Ford Truck.

A Ford Truck means prompt deliveries, and prompt deliveries mean satisfied customers.

A new 5-1 gear giving increased speed is optional on all new trucks, or can be obtained from Ford dealers for the Ford truck you now own.

Ford Motor Company of Canada, Limited, Ford, Ontario



Sold as Chassis only.
ord dealers can supp ly any style body desi red.

If interested tear out this page and place with letters to be answered.

Can a Hardware Dealer Sell Tires?

Is a Hardware Dealer too busy to give his customers reasons why it pays to buy the **BEST** Tires?

Considering the profit there is in tires, should a hardware dealer not be prepared to **PUT THE TIRE ON THE WHEEL** for his customer? Think it over.

If any hardware dealer wants to handle tires—a line that sells easiest because it gives most service, let him sell

"Gutta Percha" Tires

CORD and FABRIC

There should be good sales for a good tire through the Hardware Trade.

Write for Terms

Gutta Percha & Rubber, Limited

Head Office and Factory: Toronto

Branches in all Leading Cities of the Dominion.

If interested tear out this page and place with letters to be answered.

GOODELL-PRATT
1500 GOOD TOOLS



No. 111

Screw Drivers
Automatic and Plain
83
Sizes and Kinds

The completeness of the Goodell-Pratt line of Automatic and Plain Screw Drivers does away with the necessity of carrying several brands—still you can fill all the screw driver requirements of all of your customers.

A complete line of one make means quicker turnover from a smaller investment in stock.

Goodell-Pratt Automatic Screw Drivers are famous for power and strength. They are very efficient, great time and labor savers, and most useful in the factory, workshop or home tool kit.

Goodell-Pratt Plain Screw Drivers are made of the best materials obtainable, the blades will not turn in the handle and every one is tested to break a screw head within its capacity.

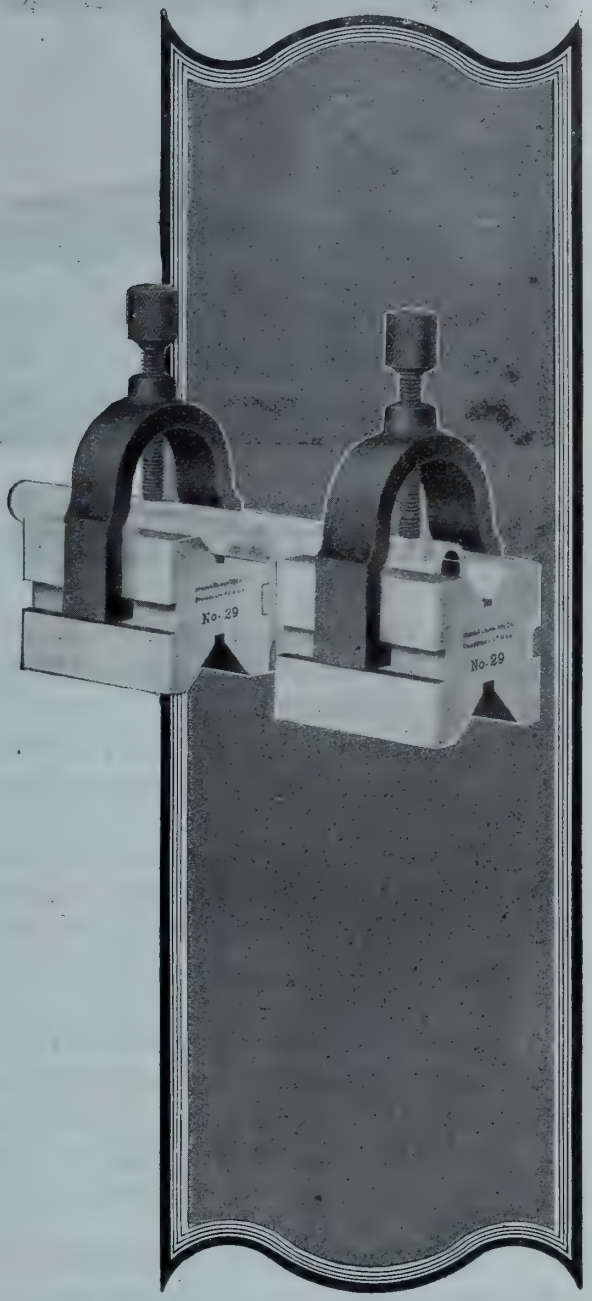


Plain Screw Driver No. 350 One of **64** Sizes and Kinds

GOODELL-PRATT COMPANY *Toolsmiths* Greenfield, Mass., U.S.A.

If interested tear out this page and place with letters to be answered.

Tool Makers' V Blocks



They are a part of the machinist's equipment of handy tools. Used on small, fine layout work that requires great accuracy. Inspectors find them of great value in taking measurements in connection with a surface plate or knee. The everyday mechanic uses them for milling, drilling, etc.

Their general usefulness makes them a big seller and a profitable source of revenue.

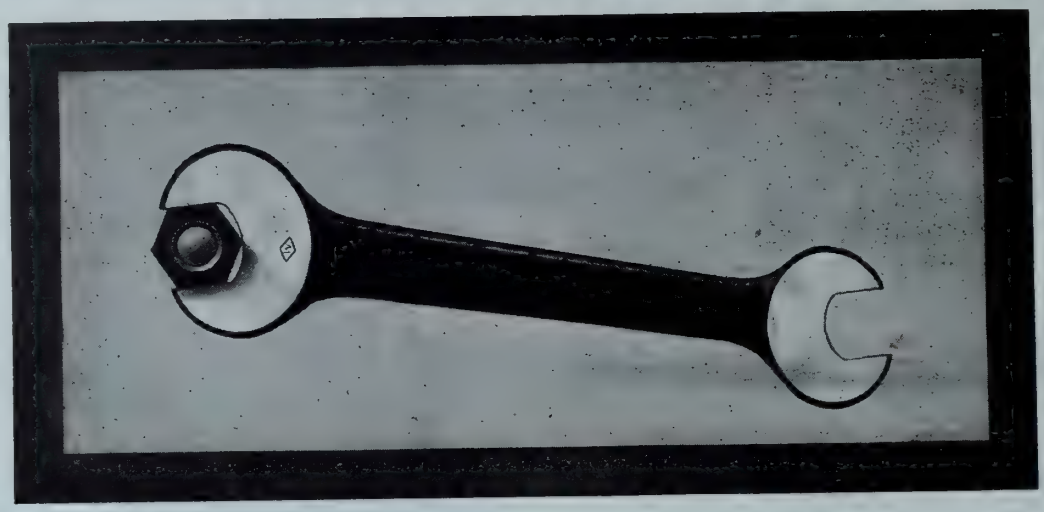
B·S
TRADE MARK

Send for Catalog 28

Brown & Sharpe Mfg. Co.
Providence, R.I.

BROWN & SHARPE
MACHINISTS' TOOLS

If interested tear out this page and place with letters to be answered.



Standardize Superior Wrenches

Standardize your stock—don't carry a miscellaneous assortment of wrenches made here, there and elsewhere. Concentrate on "The Wrench People's" standard Superior line and save the inconvenience and the many items of expense always connected with the handling of numerous brands.

For nearly half a century Williams' Superior Drop-Forged Wrenches have been leaders and mechanics everywhere realize this. That's what makes all of them a good proposition for you to handle—one good tool sells another.

Furnished in a great variety of patterns and sizes—a wrench for every purpose—the most complete line on the market. Drop-Forged Wrenches, Screw Wrenches, Stillson Wrenches, "Bull Dog" Wrenches, Adjustable Wrenches, "Vulcan" and "Falcon" Chain Pipe Wrenches, etc., etc.

Our new catalog describes them fully—it will help you to standardize Superior Wrenches.

DROP-FORGINGS
often cheaper than castings
—always far superior—

J. H. WILLIAMS & CO.
LIMITED

Formerly Canadian Division of
The Whitman & Barnes Mfg. Co.

30 Thorold Road **St. Catharines, Ontario**

An Important Message to all Dealers in

PYREX

Oven Ware

PYREX SALES DIVISION

CORNING GLASS WORKS

CORNING, N. Y.

We are advising all dealers that present prices on Pyrex Oven Ware are guaranteed against decline for the balance of this year's requirements.

We are practically the only institution which was willing to eliminate their profit and maintain prices when it would have been easy to advance with the demand during the past five years, and we believe our customers appreciate the holding of our prices **then** and will be glad to learn **now** that Pyrex is one line they can purchase with confidence and without fear of a price slump.

We will now accept orders for shipment throughout the year.

April 15, 1921.

Advertising material, folders, window trims, display cards, electrotypes furnished to all dealers on request.

CORNING GLASS WORKS

Originators and patentees of Transparent Oven Ware

CORNING, NEW YORK, U.S.A.



If interested tear out this page and place with letters to be answered.

Dominion Garden Hose
For Immediate Delivery



It is now time to prepare for the approach of the gardening season. This year it will pay you best—both in customer-satisfaction and profit—to concentrate your sales effort on Dominion Rubber System Garden Hose.

Nationally known for merit and complete reliability, Dominion Rubber System Hose combines the highest skill of workmanship with excellence of materials. We are the original manufacturers of Garden and Lawn Hose in Canada, and make a grade to suit every requirement — in continuous lengths up to 500 feet.

Take full advantage of the Dominion Rubber System reputation for quality and service and get your full share of the Hose business this season. Our nearest Service Branch will gladly send you full details.

Dominion Rubber System

Service Branches

Halifax	Ottawa	Kitchener	Brandon	Calgary
St. John	Toronto	North Bay	Regina	Lethbridge
Quebec	Hamilton	Fort William	Saskatoon	Vancouver
Montreal	London	Winnipeg	Edmonton	Victoria

DOMINION RUBBER SYSTEM PRODUCTS

Belting

Transmission: "Dominion," "Keewatin," "Para."
Conveyor: "Rockproof," "Canadian," "Hiheat"
Elevator: "Dominion," "Rockproof."
Agricultural: "Dominion," "Star."
Grain Elevator: "Metcalf Standard," "Grain King."

Hose

Air: "Kushion Kover," "4810 Airtite," "Star."
Steam: "Indestructible," "Rockproof," "Para."
Water: "Indestructible," "Para," "Kushion Kover," "Star."
Suction: "Para," "Star," "Trade."
Garden: "Canadian," "Dominion,"

Packing

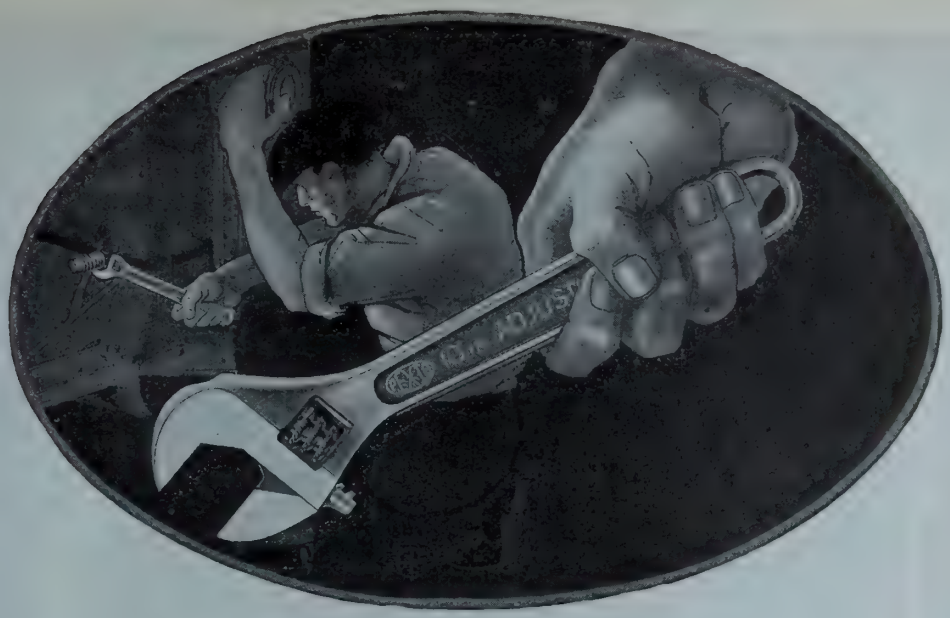
Sheet: "Join-Tite," "Star," "Importers."
Rod: "Cabestos," "Valve-Bestos," "Canadian."
Valves: "Montreal," "Commercial" "Canadian."

Miscellaneous

Mats, Matting and Flooring.
Moulded Goods.
Plumbers' Specialties.
Hard Rubber Goods, Tubing.
Rubber Covered Rolls, Deckle Straps.
Friction Tape, Splicing Compound.

DOMINION RUBBER SYSTEM AND ASSOCIATED COMPANIES

If interested tear out this page and place with letters to be answered.



Here's Another Pexto Wrench

No. 45 Polished; No. 045 Semi-Finished



No. 45

AN ADJUSTABLE ANGLE WRENCH, that is sure to appeal to mechanics, automobilists, garage-men and the trade in general.

The adaptability of the tool is so evident that it will require but a few words to demonstrate its usefulness and that it will replace a number of solid wrenches.

The finish and general makeup of the wrench are such that it will attract attention wherever displayed.

It is a Pexto Product and that alone will recommend it to critical buyers of good tools.

Let your jobber have a generous order, they will be rapid sellers.

If you have not received a copy of our new No. 20 catalog, let us mail you one. You will find it interesting and instructive.

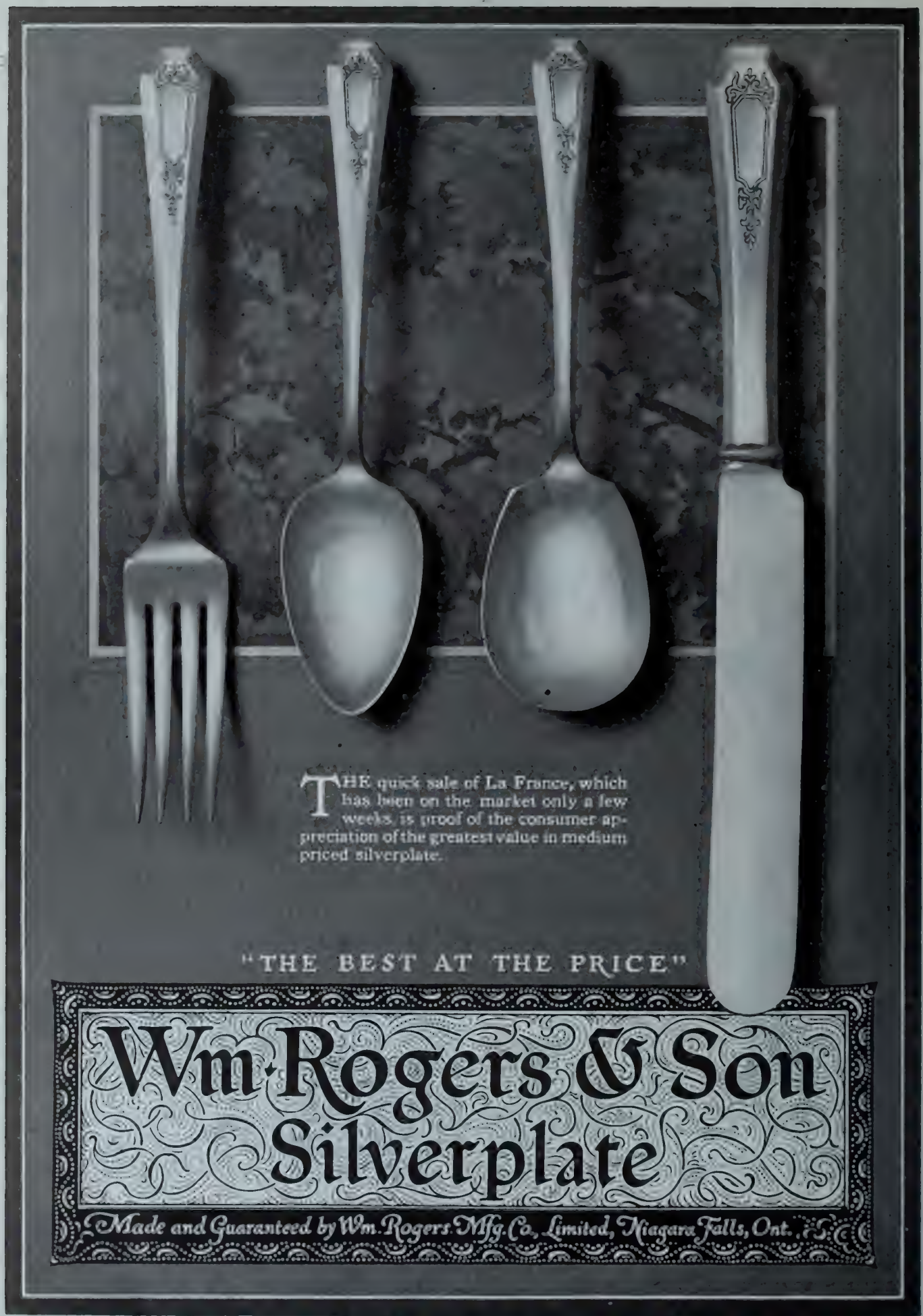
Canadian Representatives :
PRESCOTT W. ROBINSON SALES CO., Limited
414 Drummond Bldg., Montreal

PEXTO

Worth While Tools

THE PECK, STOW & WILCOX CO.
Southington, Connecticut, U.S.A.

If interested tear out this page and place with letters to be answered.



If interested tear out this page and place with letters to be answered.



Get Closer to that Customer — the Blacksmith and Small Repair Shop

HAVE you considered the blacksmith and the small repair shop as live prospects for threading tool sets? Here is an opportunity for a very profitable slice of new business.

To these men who spend their lives among tools, the GTD line will need but little explanation — except for the important present-day necessity of *buying them in sets.*

Look up this trade. Give them a convincing argument in favor of keeping a complete assortment of thread-repair and reaming tools constantly at hand.

Explain to them the "set" idea as for example:

No. AA4—*Little Gicnt* Screw Plate for magnetos, generators and other small machine screw threads.

No. 312—*Little Gicnt* Screw Plate for automobile, tractor, wagon and general thread-cutting from ¼" to 1" diam. (both USS and SAE threads).

A No. 709 set of GTD Bit Brace Taper Reamers for automotive, wagon repairs, etc.

A No. 473 set of GTD Hexagon Rethreading Dies for dressing-over crossed and rusted threads from ¼" to ¾" diam. (both USS and SAE threads).

The GTD line includes the above sets and many others which will appeal readily to any busy blacksmith or repairman. Be sure to emphasize the value of buying them by the set.

A practical idea: We want to help dealers get this "set" trade: Send us a letter giving the names of the blacksmiths and small repair shops in your neighborhood and we'll mail out at once the descriptive material you need to get them interested.

GREENFIELD TAP AND DIE CORPORATION
OF CANADA, LIMITED GALT, ONTARIO

Successors to Wells Bros. Co. of Canada, Ltd., Galt, Ont.

GTD Screw Plates, Taps, Dies, Reamers, Gages, Pipe Wrenches

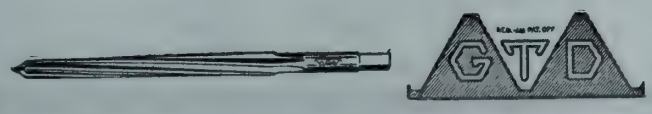
GTD
Corporation of Canada, Ltd., Galt, Ontario.

Here is that list of shops to whom we should like you to mail descriptive matter about the GTD items you mention, or send it along to us and it will be used and used right.

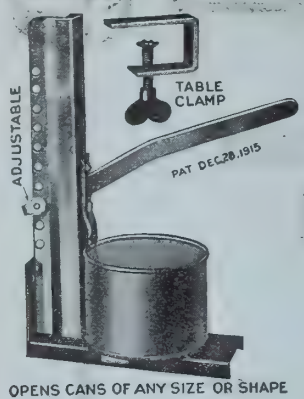
Name _____ Position _____

Firm _____

Address _____ H&M 110



If interested tear out this page and place with letters to be answered.



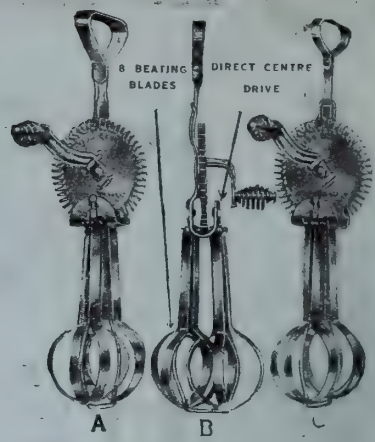
OPENS CANS OF ANY SIZE OR SHAPE

In Every Home, Every Day These

4

Are Working.

To Every Store, Every Day



comes calls for such home utensils. A REAL BUSINESS, that is certain. This DEMAND should be fulfilled by WORTHY GOODS, thus only those that make good your own slogan: PROFITS, QUALITY, SERVICE, SATISFACTION. Prove it: carefully examine construction of each; then—SUBSTITUTES WON'T DO.

LADD ALL-STEEL BEATERS—3 sizes for all requirements.

LADD MIXER-CHURNS—1 qt., 2 qts., Removable Beaters.

SATURN CAN OPENER—Safety, Stationary.

SATURN REELS—2 finishes, 40 ft. cord.

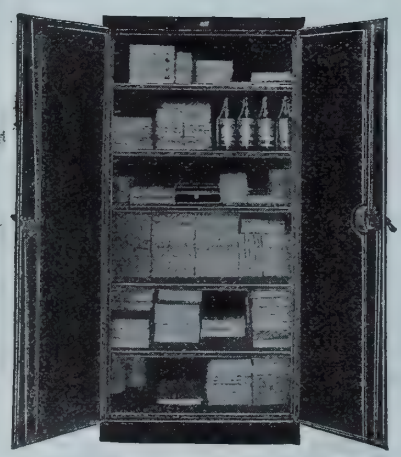


Get these from your jobber or direct from us, and by all means carry always.



UNITED ROYALTIES CORPORATION

1133 BROADWAY, NEW YORK



System—Safety—Space-Saving

DENNISTEEL

Made in Canada

MATERIAL CABINETS

For the storing of stationery, important papers, etc., these fireproof cabinets are unexcelled.

Interior shelving, pigeon-holes, etc., can be arranged to suit purchaser.

WE ALSO MAKE

Steel Lockers, Steel Shelving, Steel Bins, Steel Chairs and Stools, Steel Lavatory Compartments, etc. Ornamental Iron and Bronze. Commercial Wirework of all kinds. General Builders' Ironwork.

Write for folders.

THE DENNIS WIRE AND IRON WORKS CO. LIMITED
LONDON
CANADA

Halifax
Montreal
Ottawa
Toronto

Hamilton
Winnipeg
Calgary
Vancouver

If interested tear out this page and place with letters to be answered.



Shorn by Hand Blades



Showing Wool Secured by a Stewart Machine After the Sheep Was Hand Shorn

Sell the STEWART No. 9 Ball Bearing Shearing Machine

It Gets 15% More Wool

Without Tired Hands and Swollen Wrists

Two definite, convincing points for your customers: With the Stewart No. 9 Shearing Machine they get all the wool and suffer no sore, tired arms. The machine shears fast, works easy and gets 15% more wool. The wool also comes off in one long fleece, even fibred, and brings highest market prices.

The Stewart No. 9 Ball Bearing Shearing Machine is perfection in hand-operated equipment—the result of years of experiments and manufacturing experience.

The Stewart No. 9 sells fast and profitably. Sheep owners in your territory are abandoning hand blade shearing; it costs them money. In looking for money-saving equipment they quickly take to the Stewart No. 9 Shearing Machine.

If you've overlooked the possible sales of Stewart Machines up to now, get one jump ahead of your competitor; arrange an attractive window display and cash in big. Our advertising in Canada's leading farm journals will bring customers to your store.

Your jobber has a stock and will ship at once.



Retail Price:

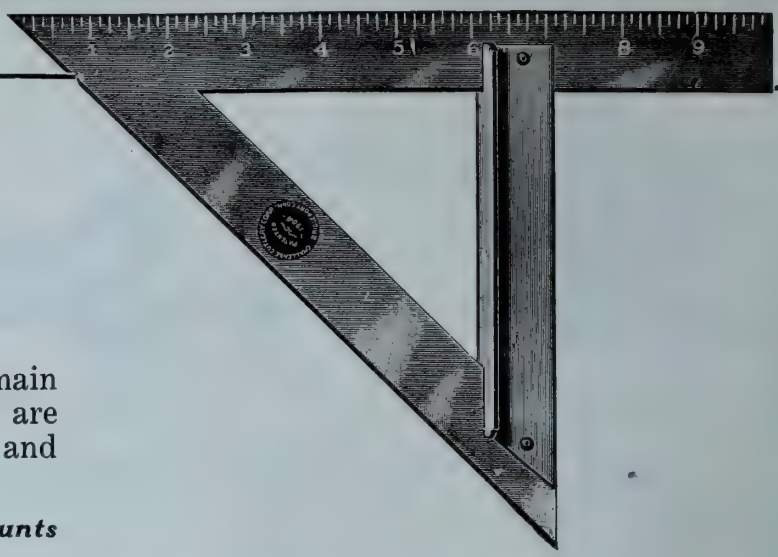
Eastern Canada: $22.00 **Western Canada: $23.00**

Made in Canada

Flexible Shaft Company Limited

349 Carlaw Avenue, Toronto, Canada

If interested tear out this page and place with letters to be answered.



Always Accurate

Accurate when made and remain so indefinitely. Fox squares are all steel, electrically welded and finely nickel-plated.

Send for catalog prices, and discounts

Wiebusch & Hilger, Ltd.

Sales Representatives

106-110 Lafayette Street, New York

Canadian Sales Agent: **Jas. Gerard Kerr, 411 St. Nicholas Building, Montreal**

FOX SQUARES

14-T

Make his home secure —while he's away

IF you know of the absences from home of the members of your community, so do others. These others have not, as you have, the interest of the community at heart.

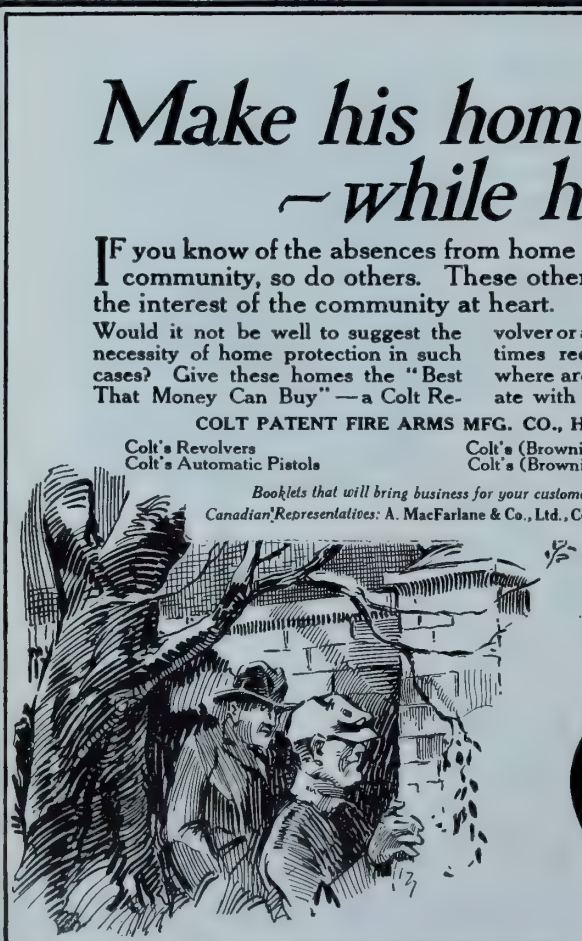
Would it not be well to suggest the necessity of home protection in such cases? Give these homes the "Best That Money Can Buy"—a Colt Revolver or a Colt Automatic Pistol. The times require it, and dealers everywhere are doing their part to co-operate with our national advertising.

COLT PATENT FIRE ARMS MFG. CO., HARTFORD, CONN.

Colt's Revolvers
Colt's Automatic Pistols
Colt's (Browning) Automatic Machine Guns
Colt's (Browning) Automatic Machine Rifles

Booklets that will bring business for your customers sent free on request.

Canadian Representatives: A. MacFarlane & Co., Ltd., Coristine Bldg., Montreal, Can.





COLT'S FIRE ARMS

If interested tear out this page and place with letters to be answered.



THE NEW IDEA WARM AIR FURNACE

Fully Guaranteed — Burns Coal or Wood

This Furnace is made with a one-piece, heavy flanged cast Fire Pot, which is guaranteed for five years, and ball-bearing duplex Grate. Will give more heat, with less Coal, than any other make of Furnace. You will have no difficulty selling The New Idea, as it has been giving *more* than satisfactory service for seventy-five years.

If you are interested in handling this Furnace in your town, write us at once for our attractive agency proposition.

THE HAMILTON STOVE & HEATER CO., LIMITED
SUCCESSORS TO
GURNEY, TILDEN & CO., LIMITED, HAMILTON, ONT.
VANCOUVER. WINNIPEG. MONTREAL.

"SEVENTY-FIVE YEARS OF SUCCESSFUL MANUFACTURING"

Montreal Representative: Mr. Charles Nicoll, 614 Aylmer St., Montreal
Vancouver: 1073 Hamilton St., Vancouver, B.C. Winnipeg: 134½ Higgins Ave., Winnipeg, Man.

Morrison Valves

Your customers know the excellent reputation of Morrison Products and buy them readily.

Morrison Valves are specified on nearly all drawings for important contracts.

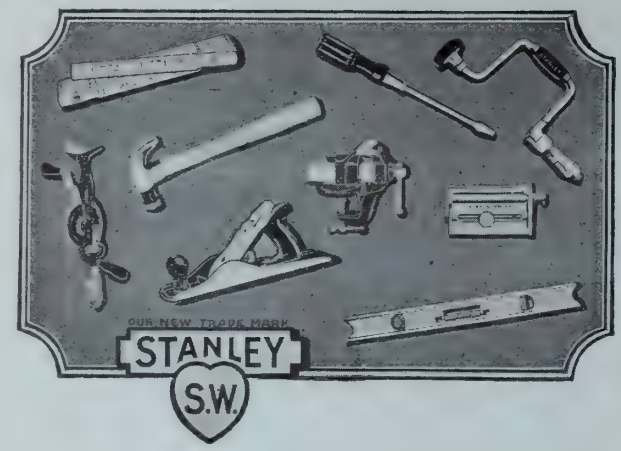
In every feature of design Morrison Valves are abreast of modern engineering progress.

These reliable fittings are made from perfect patterns, cast with the greatest skill, insuring evenly distributed material in the walls.



James Morrison Brass Mfg. Company
LIMITED
93-97 Adelaide Street West TORONTO, ONT.

If interested tear out this page and place with letters to be answered.



STANLEY
CARPENTERS' TOOLS

Tools With a Reputation

Stanley Carpenters' Tools are world famous products made by world famous New England craftsmen. Show the mechanic the Stanley mark of excellence, and he will know what to expect of the tools he buys.

Show the same mark to the home lover—the man who takes a pride in doing little repairs around the house. Sell *him* confidence in the Stanley name. Here's a big market.

Stanley Catalog of Tools R51 sent upon request.

THE STANLEY RULE & LEVEL PLANT.
THE STANLEY WORKS
NEW BRITAIN, CONN. U.S.A.

Canadian Representative:
A. MacFARLANE & CO., Coristine Bldg., MONTREAL

Three Special Reasons Why You Should Order Your FREEZERS Now



(1) We can ship more promptly now than when the big demand is on.

(2) Transportation is better now.



(3) Hot weather is sure to come. So will the rush for Freezers, all along the line, from user to dealer,—to jobber,—to us. But we cannot supply every demand promptly the last minute. Be wise in time, get your stock now while the getting is good. Be ready to supply your customers the moment they are in a humor to buy. If you hesitate now you may lose later. We venture to guess that your stock is low, so there is every good business reason why you should prepare in time. Place your order with your jobber now—you cannot lose.



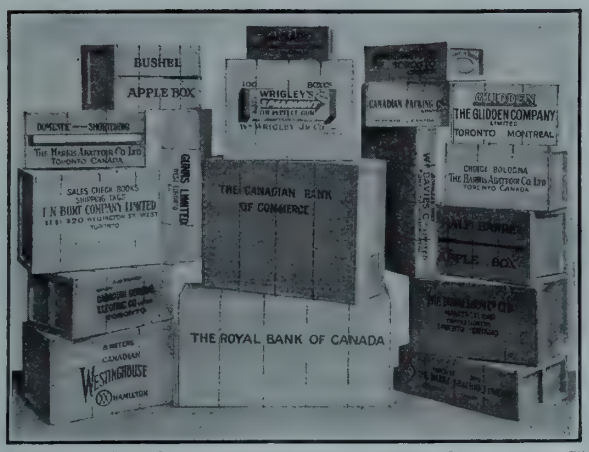
North Bros. Mfg. Co.
PHILADELPHIA - PA.

If interested tear out this page and place with letters to be answered.

4-ONE-BOXES

ARE USED BY

The Leading Manufacturers of Canada



Above is a view of containers we supply to some of our customers

BECAUSE:—

1. Lower costs.
2. All shipments sealed.
3. Remove pilferage.
4. Eliminate claims and damaged goods.
5. Express the character of your products.
6. Simplify packing.
7. Quicker handling both at factory and in transit.
8. Lower freight and express charges.

"A BINDING GUARANTEE OF SAFE DELIVERY"

Reproduction of trade-marks can be made on cases—thus adding to appearance and advertising value.

Write for Literature to Dept. H.

Canadian Wirebound Boxes, Limited

1000 Gerrard Street East - - TORONTO

Sales Offices: MONTREAL AND HAMILTON

"ACME"

Shears With Specially Hardened Sharp Edges

Your customers want Shears and Scissors for just one purpose—to cut. "Acme" Shears are famous all over the world for one thing in particular—their specially hardened, sharp cutting edges. Next after that, perhaps, comes their well-known low price for the quality.

To the merchant, "Acme" Shears, Scissors and Tinners' Snips offer an exceptionally advantageous line to sell in conjunction with a high-priced line. "Acme" Shears are wanted and sell; 35,000 pairs are produced daily. Ask for Catalogue No. 6. "An Encyclopaedia of Scissors."



The Acme Shear Company

Bridgeport, Conn., U.S.A.

Incorporated 1882. Capital Stock, $500,000.

Canadian Agents:
Mr. A. J. McCrae, 23 Scott St. Toronto.
F. G. Maxwell & Co. Winnipeg, Man.

If interested tear out this page and place with letters to be answered.

TRADE MARK

Roofing and Building Papers That Continually Boost Your Store

Building Papers, Tarred Felt, Sheathings and Tar Products, and Wrapping Paper of all kinds that give service in use, reflecting credit on the dealer and inspiring confidence in all the lines he sells—that's the McArthur line.

Drop us a line for an interesting little booklet on Roofing Materials. It will tell you of each one of our lines—reasons why they sell, and serve the consumer so that you hold his future trade.

We cannot tell of all the lines here, but, for instance, "Black Diamond" Tarred Felt is pure wool tarred roofing felt, from selected woollen rags saturated with pure coal tar, producing the most durable roofing felt possible to make.

Ask for Literature

Alex. McArthur & Co., Ltd.

Established 1879

82 McGill Street Montreal, Canada

RAZORS

Fully Guaranteed



Made in Sweden from the finest Swedish Steel. Every Razor sent out by the Swedish Steel Forging Co., bears the trade mark "SSA." It carries a guarantee that the quality and workmanship stand for all that is best and select in the highest class Razors.

Write for Prices to-day

Canadian Agent:

F. W. Lamplough & Co.

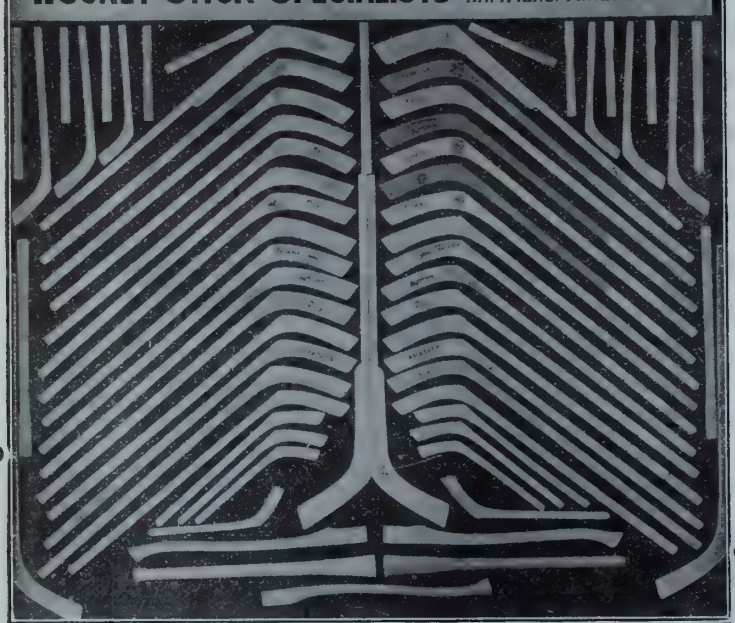
46 Alexander St., Montreal

Manufacturer

Swedish Steel Forging Co.

SWEDEN

ST. MARYS WOOD SPECIALTY CO.
HOCKEY STICK SPECIALISTS HANDLES FOR AXES, PICKS, HAMMERS, MINERS ETC



OUR HOCKEY STICKS

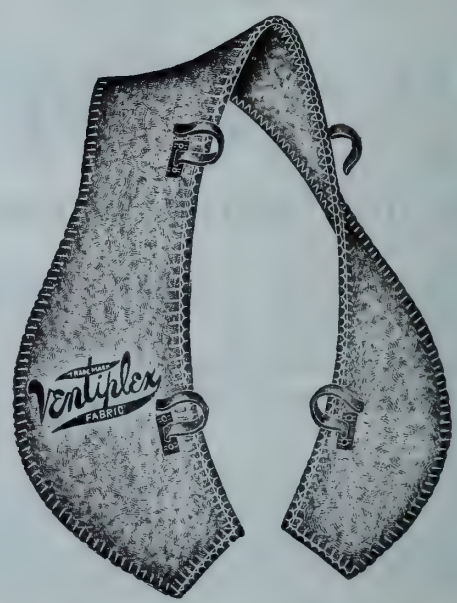
Are made in the largest and best equipped factory in Canada. They are manufactured with a view to get the best QUALITY, SHAPE and FINISH. They LOOK WELL, SELL WELL, and LAST WELL.

Wire for Copy of Price List Just Issued

ST. MARYS WOOD SPECIALTY CO., Ltd.

ST. MARYS, ONT.

VENTIPLEX



Service and Satisfaction

When you sell Ventiplex Pads you accomplish three things—you provide more comfort for the horse, make a satisfied customer and secure a good profit.

Ventiplex Pads, consisting of a compound of Indian Rubber fibre, soft wool and hair, are thoroughly absorbent and springy. They have no equal for durability, comfort and economy.

Sell your customers Ventiplex when they ask for pads.

The Burlington Windsor Blanket Co., Ltd.

Toronto Ontario

If interested tear out this page and place with letters to be answered.



OUR picks are typical of the high quality of all Quikwerk Tools. Best open hearth steel, hammer forged, correctly tempered, black, with polished points.

Write for new, complete catalogue

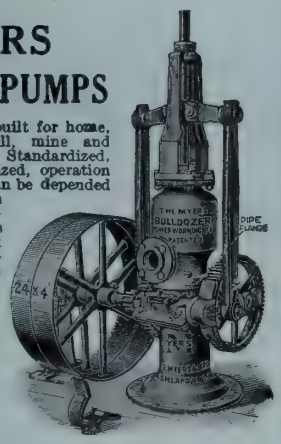
The
Warren Tool & Forge Co.
234 Griswold Street Warren, O.

MYERS POWER PUMPS

Are designed and built for home, farm, factory, mill, mine and similar services. Standardized, simplified, modernized, operation and power, they can be depended upon for uniform and lasting service. Many styles and sizes meet capacity requirements. Operation any power.

Get our catalog and prices.

F.E. Myers & Bro.
ASHLAND OHIO



NOVA SCOTIA STEEL & COAL CO., Limited
NEW GLASGOW, N.S.
Manufacturers of
FERRONA PIG IRON
and SIEMENS-MARTIN
OPEN HEARTH STEEL

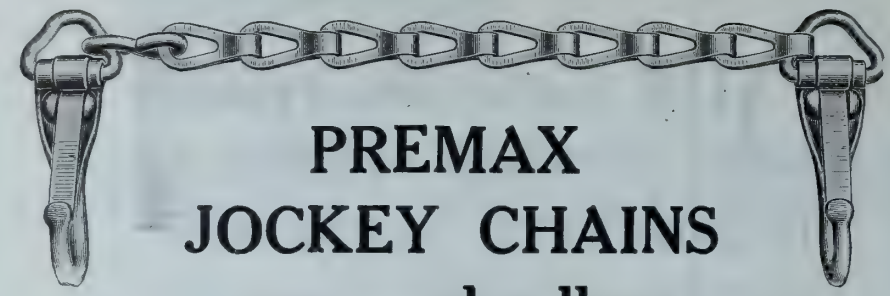
LONDON
High Grade
BAR IRON

Our iron bars are tough, fibrous and corrosion-resisting, just such bars as your blacksmith friends want to use. Why not carry them in stock for your customers, or if you prefer, have them direct shipped from the mill?

London Rolling Mill Co.,
Limited
LONDON, - ONTARIO

SALES AGENTS
Manitoba—Bissett & Webb, Ltd., Winnipeg. British Columbia —McPherson & Teetzel, Vancouver.

If interested tear out this page and place with letters to be answered.



PREMAX JOCKEY CHAINS are good sellers

Is your stock of Jockey Chains and the other Premax Harness Specialties ready for the season's demand?

Write for Catalog.

Niagara Metal Stamping Corporation
Division M
Niagara Falls, N.Y.

Red Devil
REG. U. S. PAT. OFF.



"RED DEVIL" TOOLS
and Hardware Specialties of Real Merit

They give you a chance to talk quality to the consumer at a price he can afford to pay.

A complete assortment of Pliers, Nail Pullers, Fence Tools, Glass Cutters, Snips, Auger Bits, Hack Saw Blades and Frames, Screw Drivers, Cold Chisels, Bolt Cutters, Chain Drills, Lock Washers and Electricians' and Linemen's Tools, having a popular appeal and sell at a profit. ***What better brand of tools to sell over the counter?***

Red Devil
Combination Plier No. 1024

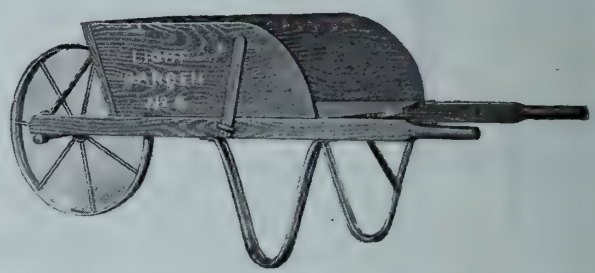
One of the biggest sellers of a line of 100 styles. "Red Devil" Pliers embody the latest in scientific design.

Send for "Red Devil" Tool Catalogue and Discount Sheet.

SMITH & HEMENWAY CO., Inc.
Manufacturers of "Red Devil" Tools
89 Coit Street, Irvington, N. J.

Garden Barrows Ready to Ship

No. 9



Strong, durable, steel legs—steel front corners. Weight 50 lbs., but stronger than many weighing half as much again.

No. 10



Boys' lightweight (30 lbs.). Not a toy, but a durable working Garden Barrow.

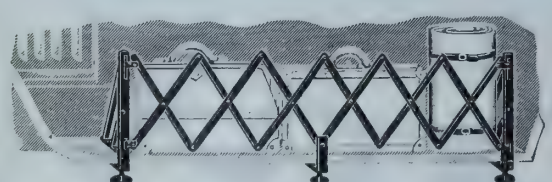
Write for prices.

MAXWELLS LIMITED, St. Marys, Ont.

Star Adjustable Luggage Carriers



CLOSED



OPEN

Made entirely of steel and unbreakable; it is attached to the running board by three convenient thumb screws. When not in use it occupies but a small space. It is adjustable from 10 inches to 50 inches. The cut shows some articles it is useful for, but it has so many useful applications that it would be difficult to enumerate them. For instance: How many things could a farmer carry, with one on each side of his car?

How would it be for "cash and carry" shopping?

How about trips this summer and fall? Ask your customers and make sales!

Canadian Representative: T. Mortimer, 64 Wellington St. W., Toronto

Star Specialty Manufacturing Co.
227-233 West Erie Street, Chicago, Ill., U.S.A.

If interested tear out this page and place with letters to be answered.

Garland Guaranteed Products
(Made in Canada)



PROTEX ON FELT

PROTEX

A Protex roof is a continuous, one piece, plastic layer without a lap joint, seam or nail in it. Protex is a Plastic Asbestos Compound applied with a trowel and is guaranteed for ten years. Protex specifications do not require the tearing off of the old roof — instead we use it as a foundation.



SUPERCOTE ON TIN

SUPERCOTE

Supercote is a Semi-liquid Asbestos Roof Coating particularly made for protecting, preserving and waterproofing irregular, uneven surfaces such as Gravel and Corrugated Iron Roofs, but it can be used just as well, with the same satisfactory results on all other roofs such as Paper, Composition and Metal.

Also ask for circulars on Roof Paints, Industrial Paints, Concrete Floor Hardeners, Hot Surface Paints, etc.

Distributed by

D. J. LADD & COMPANY

WINNIPEG, CANADA

WHY EXPERIMENT ?
WE DID IT FOR YOU YEARS AGO



IMPERIAL GENUINE



For Heavy Engines and Extraordinary Hard Work

HARRIS HEAVY PRESSURE

THE COPPER COATED CAKE

For Donkey Engines, Saw Carriages, Small Motors, Transmission Line Shafting and all steady heavy pressure duty.



Matchless

Suitable For Slow-Moving Bearings

Write For Prices

THE CANADA METAL CO., LIMITED

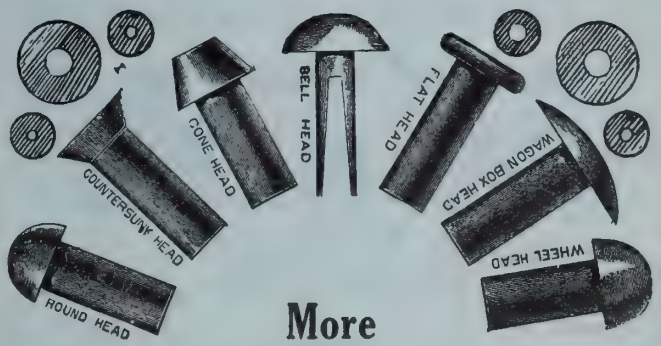
TORONTO HAMILTON WINNIPEG VANCOUVER MONTREAL

"Hercules" Sash Cord

The reputation of this brand has been thoroughly established in the Canadian market for the last eighteen years. It compares in quality with the best imported brands, but is sold at a considerably lower price and can be safely recommended for any job.

All wholesale hardware dealers carry "Hercules" Sash Cord and can fill orders promptly.

Manufactured in Canada



More Profitable Lines for the Hardware Dealer



Our products earn maximum profits for the dealer. A trial order will convince you of their great sales-producing qualities.

We manufacture—

Iron, Copper and Brass Rivets
Small Washers and Burrs
Wire Nails
Countersunk Clout Nails
Escutcheon Pins (Brass and Steel)
Tubular and Bifurcated Rivets
Copper and Steel Boat and Canoe Nails, Etc.



The Parmenter & Bulloch Co., Ltd.

GANANOQUE, ONTARIO

John R. Anderson, 36 Dizier St., Montreal. E. Fielding & Son, 9 Front St. East, Toronto. David Philip, 138 Portage Ave. East, Winnipeg. W. O. Webster, 1220 Hamilton St., Vancouver.

If interested tear out this page and place with letters to be answered.

An Axe is as Strong as its Handle

STILL'S

—will give you a stronger working tool, for **STILL'S HANDLES** are made from the best of Canadian Woods.

The sale of

STILL'S HANDLES

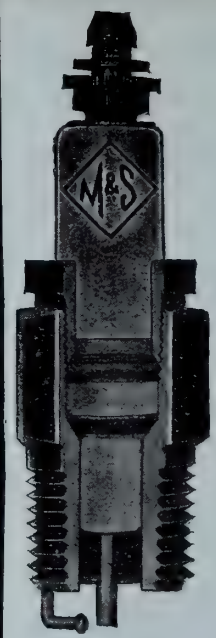
far exceeds all other makes.

There's a reason.

Axe, Pick, Sledge and Hammer Handles, Cant Hook and Peavie Handles.

It pays to sell STILL'S.

J. H. Still Mfg. Company
ST. THOMAS -:- ONTARIO



The Plug with the Hotter Spark

M&S

The ball point of the "M&S" spark plug concentrates the current and intensifies the heat. This gives a sure, hot spark—producing better combustion and greater power.

The "M&S" plug is made in all styles to suit every make of car—it is standard equipment on the popular new Overland "4."

The "M&S" plug is made in Canada and guaranteed to give complete satisfaction.

Dealers:—Ask your jobber for the "M&S" plug.

No.	Models
500—	½" Standard
501—	⅞" Standard
502—	⅞" Long
503—	⅞" Long with Chevrolet Terminal
506—	½" Long
504—	Regular Porcelain
505—	Chevrolet Porcelain

RUSSELL GEAR & MACHINE CO., LIMITED
1209 King Street West
Toronto, Ontario

25

Wrought and Steel Plate WASHERS OF ALL DESCRIPTIONS

ROUND AND SQUARE

PLAIN OR GALVANIZED



Annealed Rivet Burrs; Felloe Plates; Sheared and Punched Plates; Malleable Washers and Cast Iron Washers.

PROMPT SHIPMENTS

We Guarantee Quality and Service.

Wrought Washer Mfg. Co.
Milwaukee, Wis.

UNIMECO WROUGHT WASHERS

MADE IN CANADA



Prompt Shipments

of this wide and useful range of wrought washers of every variety—in round and square, plain or galvanized.

Annealed Rivet Burrs of the same high degree of excellence can also be supplied.

"Unimeco" are the better kind with an unusual finish. They are profitable to handle. Write today for prices and information. It will pay you.

THE UNION IRON & METAL CO. LIMITED
1951 DUNDAS ST. W.
TORONTO CANADA

If interested tear out this page and place with letters to be answered.

Dealers — Here's your chance to make Easy Profits



WELDED COPPER STEEL

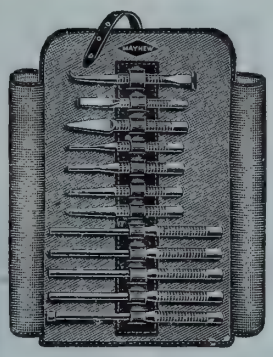
HOG TROUGHS

These troughs are made of copper steel and welded throughout, making them practically one-piece: no chance of leaking. To prevent rust and wear each one is coated with an acid-proof, brine-proof oil, forming a porous-proof elastic film which toughens with age and is absolutely water proof.

Note these new reduced prices: 4 feet, 70c per foot; 5 feet and longer, 60c per foot, with liberal dealers' discount. *Farmers are sending their orders for troughs direct to us because you are not carrying them in stock.* Get in on this now—send an order for at least fifty-foot sample lot. Fuller information and catalogue of Tanks, Water Troughs, etc., sent on request.

The Steel Trough & Machine Co., Limited
4 James Street - Tweed, Ontario, Canada

A More Complete Auto Kit



No. 501 Auto Kit

Motorists and Garage men are looking for a more complete kit. Mayhew #501 Auto Kit fills the demand. Twelve Mayhew-Quality tools in a neat roll.

Only the toughest tool steel goes into these hand-forged, electrically-tempered tools. The patented knurled grips give a firm hand hold that will not slip. Carefully tested and fully guaranteed.

MAYHEW MADE TOOLS ARE RIGHT

"Every Blow of the Hammer Refines the Steel"

Your customers cannot fail to recognize Mayhew Quality. Once they have used a Mayhew tool they will ask for other Mayhew models.

MAYHEW STEEL PRODUCTS, Inc., 291 Broadway, New York City
CAMPBELL AGENCIES, McKinnon Building, Toronto, Canada

TRIMO

THE WORD TRIMO



Stands for good tools made by the Trimont Mfg. Co., which are the following:—

The Trimo Pipe Wrench
The Trimo Chain Pipe-Wrench
The Trimo Nut Wrench
The Trimo Pipe Cutter (Hand)



The four good points that make **Trimo Pipe Wrenches** superior are the **Spiral Spring** always in place—**Steel Frames** that will not break—**Nut Guards** that protect adjustment nut—and the **Inserted Jaw** in handle that can be replaced when worn.

Pipe Wrench Nut Wrench

TRIMONT MFG. COMPANY
ROXBURY (BOSTON), MASS.
MANUFACTURERS

BALE TIES

NAILS WIRE

Laidlaw

Time-Tested Efficiency

Laidlaw Bale-Ties are made from Bessemer Steel. Our Ties have been thoroughly tested in general use throughout the Dominion and most of the foreign countries of the world. Practical use has convinced buyers of Laidlaw efficiency. This has made Laidlaw Bale-Ties the

Dominion and World-Wide Choice

Strong, reliable and of practical design, Laidlaw Bale-Ties make good and prevent broken bales and consequent commercial loss. Laidlaw Bale-Ties are made in "Single-Loop" and "Cross-Head" styles of fastening.

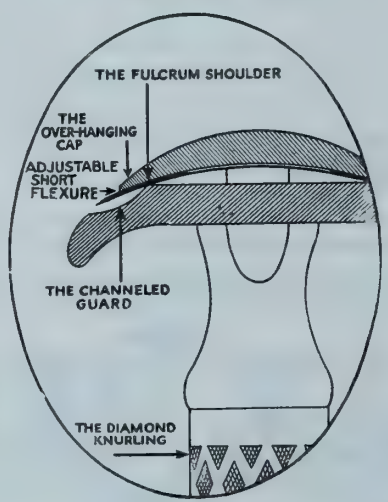
The Laidlaw-Bale Tie Company
Limited
Hamilton Canada

Agencies:
A. T. Diggins, Stair Bldg., Toronto
H. E. O. Bull, 184 Mance St., Montreal
M. Bryan, 24 Aldgate, London, Eng.
Norman Jessiman, 505 Hastings St. West, Vancouver, B. C.

If interested tear out this page and place with letters to be answered.

The New Improved Gillette

Patented Canada, Aug. 31, 1920



The leading features are:

1. Fulcrum Shoulder
2. Overhanging Cap
3. Adjustable Short Flexure
4. Channeled Guard
5. Micrometric Precision.

Retails at $5.00 Up
IN CANADA

Now Ready

For Shipment All Over the World

An invention of intense personal interest to every man with a beard to shave.

Uses the well-known standard Gillette blades and greatly increases their effectiveness.

In utility and beauty, the new razor and the new cases surpass anything ever offered to the trade.

On sight, there is a desire to own one.

It will appeal to present Gillette users as well as others—offering wonderful opportunities for greater Gillette sales.

As a result of the new features, the New Improved Gillette Safety Razor is the finest shaving instrument ever produced.

Place Your Orders Early

Gillette Safety Razor Company of Canada, Limited
Montreal, Canada

MADE IN CANADA
TRADE Gillette MARK
KNOWN THE WORLD OVER

The Only Weekly Hardware Paper in Canada

Member Audit Bureau of Circulations *Member Associated Business Papers*

Hardware and Metal

CANADA'S NATIONAL HARDWARE WEEKLY

Vol. XXXVII. TORONTO, MAY 7, 1921 No. 19

Revisions in Law re Offensive Weapons 35
Developing Household Hardware Trade 37
"Shopping Week" Aids District Merchants 38
Ad. Suggestions for May 39
Editorial Comment 40
Events in the Trade 41
News of Western Canada 42
Weekly Market Reports—Montreal, Toronto, London, Winnipeg 43-49
"Save the Surface" a National Duty 50
Establish "Save the Surface" Department 51
Co-operation of Hardware Merchant Needed 52
A National Duty for the Merchant 53
How "Save the Surface" Campaign Helps the Merchant 53
Adapting "Save the Surface" Idea to the Hardware Store 54-55
Suggestion for "Save the Surface" Department 55
Suggestion for "Save the Surface" Window Display 56
Directing Your Advertising Appeal in Right Channels 56-57
"Sales Boosters" in the "Save the Surface" Department 58-59
Suggestions for the "Save the Surface" Showcard 60
Hardware Merchants "Clean Up" Week 61
1921 Plans for "Save the Surface" Campaign 69
Some Seasonable Appeals for Brush Trade 70
Weekly Market Reports—Montreal, Toronto, London, Winnipeg, Pittsburgh.....43-49
Fostering Canada's Export Trade 138-139

The MacLean Publishing Company, Limited

JOHN BAYNE MACLEAN, President. H. T. HUNTER, Vice-President.
H. V. TYRRELL, General Manager.

Publishers of Hardware and Metal, The Financial Post, MacLean's Magazine, Farmers' Magazine, Canadian Grocer, Dry Goods Review, Men's Wear Review, Printer and Publisher, Bookseller and Stationer, Canadian Machinery and Manufacturing News, Power House, Sanitary Engineer, Canadian Foundryman, Marine Engineering of Canada, Canadian Motor, Tractor and Implement Trade Journal, Druggists' Weekly.

Cable Address, Macpubco, Toronto; Atabek, London, Eng.

ESTABLISHED 1887.

HARDWARE AND METAL

GEO. D. DAVIS, Manager.

CHIEF OFFICES:

CANADA—Montreal, Southam Bldg., 128 Bleury St., Phone Plateau 946. Toronto, 143-153 University Ave., Telephone Adel. 5740; Winnipeg, 901 Confederation Life Bldg., Telephone Main 3449. Vancouver, 314 Carter-Cotton Building, 198 Hastings St. West.

GREAT BRITAIN—London, The MacLean Company of Great Britain, Limited, 88 Fleet Street, E.C., E. J. Dodd, Director, Telephone Central 12960. Cable Address: Atabek, London, England.

UNITED STATES—New York, A. R. Lowe, Room 1606, St. James Building 1133 Broadway (corner 26th St.), Telephone Watkins 5869; Boston, C. L. Morton, Room 734, Old South Building, Telephone Main 1024; Chicago, H. A. Maguire, 405-6 Transportation Bldg., 608 So. Dearborn St., Telephone Wabash 9430.

SUBSCRIPTION PRICE—Canada, $4 a year; Great Britain, South Africa and West Indies, 16s. 6d. a year; United States, $4.50 a year; other countries, $5 a year. Invariably in advance.

What We Are Doing For Dealers

DEALERS who handle our line of Electrical Appliances will reap the benefit of an especially forceful advertising campaign. The advertisements are now appearing in the best daily newspapers in the bigger cities from Montreal to Vancouver.

These newspapers include such widely distributed journals as the Montreal "Gazette," Toronto "Globe," Toronto "Mail & Empire," Toronto "Daily Star," Hamilton "Spectator," Brantford "Expositor," London "Free Press," Winnipeg "Free Press," Winnipeg "Tribune," Regina "Leader," Calgary "Herald," Saskatoon "Star," Edmonton "Journal," and Vancouver "Province."

Strong selling ads. will also appear in Toronto "Saturday Night."

The total circulation of these papers is 686,433.

Each paper will be read by approximately four people. Each advertisement, therefore, will tell its story to 2,745,732 prospective buyers of New Canadian Beauty Electrical Appliances!

Our new set of window cards are being shipped to our dealers. They were designed and painted by real artists. They are beautiful and effective.

We have also produced leaflets for consumer distribution which go into fine details about the various Canadian Beauty Appliances. These we supply to dealers in the quantity desired. Dealers are also most enthusiastic about these little sales helps.

Please remember that this is not just an empty promise. The campaign we have outlined will be carried out to the letter. We believe in giving our dealers every possible encouragement and support.

Write at once for our liberal plan, literature, prices, etc.

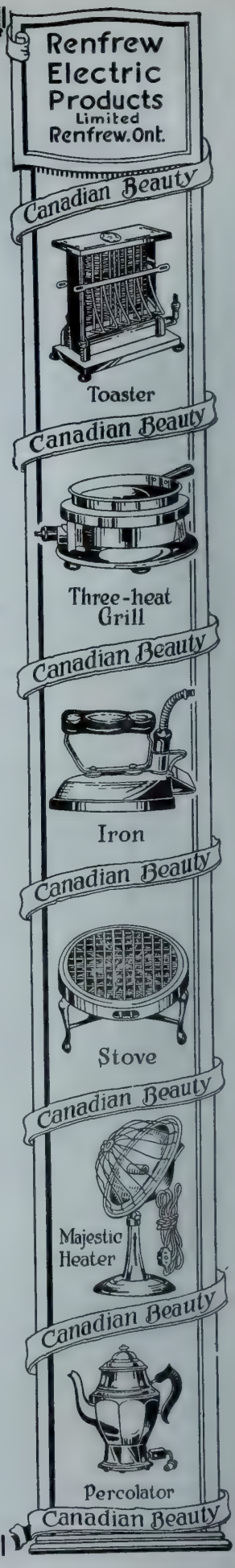
Renfrew Electric Products, Limited

Head Office and Works: Renfrew, Ontario

29 Richmond St. West, Toronto, Ont. **803 Lindsay Bldg., Winnipeg, Man.**

The New

Canadian Beauty Electrical Appliances



If interested tear out this page and place with letters to be answered.

Canada's National Hardware Weekly

Hardware and Metal

Published Every Saturday Since 1888

Vol. XXXIII. TORONTO, MAY 7, 1921 No. 19

Revisions in Law re Offensive Weapons

Department of Justice Has Acted on Protests of Hardware Merchants and Others re Offensive Weapons Legislation — Initial Amendment re Aliens is Withdrawn

THE initial amendment to the legislation regarding ownership and sale of firearms in Canada, as outlined in April 30 issue of HARDWARE AND METAL, has now been withdrawn and new revisions substituted by the Department of Justice. It will be noted that the revised regulations follow out some of the recommendations made by the delegation of hardware merchants who waited upon the Minister of Justice in connection with this matter. These recommendations were also outlined in the issue referred to. Under the revisions a British subject is not required to have a permit for a rifle or shotgun which he owned on the first day of July, 1920, and which he has owned continuously since then. The necessity of having permits for certain weapons on display in museums, or as souvenirs in the home, is also removed. The retailer who is licensed to sell firearms is still responsible for seeing that all purchasers have a permit, and he must keep records of that permit and sale as outlined. Permits are to be secured by owners of firearms on the basis of the district in which they expect to use such weapons, for permits are good only within the jurisdiction of the person issuing them.

The Bill amending section 118 of the Criminal Code is as follows, "permit" meaning a permit granted by one of the authorized agents of the Department of Justice and "weapon" including any device or contrivance outlined.

License for Importing and Selling

By the revised regulations every one is guilty of an offence and liable to a fine and imprisonment who without a license, after December 31, 1920, imports, brings or transports into Canada, or manufactures or deals in, sells to, barters with, gives or lends to any person, any of the following weapons or of similar kind:—any cannon, trench-mortar, machine-gun, rifle, gun, revolver, pistol, or other firearm or any air-gun, any device or contrivance for muffling, stopping, concealing or disguising the sound or flash of the discharge of a firearm or air-gun, any explosive, poisonous, stupefying or disabling bomb or similar device, any sword, sword-blade, bayonet, pike, pike-head, spear, spear-head, dirk, dagger, stiletto, bowie-knife, or sheath knife or similar contrivance, any metal knuckles, skull-cracker, slung-shot, sandbag or any similar device.

Penalty is provided for any one who not having a permit or not being otherwise excepted has upon his person in his possession any of the mentioned weapons. Penalty is also provided for one who, whether he has or has not a license or a permit as required, sells to, barters with, gives or lends to, a person who has not a permit therefor any weapon of the kinds mentioned. The dealer is also penalized who in case of a sale neglects to keep a record of such sale, the date thereof, the name of the purchaser, such sufficient description of the weapon sold as may be necessary to identify it, the date and place of grant of the permit and the name and office of the person who granted the permit, or who neglects to send a duplicate of such record by registered mail to the person who granted such permit or neglects to endorse upon such permit the date and place of sale, the said description of the weapon and the name of the vendor.

Penalty is furthermore provided for the one who, being authorized to grant a permit, grants it without keeping a duplicate as a record or who having granted a permit, fails to keep any record received by him of sales of weapons, devices or contrivances to the holder thereof. The issuing of a permit without lawful authority is also penalized.

Exemption

Exemption from the necessity of securing a permit is provided for members of the naval, military, air or

Linking Up With the "Save the Surface" Campaign

On pages 50-61 of this issue will be found a number of suggestions as to how the hardware merchant can most effectively link up with the "Save the Surface and You Save All" campaign. The intelligent co-operation of the trade along lines suggested will no doubt help not only to increase the sale of paints and varnishes, but to encourage the customer to a higher appreciation of the real value of these products. On those pages will be found suggestions for the advertising and the showcards, suggestions for window and store displays and a number of brief points which will help in dealings with various prospective customers.

militia forces, Royal Canadian Mounted Police, peace officers, public officer, or immigration officer, who by law is permitted to have in his possession such weapon. A sailor is allowed to have a sheath-knife or clasp-knife. No permit is needed for a bona fide sale by a manufacturer of weapons or a wholesale dealer if a license is held and sale is made to a bona fide dealer who is licensed to buy such weapons and who has an established place of business for such dealing.

British subjects do not require a permit for a rifle or shot-gun owned on the 1st of July, 1920, and owned continuously since then. No permit is required to have in a museum or other public building on or for exhibition as souvenirs, war-relics, specimens, or types of invention, any weapon of the kinds mentioned. No permit is required for any person to have in his possession, on any premises occupied by him as his residence or as his office, any weapon of the kinds mentioned excepting metal knuckles, skull-cracker, slung-shot, sandbag or similar device, provide such weapons are obsolete, not usable for their purpose and merely kept as a souvenir or war-relic.

Who May Issue Permits

Permits may be issued by the following officers, upon sufficient cause being shown for the need of firearms:—Any officer of the Royal Canadian Mounted Police, superintendent or other head officer of provincial police, or stipendiary or district magistrate, or sheriff, or chief constable of any city, incorporated town, district or municipality, or any person authorized under the laws of any province to grant licenses or permits to carry firearms. Form 76 will be used and permits will be good for a maximum of twelve months, good only within the jurisdiction of the person issuing the permit.

Special penalties are provided for the person who has upon his person or in his possession any weapon which is concealed or disguised or who, being masked or disguised, has upon his person or in his possession any weapon.

Following is the form of permit:

Form 76

Weapon Permit

(name of place of issue and date)

Permission is hereby given to..... of..... to ("have upon his person or in his possession" or "to have in his possession" as the case may be..... (character of weapon).....for..... (insert duration of permit and county, city, town or other limits within which permit is to be in force).

Reason for granting permit

Name and office of person issuing permit.

This bill amending the regulations regarding firearms has been introduced by the Department of Justice as result of protests received from various interests in the country and it is expected to be enforced at an early date.

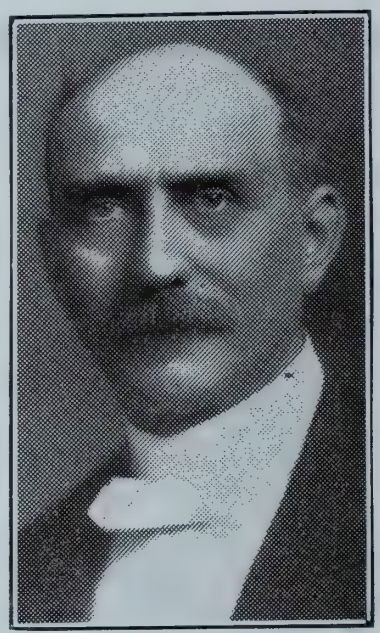
Parking Regulations Hamper Trade

Ottawa Merchants Oppose Practice of Forbidding Parking of Automobiles on Main Thoroughfares

OTTAWA, Ont.—Ottawa merchants are taking a determined stand against the growing practice in the larger municipalities of forbidding the parking of automobiles in the main thoroughfares. A considerable number of the merchants attended a meeting this week in the rooms of the Retail Merchants' Association and entered an emphatic protest against a recent order of the police commissioners prohibiting the parking of cars on Sparks Street. The former regulation was that cars might be parked on Sparks Street for ten minutes.

The merchants were almost unanimously against the new regulation, claiming it was a great detriment to trade. A large number of people who did casual shopping when they were permitted to let their cars stand outside, do not seem to be buying as much now. Merchants in the centre of each block are considerably more affected, it was found, than those in or near the corners.

It was agreed to have a strong deputation wait on the police commissioners at their next meeting and ask that the new regulations be cancelled.



H. T. WHITE,

Vice President Stewart & Wood, Ltd., Toronto, and formerly Western Ontario traveller, whose death is announced elsewhere in this issue.

THE MEN BEHIND THE COUNTER

Nelson Mills, Hamilton, Ontario, President Ontario Retail Hardware Association and also vice-president of the Mills Hardware Company, Limited, who operate two hardware stores at Hamilton, Canada, has urged that Hardware and Metal continue the department for the Men Behind the Counter. This department as our readers know ran for a considerable time under the heading of the Clerks Department. Inquiries among many of the largest hardware employers in Canada have proven beyond a doubt the great value of a department of this kind and the salesmen behind the counter have also urged the continuation of this department.

We are therefore glad to announce that in an early issue Hardware and Metal will commence a special department for the men behind the counter and we shall appreciate any suggestions from our thousands of readers throughout Canada as to how this department can be made most interesting and instructive for them. The new department will commence in an early issue.

Sale of Ross Rifles Delayed by Gov't.

Quite a number of offers have been made the Government for the purchase of various quantities of Ross rifles, many of which are stored in the arsenals at Lindsay and Quebec. The offers have been in lots running from 100 to 10,000, the latter being the largest quantity for which a bid was received. It is considered that having regard for general conditions now existing throughout the world that it is not now a good time to sell these rifles, hence the reason for storing them. The Government hopes to be able to convert many of these rifles so as to make them serviceable in cadet and other training.

About 200,000 rifles were returned to Canada at the end of the war, none of which were Ross rifles. Of this number about 40,000 are now being overhauled. These rifles will be used in connection with the annual training.

Steel Corporation Cuts Wages

A reduction of about 20 per cent. in wages for day labor, effective May 16, and an equitable adjustment of other rates, including salaries, at the plants of the United States Steel Corporation, was announced by Elbert H. Gary, chairman of the Corporation. It is estimated that between 150,000 and 175,000 employees of the Corporation will be affected by the cut.

Roughly, this will affect a reduction in the payroll, calculated on the present number of employees, of not less than $150,000,000 annually.

Developing a Household Hardware Trade

Women Shoppers a Big Factor in Buying and Influencing Buying of Household Hardware—Directory System, Rest Room, Smallwares Table, Etc., Features to Encourage Women Shoppers in George Stambler Hardware, Winnipeg—Gasoline Pump Draws Auto Accessory Business



Interior view of the George Stambler hardware, Winnipeg, Man., showing some of the special facilities provided to help women shoppers and to feature household lines to interest such trade. The smallwares table can be noted in the centre of the store. Sewing machines are also included among the housefurnishings lines. Large cards suspended from the ceiling direct the customer to the department required. Note the modern display fixtures used and the special compartments for tools provided in the first showcase on the left.

So firm a believer is George Stambler, hardware merchant, Winnipeg, in the use of special tables to concentrate smallwares, that in his new store special provision has been made for such a department. It will be noted in the illustration shown herewith that a table is located in the centre of the store on which are grouped in baskets a number of lines of kitchenware and other small furnishings, each plainly marked with a price ticket. Mr. Stambler's experience has been that customers centre much attention on this table, handling the various lines and trying out any new utensils which may be shown. This table sells a good deal of smallwares and Mr. Stambler finds the idea has proved a good revenue producer.

This merchant prefers to stock lines which have a more or less standard reputation through extensive advertising, for his experience has proved that such lines give best satisfaction. He watches the trade papers closely for indications of which are the most widely advertised lines and also for any new lines coming on the market.

"Everything for the Home"

In so far as advertising is concerned Mr. Stambler puts great faith in his local newspaper advertising, supported with circulars and the use of signboards. On all his advertising matter appears the slogan, "Everything for the Home." He has found that concentrating upon a household hardware business, including such lines as sewing machines, phonographs, wall paper, etc., and endeavoring to link up more closely with the housewife in business, has produced good returns.

Prominent in the displays of this store, and located near the front entrance, is an effective showing of automobile accessories, which this store finds a profitable line. Mr. Stambler states that one of the best means of encouraging automobile accessory business is to have a gasoline tank in front of the store. The store is located on a main road leading

Continued on page 38

"Shopping Week" Aids District Merchants

District Hardware Stores Enjoy Good Efforts Of Business Men's Association — Endeavors To Stimulate Local Purchasing

OF particular interest to hardware merchants is the novel manner in which local business was greatly stimulated by the Roncesvalles District Business Men's Association of Toronto. The idea of a special district shopping week, from April 30 to May 7, was conceived by this body and embarked upon with collective effort and concentrated action. That the movement has been attended with success of a very satisfying nature is evident from interviews of Hardware and Metal with local hardware merchants in this district.

Lying in a suburb of Toronto, the problems of the Roncesvalles district merchants are decidedly similar to those confronting retailers in many other districts, with the added difficulty of securing local trade which is easily attracted to the larger stores in the heart of the city.

Stimulant to Business

Attractive window displays, local advertising, special daily and weekly bargains in seasonable articles, good value and courtesy as permanent business getters and evening street parades were among the drawing cards instituted.

A. V. Guest, of the Guest Hardware Store, reports the movement to be a good stimulant to business generally. As a direct incentive to local purchasing, Mr. Guest concentrated on the following lines: tin boilers, brooms, force cups, toilet paper, hand saws, roller skates and garden hose.

"A good success," is the verdict of J. A. L. Doherty, of Doherty Hardware Co. Commencing the first day with a demonstration of varnish Mr. Doherty concentrated on fresh articles each day, including aluminum ware, pocket knives, casseroles and garbage cans. Percentage reduction of prices, lasting for the full shopping period, was another feature contributing to the success attained.

Seasonable Slogan

"May time is paint time" was the business slogan adopted by the Burns Hardware. Novel bargains in the way of paint and brushes were the basic features of this store display. Daily bargains in seasonable goods and attractive window displays with good lighting effects were other aids to trade expansion.

"A fine thing for local business" was the manner in which Mr. Burns summed up the situation.

The aid of local bands, gay street banners and weekly paper news were among the collective advertising efforts of the association. Window displays and the distribution of handbills covers the methods adopted. The committee in charge, as well as the storekeepers, are generally enthusiastic over the success which has attended this innovation.

DEVELOPING A HOUSEHOLD HARDWARE TRADE

Continued from page 37

from the centre of the city to the popular summer resort district and much business has been secured from campers and picnic parties traversing this road. In order to link up the accessories with the gasoline trade window displays of accessories are kept on most of the time. Motorists while waiting to have gasoline and oil tanks replenished are attracted to the window by the display and then it is up to the display to sell the motorist some line which he needs. For this class of trade Mr. Stambler points out that it is necessary to select the stock to be shown in the window with much care. The best lines to show are those which the motorist, while on the road, may be able to use to advantage or which he may require urgently in case of accident. Window cards can be used to advantage in suggesting some such lines.

Summer Resort and Picnic Trade

Requirements for the summer resort and picnic party are also frequently shown in the windows to appeal to such tourist traffic. Paints and varnishes for refinishing the summer cottage, kitchen utensils and other furnishings, campers' supplies, etc., are lines which can also be featured in this trade.

Electrical trade has been developed rapidly in this store and a man is employed the year round to handle sales and installations. Electric fixtures are displayed in the centre of the store, being suspended from the ceiling. These are wired so that they may be shown as they will appear in use.

As mentioned, Mr. Stambler pays particular attention to women shoppers, believing that they actually purchase or influence the purchase of a large percentage of lines featured in his store. In order to make a stronger appeal for this class of trade Mr. Stambler has fitted up a "rest room" for the use of the women. Easy chairs, rugs, etc., are provided and a home-like atmosphere makes the rest room a favorite resort.

Special attention has been given the lighting arrangements in this store in order that it may at all times be brightly illuminated. Mr. Stambler believes that a well-lighted store is a much more attractive place to deal at than a poorly lighted one, and while arrangements have been made for the admission of plenty of natural light, good facilities are also provided for the use of adequate artificial light when needed. The store office is elevated at the rear of the store as will be noted. Here the bookkeeping staff is located away from the noise and distraction of the store.

Gives Customer the Benefit

Speaking to Hardware and Metal in regard to prevailing business conditions and the best means of maintaining turnover during these conditions, Mr. Stambler stated that he is immediately revising prices to the lowest possible levels, whenever revisions are made by the wholesaler. He believes in giving the customer the benefit of any price concession in the interests of a bigger turnover.

Mr. Stambler has been in the hardware business for ten years, during which time his efforts to become intimately acquainted with people in his community have been successful. His store is well established and well regarded in his community to-day and Mr. Stambler owes much of his success to the friendly relations which exist between himself and his clients. The present store was completed only a few months ago and it has 40 feet frontage with a depth of 120 feet. It is several times the size of the store previously occupied and is ample evidence of how this business has been developed.

Modern store fixtures are used throughout, as will be noted in the illustration. Polished showcases indicate attractive displays of silverware, cutlery and cut glass. In the first showcase will be noted a series of small drawers with open fronts, each containing displays of various tools. This allows of a good display and facilitates handling where it is necessary to put the articles on the counter for the closer examination of customers. It will be noted that cards are suspended from the ceiling indicating the various departments such as "Sporting Goods," "Tools," "Shelf Hardware," "Builders' Hardware," "Paints," etc. These cards assist customers in immediately finding their way to the department they require.

A good trade is done in travelling goods, and a display of club bags, suitcases, etc., will be noted on the top of the wall cases. Saws and other tools are shown in glass-fronted cabinets in the wall cases. Small drawers containing the shelf hardware stock are used, with samples of each line affixed to the front of the drawer so as to provide a display and facilitate the finding of lines required.

FREE ICE TO PURCHASERS OF REFRIGERATORS

A. J. Freiman, Rideau Street, Ottawa, offered one month's ice supply free to purchasers of advertised refrigerators on Saturday. Prices of the special lines were $33, $36.50, $37.50 and $42.

For the May Advertising

The first issue of Hardware and Metal each month will carry suggestions for the local advertising of retail hardware merchants for that month. Illustrations and descriptive matter will show how other merchants are developing seasonable trade. These will deal only with those lines which are particularly seasonable and will supplement the advertising suggestions shown from time to time elsewhere in the respective issues.



A GREAT many hardware lines become seasonable during the month of May and they are therefore specially suitable to feature in the May advertising. The layout shown on this page illustrates a wide range of spring lines which the hardware store can feature at this time.

For the sporting goods department one of these ads. announces the opening of the trout season at the beginning of May. A complete list of fishing requirements is outlined. This plan of making the ad. timely is effective in drawing favorable attention.

Wheel Goods For Children

Now is the season for the children to get in long hours of play and the ad. by M. Weichel & Son, Ltd., Waterloo, Ont., illustrates a number of lines which should be popular with the kiddies at this season. Wagons, roller skates and other wheel goods can be featured in the advertising during this month.

Spring gardening requirements are now seasonable. The ad. by W. T. McArthur & Co., Vancouver, B.C., is attractively illustrated and shows a wide range of garden tools. There is a brief description of each line accompanied by some suggestions as to the use of the various tools and prices are quoted.

Refrigerators Reduce Cost of Living

An ad. on refrigerators by W. H. Thorne & Co., St. John, N.B., deals with the matter from an effective standpoint. It demonstrates that the cost of living can be kept down by protecting food with the use of a refrigerator, in addition to making for health in the household. In the approaching warm weather, while living costs are still fairly high, this argument can be advanced with good results.

June, the bride's month, is approaching and toward the end of May advertisements can be used to set forth the various lines of silverware, cut glass, brass goods, etc., which make suitable gifts and which can be supplied by the hardware store. Merchants are paying increasing attention to gift trade during recent years and in many cases substantial business has been developed along this line. The ad. by Sumner Co., Moncton, N.B., points out that many people are already wondering what they are going to give the prospective bride or groom for a wedding gift. A display of a wide range of such lines in the hardware store will help them to make up their minds.

Lawn Mower Time

An ad. is devoted to spring hardware by the Manville Hardware Co., Ltd., Prince Albert, Sask. This ad. illustrates garden tools, screens, house paints, wall finishes, etc., pointing out that it pays to keep the home well painted and that it is easier to stop the fly than to swat him.

Hardware and Metal

Canada's National Hardware Weekly

Member Audit Bureau of Circulations Member Associated Business Papers

The Only Weekly Hardware Paper in Canada

PUBLISHED EVERY SATURDAY SINCE 1888 BY

The MacLean Publishing Company, Limited

Montreal TORONTO, CANADA Winnipeg

SATURDAY, MAY 7, 1921

STATISTICS quoted this week by the Federal Government showed that while there were 100,000 marriages in Canada in 1920 there were only 11,000 new houses built. This is evidence of much potential business for the hardware trade and it gives substance to the claim of many in the trade that when relative conditions become more normal business will come with a rush.

* * *

IT HAS been figured approximately that the reductions in gasoline and oil since last summer mean a reduction in the season's bill for these items to each motorist of twenty dollars. Here is a talking point for the hardware merchant whose motorist customers still complain of high costs as a reason for curtailing use of their cars.

* * *

HARDWARE merchants and tinsmiths who took out or renewed licenses as manufacturers placed themselves in the category of a manufacturer and must continue to collect 2 per cent. sales tax on all articles manufactured by them and return this amount to the Government periodically, at least until such time as the test case decides the matter otherwise. The only way to have avoided this collection of sales tax and the necessity of making returns was to have taken the advice outlined in these columns some months ago stating that merchants would be safe in declining to take out such licenses.

"Save The Surface"

HARDWARE merchants can link up to advantage with any special effort such as the "Save the Surface" campaign, designed to increase the sale of paints, varnishes and other hardware lines. In this issue will be found a number of suggestions as to how the hardware merchant can link up with the "Save the Surface" campaign and help to impress upon his customers the great saving which can be effected by the adequate use of paint and varnish. There is a great need for paint throughout this country and the active co-operation of the hardware trade along these lines should result in not only an increase in paint and varnish business, but a more intelligent regard for the value of these products on the part of the customer.

U. S. Emergency Tariff

EMERGENCY tariff legislation now before the United States Senate will, if adopted, have a considerable effect upon Canadian agricultural products. The original Fordney Bill about which there was much discussion was vetoed by ex-President Wilson but the Republican administration now in power has fathered the bill. Introduced by Senator Young, it has had its first reading in the U.S. Senate this week. It requires three readings and will therefore not be ready for enforcement for a week or ten days at least.

Among the products affected is flax seed and as this product is largely imported by the United States from Canada for the purpose of making linseed oil, it is interesting to note just what the effect will be. Government records show that these imports for eleven months ending February, 1921, totalled 1,337,333 bushels, valued at $3,461,675. The United States has for some time been Canada's biggest customer in flax seed and in the period mentioned the U.S. bought all the flax seed exported from Canada.

For some weeks there has been a big movement of Canadian flax seed to the United States, evidently with the idea of escaping the increased tariff, soon to be applied. The present duty on this product is 20 cents per bushel and the recommendation is that this be raised to 30 cents. The increase of 10 cents a bushel would have meant $133,733.30 added to the cost of the Canadian flax seed set down in the U.S. One obvious result will be the increasing of costs of producing linseed oil in the U.S. unless Canadian seed is kept out by the higher tariff barrier. In this connection it has been recognized for some time that Canadian seed is of such a superior quality as to make it highly desirable in the U.S. for making linseed oil.

New Firearms Legislation

PROBABLY influenced to some extent by the representations made by hardware merchants, the Department of Justice has introduced new legislation governing the ownership and sale of firearms and other weapons in Canada. The recent amendments to the original bill have been withdrawn in favor of the new legislation.

Under the revised regulations some of the points which formerly caused friction have been eliminated. British subjects are relieved of the necessity for securing a permit for rifle or shot-gun owned by them on July 1, 1920, and owned continuously since that time. No permits are necessary for such weapons shown in museums or kept in the home as souvenirs, providing the latter are obsolete.

The new regulations, on the whole, are not much less stringent than the first bill though a number of points are clarified. The new legislation appears to have conceded a few points while at the same time retaining for the government a close watch on the sale of offensive weapons.

The greatest hardships under this law are likely to fall upon farmers and settlers who are located a distance from officials authorized to issue permits and for their sake the issuing of permits should be simplified as much as possible.

This law still remains a "statute law" and only effective if enforced by local police departments.

Helping to Return to Normal

THE reduction this week of approximately twenty per cent. in the wages of employees of the United States Steel Corporation recalls to mind the statement made at the time of the last revision of steel and iron prices, to the effect that further reduction in prices could only follow a reduction in wages. The reductions to date have had the effect of steadying the market to some extent, though little new business has been forthcoming. It has been suggested that the large buyers have sensed some such action and are awaiting still more favorable prices. The wage action has had the effect of strengthening the stock of the Corporation and it would appear as though the result might be considerable. The wage cut is estimated to reduce the cost of steel by about $4 per ton. If further price reductions are made in the Corporation schedule the independent mills may be left at a disadvantage unless the new prices still leave a margin for the latter, owing to the fact that higher costs must be met by the independents in steel producton.

Events in the Trade

Business Changes

Montreal.—J. O. Gaboury (Est. of), hardware, has dissolved.

Toronto.—A. G. Esplen has sold hardware business to Frank Heyworth.

Hanover, Ont. — Bruce Sutherland, manager of the Hanover Cotton & Woollen Mills, enters the hardware firm of H. Cross & Sons, the new firm to be known as "Cross & Sutherland Hardware Co., Ltd." The new firm will operate two stores. They have purchased the Lenenham Block in Durham, and will open up a new hardware business there, and will continue the business in Hanover carried on by H. Cross & Sons.



L. W. SIMMS

President of T. S. Simms & Co., Ltd., St. John, N.B., who has been elected chairman of the Maritime Division, Canadian Manufacturers Association.

New Firms

Durham, Ont.—J. H. Harding is commencing a hardware business.

Toronto.—A. L. Greenside is commencing a hardware business in this city.

Incorporations

Powers of the Torrington Co., Ltd., have been extended to include the manufacture of vacuum cleaners, spokes, nipples, pedals, screws, carpet sweepers, wire products, etc.

Compagnie d'Importation du Canada, Ltee., has been incorporated with capital of $125,000, head office in Montreal, to manufacture and import and deal in paints, pigments, varnishes, hardware, toys, glassware, etc.

Obituary

The death in New York of Ambrose Monel is announced. He was the first president of the International Nickel Co., resigning in 1917. At the time of his death he was vice-president of that company and a director of the International Corporation of Midvale Steel. He was inventor of the Monel process of treating steel.

The death of Henry Thomas White, at his home, Toronto, removes one of the oldest and most widely known commercial travellers covering Western Ontario. The late Mr. White was born in London, England, sixty-six years ago. Coming to Canada as a boy of thirteen, he settled in this city, which, with the exception of a period of two years in Winnipeg, had been his home ever since. He was vice-president of Stewart & Wood, Ltd., with which he had been associated for thirty-five years. During that time he had been their travelling representative in Western Ontario.

Personal

Louis McLain has disposed of his interest in the firm of Louis McLain Co., Ltd., Toronto. Future plans are not yet announced.

H. Stewart, manager the Gourock Ropework Export Co., Ltd., Montreal, is on a business trip to Boston Mass., this week.

The sympathy of the trade is extended John Richardson, buyer at Caverhill, Learmont & Co., Montreal, in the loss he has sustained in the death of his mother last week.

C. K. Godfrey will cover the territory for Lewis Bros, Ltd., Montreal, from Toronto east to Kingston, calling on the retail trade for auto accessories.

A. D. Buchanan, formerly of Cronk & Buchanan, Guelph, Ont., has joined the sales forces of Lewis Bros., Ltd., taking over the territory of J. P. Hammill.

Dr. C. O. Fairbank, of the hardware firm of VanTuyl and Fairbank, Petrolea, Ont., has returned after spending some weeks in California looking after his oil interests and will sail for England on May 14.

Edmund F. Conway, one of the new members of the board of directors of Canada Foundry and Forgings, Ltd., has been associated with the foundry business in Montreal for some years, latterly as president and managing director of St. Lawrence Iron and Foundry Co., Ltd.

J. Thurston Smith, secretary-treasurer, Lewis Bros., Ltd., Montreal, has recovered sufficiently from his automobile accident of a few weeks ago to allow him to again assume his duties for a few hours each day. However, Mr. Smith is still on crutches and it will be a few weeks yet before he has fully recovered.

Col. Robert Starke, Starke-Seybold Co., Montreal, has left for New York and Atlantic City. While in New York he will seek further arrangements that are being made for the convention of the American Iron, Steel and Heavy Hardware Association to be held in Montreal this year on June 7, 8 and 9. Further announcement will be made of the convention in a later issue.



W. S. FISHER,

Enterprise Foundry Co., Sackville, N.B., who at the annual meeting of the Maritime Division, Canadian Manufacturers Association, was nominated for election to the presidency of the C.M.A. at the forthcoming annual general meeting in Quebec.

Hardware Stores Change Premises

Havelock, Ont.—The two local hardware stores have been busily engaged in moving to each other's premises. W. B. Ritchie & Son purchased the store occupied by A. J. Peeling, after that gentleman had purchased the building occupied by them.

News of Western Canada

Should Take Advice of Authorities

Bankers and Business Men Who Have Travelled Are in Best Position to Advise Canada's Course of Action, Says B.C. Manufacturer

"BRITISH COLUMBIA, like all other countries, is going through a period of adjustment. This had to be expected sooner or later, and the surprising thing is that the slowing down process did not come sooner," said J. R. Duncan, Vulcan Iron Works, Ltd., Vancouver, B.C., in a recent interview. "I feel that we have had too much Government control and the deferring of the evil day, so to speak, has made matters so much worse. I am not a pessimist, however, and believe that everything will work out for Canada's good, so rich in natural resources is the country and comparatively more highly developed mechanically than ever it was. We should take the advice of our bankers and men who have travelled in other countries in Canada's interests, and who genuinely believe in Canada's possibilities. This means aggressive missionary work to increase our export business, and the putting of our own raw materials into the finished product at the point of supply of the said raw material, making Canada's resources productive in labor and wealth from start to finish.

"Canada is financially sound, and after travelling through Europe recently, I feel that we, as a nation, have much to be grateful for. Let our optimism be that of working and watching. Delivery of materials is satisfactory and prices are gradually declining to a stage that should interest purchasers. Labor is efficient and anxious to do its part. Wages can only decline with the cost of living; volume being low we are just maintaining a nominal crew. The outlook is satisfactory and the slightest revival would mean a gratifying state of affairs for us. The stabilizing of the lumber and pulp industries would improve our position. Prices on the finished products are declining. Deflation, to my mind, is not complete and only the pressure of natural laws will bring this about. We have made valuable connections in the Orient and our outlook, from an export standpoint, is decidedly interesting.

"Speaking generally, the outlook for 1921 is by no means worse than it has been on many occasions before the war had shaken the whole fabric of business. The European situation is gradually improving. The people of the United States have elected their Government. People have not been purchasing and they must resume at an early date, which must necessarily mean work. Work means wages; fair wages mean contentment.

"Speaking specifically of British Columbia, both the Dominion and Provincial Governments have many important works to go on with, works which will become an asset not only to this province but to the Dominion."

New Ship Chandlery Firm in British Columbia

Vancouver, B.C.—C. G. Hemeon and L. R. Pickard have opened a new ship chandlery warehouse at 311 Cordova St., Vancouver. Mr. Hemeon has been associated with the wholesale hardware firm of McLennan McFeely & Co., Ltd., for the past twelve years, being in charge of the ship's stores department. Previous to coming to British Columbia Mr. Hemeon was associated with the firm of E. K. Spinney, of Yarmouth, Nova Scotia. Mr. Pickard comes from Eugene, Oregon.

Mr. Hemeon mentioned to Hardware and Metal that he would be pleased to receive manufacturers' catalogues of all kinds of ship's stores.

Prepare For Ashdown Social Activities

Winnipeg, Man.—The annual meeting of the Diamond "A" Social Club was held at the offices of the J. H. Ashdown Hardware Company recently and the following officers were elected:

Hon. president, J. H. Ashdown; hon. vice-president, J. N. Nivin; president, J. Fleming; first vice-president, G. Wood; second vice-president, D. Sutherland; third vice-president, Miss Marr; secretary, F. R. Johnstone; treasurer, Miss Hurley; chairman of executive, A. Metcalf; baseball convenor, L. Hunter; football convenor, A. McCallum; tennis convenor, Miss Leach; hockey convenor, G. Tetlow; curling convenor, J. MacKay; bowling convenor, D. Sutherland; quoits convenor, J. Marr; dancing convenor, W. Robinson; whist convenor, J. Baillie; social convenor, J. Hesford.

Reports from the different officers show that the club is in a flourishing condition, both as to finances and membership. It is intended that teams will be entered in the Mercantile baseball and football leagues.

Western Notes

A. G. Carpenter, of Crandall, Carpenter & Read, Winnipeg, is on a business trip to Sackville, N.B., visiting his principals, Charles Faucett, Ltd.

Red Deer, Alta.—L. Warwick, late of the Day Hardware and McPherson Bros. staff, has left to accept a position at Delia, Alta.

Western C. M. A. Officers.

Winnipeg.—W. G. Fraser was chosen as chairman of the Prairie Branch of the Canadian Manufacturers Association at the annual meeting here. J. W. Ackland was elected vice-chairman. D. J. Dyson, the retiring chairman, in presenting his report, declared that he believed the unemployment situation, which never was as serious in the West as in the East, had passed the worst period.

Death of Pioneer Western Hardware Merchant

Vancouver, B.C.—John A. Flett, head of the hardware firm of J. A. Flett, Ltd., is dead after an illness of several months. Deceased had been identified with the hardware business practically the whole of his sixty-two years. Prior to coming to British Columbia he conducted a business in North Dakota. Years ago Mr. Flett was the proprietor of several hardware stores in Vancouver but eventually sold them all except the one at 339 Hastings Street.

Manitoba Net Profits Tax

Winnipeg.—An amendment to the Provincial Corporation Taxation Act providing for the levying of a two per cent. tax on the net profits of any business for the last business year ending with the six months before or after December 31, 1920, was passed by the Committee on Law Amendments. Hon. Edward Brown, Provincial Treasurer, intimated that this was but a temporary measure, applicable to this year only. The bill was reported.

Weekly Hardware Market Reports

STATEMENTS FROM BUYING CENTRES

MARKETS AT A GLANCE

PRINCIPAL declines evident this week are on coal oil and some lines of carpenters' tools, namely planes, levels and screwdrivers. Minor changes are reported in jack chain, resin and oakum, while soldering coppers, sash weights, mops and whips also show reductions. Linseed oil prices are likely to increase and turpentine has again advanced.

The principal basis lines remain unchanged. Sheets and plates, bar iron and steel, are maintained at last week's quotations, also pipes and fittings. Prices are steadier in metals and manufactured steel products. A 20 per cent. reduction in wages by the U.S. Steel Corporation is announced. It has been the opinion that wage reductions would have to be made before lower steel prices could be made effective. A better tone is evident in such lines as lead products, glass and rope. White lead is reported active with no change in price. Paints and varnishes are moving well and sales in these products are quoted as very satisfactory. Business has been opening up along seasonable lines but demand is generally spasmodic. The market is considered as gradually settling with few important changes having been recorded.

Montreal Markets

MONTREAL, May 4.—The market changes this week are almost entirely confined to the smaller lines with the exception of boiler tubes where easier prices on some sizes are given. Two important reductions are noted, one on Yale night latches and the other on gasoline and coal oil. Yale latches are down approximately 25 per cent. Gasoline and coal oil show a reduction of 2 cents a gallon. Certain lines of whips are lowered, also brass and steel jack chain, the latter now selling on a new net list. White's mop wringers have new prices.

The markets on the different heavier goods are more stable than they have been for some time although corrugated sheets are reported unsteady. Sheets, bar iron and steel, pipe, pipe fittings, range boilers and lead products are all unchanged in prices. Ingot metals are holding.

Of interest this week, connected with the heavier lines of iron and steel, is the announcement of a 20 per cent. reduction in wages with the U.S. Steel Corporation. Whether this will immediately affect the local market is considered questionable.

Whip Prices Lowered

Montreal.

Whips of the Lay Whip Co. make are reduced in price, the reduction amounting from 5 to 10 per cent. on the different qualities.

Yale Night Latches Reduced

Montreal.

A reduction of approximately 25 per cent. has been made in Yale night latches. At present this affects the latches only, other locks and padlocks remaining unchanged.

Roofings and Papers Hold

Montreal.

There is little indication of any change in roofing or insulating papers quotations at present. Prices of the raw materials are holding firm, and the demand has increased very favorably in the month of April over the first three months of the year. Taking from January 1st sales are also favorable in comparison with last year.

School Slates Revised

Montreal.

To those interested a revised price list is out on school slates with the following new net prices quoted:

SCHOOL SLATES—5 x 7, 1.50 per doz.; 6 x 9, $2; 7 x 11, $2.50; 8 x 12, $2.90; 9 x 13, $3.25.

New List on Jack Chain

Montreal.

A new price list is issued on jack chain, both steel and brass, and following is the new net list, showing a slight reduction from former quotations.

S.W.G. No.	STEEL Sgle. link	STEEL Dble. link	BRASS Sgle. link	BRASS Dble. link
7	1 10	1 40	6 35	7 50
8	95	1 15	5 25	6 15
9	90	1 05	4 25	5 15
10	80	95	3 50	4 75
11	70	85	2 80	3 77
12	65	72	2 30	3 20
13	60	65	1 92	2 50
14	55	60	1 60	2 05
15	50	58	1 25	1 60
16	48	53	1 00	1 32
17	45	51	84	1 10
18	40	48	70	90
19	40	45	60	76
20	40	45	55	72

Gasoline and Coal Oil Down

Montreal.

Both gasoline and coal oil are reduced in price this week. Motor gasoline now sells for 37 cents; higher grade, 42 cents. Coal oil is quoted at 24 cents.

Corrugated Sheets Unsteady

Montreal.

While the list on corrugated sheets remains unchanged, a very unsteady situation is apparent. On the two lightest gauges the quotations show a considerable range among the different wholesalers. These are practically the only weights selling, the movement said to have improved very much in the past two weeks. Following is the list:

CORRUGATED SHEETS—	Per 100 Sq. Ft.
No. 28 gauge	9 50
No. 26 gauge	10 25
No. 24 gauge	16 00
No. 22 gauge	19 00
No. 20 gauge	22 00
No. 18 gauge	28 00

Less 7½%.

Limited Sale for Range Boilers

Montreal.

No change is noted in quotations on range boilers, the sale of which is still limited to small quantities. The electric welded boiler is selling fairly well, particularly in the 30 gallon size, the price of which is slightly lower than the riveted boiler. Following are quotations:

RANGE BOILERS—	Standard	Ex. Heavy
30 gallon	12 50	15 00
35 gallon	15 00	17 00
40 gallon	17 00	19 00
52 gallon	24 00	28 00
66 gallon	32 00	38 00
82 gallon	40 00	50 00
100 gallon	50 00	60 00
120 gallon	60 00	70 00

Ware Sales Have Improved

Montreal.

The last two weeks has shown a marked improvement in all wares, par-

ticularly dairy supplies. Stocks are really low throughout the country and dealers have found it necessary to stock a little heavier to meet the demand that is bound to come at this season. While galvanized ware was reduced considerably two weeks ago, other wares, such as tinware, stamped ware and enamelware show no signs of any price changes at the present time.

White's Mop Wringers Revised

Montreal.

A change in quotations on White's mop wringers has been made, following being the new net prices: No. 1, $45.00; No. 2, $31.00; No. 3, $38.00 dozen.

Pipe Fittings Unchanged

Montreal.

Quotations on the different pipe fittings are unchanged, with sorting orders still coming in. Stocks are in good shape in all sizes. Following are quotations:

Cast iron fittings	20%
Bushings, cast	30%
Do., malleable	30%
Flanges	27%
Plugs	22½%
Flange Unions	20%
Malleable Unions	40%
Dart Unions, black	29%
Do., galv.	8%
Nipples, ⅛ to 4 in. close and short	40%
Do., long	50%
Do., 4½ to 8 in., close and short	30%
Do., long	40%
Couplings, 4 in. and under	20%
Do., 4½ in. and larger	Net list

Pound goods—	Black	Galv.
Class B	0 20	0 28
Class C	0 13	0 20

Add 10%.

Wrought Pipe Sales Irregular

Montreal.

Wrought iron and steel pipe is now selling under list No. 51, coming into effect last week. The sales are said to be irregular, one week showing good quantities moving, the next being rather slow. This demonstrates the buying method that merchants have adopted, purchasing only as the demand requires. Stocks are quite heavy in the different jobbers' warehouses. Following is list No. 51:

Price List No. 51. April 25th, 1921.

Standard Buttweld Pipe S/C

Per 100 feet.

Size	Steel Blk.	Steel Galv.	Gen. Wrot. Iron Blk.	Gen. Wrot. Iron Galv.
⅛ in.	$ 6 50	$ 8 50	$	$ ....
¼ in.	4 71	6 81	5 91	8 01
⅜ in.	4 71	6 81	5 91	8 01
½ in.	6 16	7 78	7 95	9 48
¾ in.	7 42	9 49	9 95	12 02
1 in.	10 63	13 69	14 37	17 43
1¼ in.	14 38	18 52	19 44	23 58
1½ in.	17 19	22 14	23 24	28 19
2 in.	23 13	29 79	31 27	37 93
2½ in.	36 56	47 09	.....	.....
3 in.	47 81	61 58	.....	.....
3½ in.	63 02	79 58	.....	.....
4 in.	74 67	94 29	.....	.....

Standard Lapweld Pipe S/C

Per 100 feet.

Size	Steel Blk.	Steel Galv.	Gen. Wrot. Iron Blk.	Gen. Wrot. Iron Galv.
2 in.	$26 83	$33 49	$34 97	$41 63
2½ in.	40 07	50 60	52 94	63 47
3 in.	52 40	66 17	69 23	83 00
3½ in.	63 94	80 50	84 18	100 74
4 in.	75 76	95 38	99 74	119 36
4½ in.	85 73	108 59	1 16	1 39
5 in.	99 90	126 54	1 35	1 62
6 in.	1 30	1 64	1 76	2 10
7 in.	1 75	2 23	2 32	2 75
8L in.	1 84	2 34	2 44	2 89
8 in.	2 12	2 69	2 81	3 33
9 in.	2 54	3 23	3 36	3 98
10L in.	2 35	2 99	3 12	3 70
10 in.	3 03	3 85	4 02	4 76

Rope Prices Are Firm

Montreal.

Although the booked orders for rope were disappointing this year, the sorting up demand is now quite favorable. This is the result of low stocks among the retailers. Navigation supplies are still light, and a big improvement is hoped for along this line during the summer months. However, there is a much better feeling in the rope markets than there was in the earlier months of the year, with a firmer tendency on the outside markets.

Binder twine is held unchanged at quotations given in March.

Stove Bookings Backward

Montreal.

Bookings on stoves and heaters for fall delivery are reported backward, dealers no doubt anticipating lower prices. Speaking with a large manufacturer this week, Hardware and Metal was informed that lower prices were not thought probable for the fall and winter trade, wages and high freight rates offering the chief obstacles toward a lowering. The present demand has been fairly good for certain lines of cook stoves, particularly of the combination type.

Sheets Show No Change

Montreal.

Quotations on both black and galvanized sheets show no change this week. There is still quite a range in prices among the wholesalers, due to the past unsettled conditions in the United States markets. Although the general opinion seems to be that a more stable market will prevail, it is interesting to note that the U. S. Steel Corporation announce a 20 per cent. cut in wages. This coming into effect on the middle of the present month will in all probability reflect on present prices in the near future. The local demand is still reported light, and one wholesaler expressed his view that in all likelihood buying among the merchants would continue from hand to mouth throughout the summer months. Following are quotations:

PLATES—		
10 gauge	5 25	6 25
12 gauge	5 30	6 30
14 gauge	5 45	6 45
16 gauge	5 55	6 55
BLACK SHEETS—		
14 gauge	5 45	6 45
16 gauge	5 55	6 55
18-20 gauge	6 15	7 15
22-24 gauge	6 25	7 25
26 gauge	6 35	7 35
28 gauge	6 50	7 50

Sheets 36 in. wide, 10c per 100 lbs. extra.

GALVANIZED SHEETS—		
U.S. Standard—		
10¾ oz.	8 75	9 75
28 gauge	8 25	9 25
26 gauge	8 00	9 00
22 to 24 gauge	7 85	8 85
20 gauge	7 65	8 65
18 gauge	7 65	8 65
16 gauge	7 50	8 50
14 gauge	7 50	8 50
12 gauge	7 50	8 50

English Standard—	Queen Head	Fleur-de-Lis
28 gauge	10 00	9 25
26 gauge	9 75	9 00
24 gauge	9 15	8 60
22 gauge	8 80	8 15
18 and 20 gauge	8 10	8 00

NOTE.—These prices are for full bundles, an extra charge of 25c to 35c per 100 lbs. is made for broken lots. These quotations are nominal.

Iron and Steel Steadier

Montreal.

There has been no further change in prices on bar iron and steel since the reduction of two weeks ago, bar iron being quoted at $3.70 base. Although the market might be stated as being much steadier in the past few weeks in the United States mills it is interesting to note the 20 per cent. reduction in wages announced by the U. S. Steel Corporation. Buyers, up to the present, are not placing their orders above actual requirements, and with this wage cut made it does not offer much inducement to buy heavily for the present at least. There is a continued sorting demand locally, jobbers believing the buying will be done in small orders well through the summer months. Following are present quotations:

Common bar iron, 100 lbs.	3 70
Refined iron	5 20
Iron finished machinery steel	3 75
Mild steel	3 70
Band steel	3 70
Single reeled machinery steel	5 75
Spring steel	5 00
Sleighshoe steel	3 70
Tire steel	3 90
Toe calk steel	4 60
Harrow tooth steel	3 85
Mining tool steel, per lb.	0 23
Black Diamond tool and cast steel	0 23

NOTE.—Refined iron is aproximately $1.50 per 100 lbs. over base, but fluctuates owing to unsettled market.

Band steel in scroll bdles., 50c per 100 lbs. extra.

Flats, iron and steel, 3-16 and thinner, 50c per 100 lbs. extra.

Boiler Tubes Revised

Montreal.

A revision has been made in quotations on boiler tubes, and slightly lower prices are given on the best selling sizes, while the slow sellers are unchanged. The movement is reported slow, mostly in small orders for repair work. Following are the revised prices:

BOILER TUBES—	Seamless	Lapweld
1 inch	$26 00	$25 00
1¼ inch	27 25	26 00
1½ inch	26 25	27 00
1¾ inch	29 75	27 00
2 inch	29 25	22 90
2¼ inch	33 00	26 00
2½ inch	41 75	28 00
3 inch	49 25	35 00
3½ inch	63 50	40 75
4 inch	85 00	51 75

Lead Products are Firm

Montreal.

Firm prices are continuing on lead products, but no advance is made since the change to higher prices on solders last week. With the continued strength of pig lead on the primary markets any changes in the near future are likely to be on the upward trend. A marked improvement in sales is reported in the last two weeks. Present quotations are as follows:

Lead pipe	0 12½
Lead waste	0 13½
Note.—Lead pipe is subject to a discount of 10%.	
CouplingsLead traps and bends	10% off
Lead wool, lb.	0 13½
Lead sheets, 2½ lbs.	0 11
Do., 3 to 3½ lbs. sq. ft., lb.	0 10¾
Do., 4 to 8 lbs.	0 10
Cut sheets ¼c lb. extra and cut sheets to size, ¾c lb. extra.	
Solder, guaranteed, lb.	0 27
Do., strictly, lb.	0 25
Do., commercial, lb.	0 22
Do., wiping, lb.	0 22¾
Do., wire, lb.	0 35
Zinc sheets, casks	0 13
Do., broken lots	0 13½

Little Change in Waste Materials

Montreal.

Little change is noted in the market for scrap metals, although heavy lead has stiffened with a ¼ cent advance in price. Machinery cast, stove and boiler plates on the other hand are again lowered, with a very dull market on these, the condition of the steel industry having its effect. Following are nominal quotations:

DEALERS' BUYING PRICES.

Automobile tires	0 75
Yellow brass	0 05
Red brass	0 08½
Light brass	0 04
Scrap zinc	0 04
Lead, heavy	0 03¾
Light copper	0 07¾
Lead, tea	0 02
Heavy copper	0 10½
Wrought iron, R. Rd., No. 1, per gr. ton.	12 00
Malleable scrap (ton)	11 50
Pipe scrap (ton)	8 00
Stove plate, per ton	16 00
Heavy melting steel	8 50
No. 2 busheling	4 00
Boiler plate	10 00
No. 1 machinery cast, per gr. ton	24 00

Ingot Metals Remain Steady

Montreal.

The ingot metal market this week remains steady with comparatively few changes in prices. Considering the situation in England prices have held remarkably well; however, should the strike continue much longer it may mean a shortage in some lines.

TIN.—Although this metal has eased in London owing to lessened consumption, the market here remains firm owing to scarcity of supplies. The shortage here and in New York has resulted in slightly higher prices, and it is now quoted at 40 cents.

COPPER.—Copper shows little change in London or New York, and a see-saw market will probably be in evidence for the next month or two. No change is made in quotations, electro 18 cts., casting 17½.

SPELTER.—The recent advance in spelter in East St. Louis seems to have come to a halt, temporarily at least. London is also easier. The future of this metal depends to some extent on the outcome of negotiations with Germany. Price unchanged at 8½ cents.

LEAD.—Lead continues to advance both in London and the U.S.A., although statistics tend to show the advance cannot be maintained. The trust price was advanced again this week and the situation seems strong. Consumption, however, is only fair and a reaction would not be surprising. Quotations are slightly higher at 7 cents.

ANTIMONY. — Antimony seems to show a little more activity with little change in quotations. Should a duty be imposed in U.S.A., prices would no doubt advance. Chinese is quoted at 7¾ cents, high grade English 8½ cents.

ALUMINUM.—Aluminum is slightly easier this week, and is still dull on the market. Local price, 34 cents.

Toronto Markets

TORONTO, May 5.—Minor reductions are again evident on the market this week, but nothing of an outstanding nature has been recorded. The principal items showing a decline are, gasoline and coal oil. Oakum is also down, and one size of range boilers has a small reduction. Some lines of carpenters' tools are lower, namely screwdrivers, planes and levels. Soldering coppers show a decline, while reductions are noted in pack chain, sprinklers, mops, fence hooks, and sash weights.

Primary markets remain practically unchanged; lead and zinc products still holding firm, with sheets, plates and bar iron at previous levels. Pipes and fittings remain at last week's prices, and the waste market is still slow. Sales in seasonable lines are reported as satisfactory with a general steadier tendency.

Reduction in Coal Oil

Toronto.

Gasoline this week remains at 36 cents, following the recent reduction of 2 cents per gallon. Coal oil has followed with a similar drop of 2 cents, prices being now 23 and 26, according to grade.

Small Demand For Bars

Toronto.

Bar iron and steel are reported to be held unchanged on local markets and buying continues to be largely of the hand to mouth variety. On United States markets bars have reached the lowest point since November, 1919. It is stated that Japanese pig iron can be delivered on the Pacific coast at $6 a ton lower than the United States figure, and an increase in the tariff is being asked for. In local warehouses stocks are said to be ample for present needs but are not heavy. Quotations are the following:

Common bar steel, 3-16 in.	$ 4 50
Common bar steel, ¼ in. and heavier	4 00
Common bar iron, 3-16 in	4 50
Common bar iron, ¼ in. and heavier	4 00
Angle base	4 10
Horseshoe iron	6 00
Tire steel	5 95
Band steel	4 50
Spring steel	12 75
Crucible Cast Sheet Steel	35 00
Mining drill steel	23 00
Common Cast Tool Steel	20 00
Sleigh shoe steel	4 50
Norway iron	15 00
Toe caulk iron	6
Hoop Steel	6 00

Nail Sales Improve

Toronto.

A continued improvement in the demand for nails is noted. Sales are increasing in number but very few large orders are reported, and retailers as a whole are apparently ordering in small quantities and there is a tendency to underbuy due to a doubt as to whether prices will decline still further. No changes are reported and wire nails are still quoted at $4.65, base, and cut at $5.60.

Lead Unchanged But Firm

Toronto.

Primary lead markets continue to show firmness, but no changes have been made in local lead or zinc product prices. Under the circumstances there is a fair movement in lead and zinc goods and business is reported to be showing a steady though small increase. Present prices are as follows:

Lead pipe, list, per lb.	0 12½
Lead waste pipe, list, per lb.	0 13½
Do., over 8 in., list, per lb.	0 14½
Lead pipe is subject to a discount of 10%.	
Lead traps and bends	10%
Lead sheets, 4 to 6 lbs. sq. ft., in rolls, lb.	0 09½
Cut sheets, ½c to ¾c lb. extra and cut sheets to size 1c lb. extra.	
Solder, wire, per lb.	0 34
Do., strictly, lb.	0 24
Do., commercial, lb.	0 22
Do., guaranteed, lb.	0 27
Do., wiping, lb.	0 22
Zinc sheets, per lb.	0 16

Oakum Shows Reduction

Toronto.

Special No. 1 oakum shows a reduction of $1.50, the new price being $17 per hundredweight. Plumbers' oakum remains at the recent decline of $7.50.

Slight Change in Boilers

Toronto.

A small change is shown in standard range boilers, the price for the thirty-gallon being $12, a reduction of 50 cents. Sales are still even and according to present needs. Following are present quotations:

RANGE BOILERS—	Standard	Ex. Heavy
30 gallons	$12 00	$15 00
35 gallon	15 00	17 00
40 gallon	17 00	19 00
52 gallon	24 00	28 00
66 gallon	32 00	38 00
82 gallon	40 00	50 00
100 gallon	50 00	60 00
120 gallon	60 00	70 00

Glass Wash Boards Up

Toronto.

Prices on some lines of glass wash boards are slightly advanced this week, although window glass is down and plate is keeping firm. The new quotation on Diamond King boards is $8.75.

Corrugated Sheets Held

Toronto.

No price changes are recorded in corrugated sheets and business is showing a small but gradual improvement. The following are present quotations:

CORRUGATED SHEETS—	Per 100 Sq. Ft.
No. 28 gauge	9 50
No. 26 gauge	10 25
No. 24 gauge	16 00
No. 22 gauge	19 00
No. 20 gauge	22 00
No. 18 gauge	28 00
Less 7½%.	

Lighter than 24 gauge and wider than 27 inches, 75c a square extra.

Watering Pots Reduced

Toronto.

Watering pots, both japanned and galvanized, are included among those articles showing a reduction, japanned being quoted at list plus 10 per cent. and galvanized at 30 per cent. above list.

Carpenters' Tools Down

Toronto.

Stanley planes and levels, also screwdrivers and braces, are now quoted on a revised list with reductions of approximately 7½ per cent. on the previous prices.

Soldering Coppers Reduced

Toronto.

A reduction of 3 cents per pound is now given on soldering coppers, the new quotation being 41 cents, base.

Jack Chain Prices Revised

Toronto.

A new list on both steel and brass jack chain, showing a readjustment of prices on a very slight decline, has now been issued. Following are the new net quotations, f.o.b. Toronto:

JACK CHAIN

Bright Steel Wire and Brass Wire.

S.W.G. No.	Single and double link. Price per Doz. Yards. Steel Single. Link	Steel Double. Link	Brass Single. Link	Brass Double. Link
7	$1 50	$1 40	$6 35	$7 50
8	0 95	1 15	5 25	6 15
9	0 90	1 05	4 25	5 15
10	0 80	0 95	3 50	4 75
11	0 70	0 85	2 80	3 77
12	0 65	0 72	2 30	3 20
13	0 60	0 65	1 92	2 50
14	0 55	0 60	1 60	2 05
15	0 50	0 58	1 25	1 60
16	0 48	0 53	1 00	1 32
17	0 45	0 51	0 84	1 10
18	0 40	0 48	0 70	0 90
19	0 40	0 45	0 60	0 76
20	0 40	0 45	0 55	0 72

Mops Now Cheaper

Toronto.

Both self-wringing and crank-wringing mops are shown at reduced prices this week, the new quotations being: Self-wringing, $4.75 per dozen, a reduction of 75 cents on last week's price, and crank-wringing, $7 per dozen, as compared with $8.25 on the old list.

Pipe Fittings Unchanged

Toronto.

Quotations remain unchanged on pipe fittings, and very little increase in sales is reported. Wrought nipples were not affected by the change in piping. Stocks are reported in good condition. Following are current quotations:

Cast iron fittings	20%
Plugs, cast iron	27½%
Do., solid	10%
Do., countersunk	net
Bushings	30%
Unions, ¼-in. to 2-in.	40%
Do., ⅛ in., 2½ to 4 in.	35%
Flanged Unions	20%
Dart Unions, blk., ¼ to 2 in.	29%
Do., ⅛ in., 2½ to 4 in.	14%
Do., galvd., add to black	30%
Nipples, blk. and galvd., ⅛ to 4 in., close and short	40%
Do., 4½ in. and larger	30%
Do., long, ⅛ in. to 4 in.	50%
Do., 4½ in. and larger	40%
Do., running thread	20%
Couplings, 4-in. and under	20%

MALLEABLE FITTINGS

	Black.	Galvanized
Class A	0 60	0 75
Class B	0 23	0 32½
Class C	0 15	0 23

Fence Hooks Reduced

Toronto.

Galvanized fence hooks are among the items showing a reduction this week, these now being quoted at $7.50 per keg net.

Wrought Pipe Holds

Toronto.

Pipe, both wrought and steel, is held at the reduction announced last week and list No. 51 of April 25 is in force. There is stated to be an improvement shown in the demand for the smaller sizes of piping and supplies and deliveries are satisfactory. The pipe list will be found in current market quotations.

Brass Goods Unsettled

Toronto.

Conditions appear to be unsettled in brass goods, although no actual price changes are reported on standard compression work. Some readjustments are expected in certain lines by many, and it is thought that some reductions may be looked for. Business is reported to be variable with a slight increase, which, however, is not well maintained. Quotations are generally the following:

Compression work, standard	34%
Fuller work, standard	30%
Bath cocks, compression	25%
Do., Fuller	25%
Flatway stop and waste cocks, standard	34%
Roundaway stop and waste cocks, standard	34%
Brass steam cocks, standard	10%
Globe, angle and check valves, standard	5%
J.M.T.	10%
J.M.T. C.	15%
J.M.T. Gate Valves	15%
Gate or straightway	7/10%
Jenkins Globe	10%
Radiator valves, standard	23%
Do., removable disc	38%
Basin Cocks—	
No. 1 and 1, Fuller pattern	30%
Quick opening	28%
Emco J. D. Valves	10%
Emco Check Valves	10%
Webber Gate Valves	15%

Rope Firm and Unchanged

Toronto.

The market continues firm in rope and cordage though no changes have been made in prices by manufacturers or jobbers. While prices may not advance for the present, there is thought to be little prospect of them being any lower, and rope manufacturers state that, judging from the outlook in the hemp and sisal markets, buying at the present prices should be good. Stocks are said to be in fair shape but not large. Quotations will be found on current market pages.

Sash Weights Decline

Toronto.

A reduction is reported in the price of solid sash weights, the new local quotation being $3.75 per hundredweight net. The previous price was $4.25. Figures are shown in the current list.

Sheets Continue Quiet

Toronto.

Some lower quotations are reported on sheets and plates, but prices continue to show a range. Although slight improvements in sales are reported here and there the general report is that buying is still small and light. Consumers are buying for present needs only and stocks are not supposed to be heavy. An increase in inquiries is reported by some of the sheet mills in the United States and some new business has been booked but the bulk of the increase is stated to have come from the automotive industry. The following are current quotations here and the range is given:

PLATES

10 gauge	from $5 00 to $6 00
12 gauge	5 05 6 05
14 gauge	5 10 6 10
16 gauge	5 20 6 20

BLACK SHEETS

14 gauge	5 10 to 6 10
16 gauge	5 20 6 20
18-20 gauge	5 75 6 75
22-24 gauge	5 80 6 80
26 gauge	5 85 6 85
28 gauge	6 00 7 00

Prices shown are for full cases. An extra charge of from 25c per 00 lbs. is made for less than case lots. An extra 10c per 100 lbs. is also charged on sheets 36 in. wide.

GALVANIZED SHEETS

Premier and Apollo

10¾ oz.	8 60 to 9 60
U. S. 28	8 20 9 20
U. S. 26	7 90 8 90
22 and 24	7 75 8 75
18 and 20	7 60 8 60
16	7 45 8 45
12 and 14	7 40 8 40

An extra 40c per 100 lbs. is charged for Keystone brand copper bearing sheets.

An extra is now charged on galvanized sheets, 10¾ oz. and 28 ga., when shipped out in sheets 3 feet wide. The extra charged over prices shown above is 20c per 100 pounds. Other gauges show no change for different widths.

Prices shown are for full cases. An extra charge of 25c per 100 lbs. is made for less than case lots.

Slackness in Waste Continues

Toronto.

The general slackness in the waste material markets continues, and improvement has not made much headway. Consumers are using up their accumulated stocks and are not anxious for fresh supplies. Cast iron scrap is probably the most active of the different lines. Steel mills are not using much material and prices are nominal. Nonferrous metals have not improved but white metals have been more active. Few changes in quotations are noted and the following are nominal prices for fair-sized quantities:

WASTE MATERIAL

No. 2 busheling	$13 00
Stove plate, per ton	19 00 20 00
Yellow brass	6 50 7 50
Red Brass	10 00
No. 1 machinery cast	24 00 25 00
Heavy melting steel	13 50 14 50
Heavy Copper	10 50 11 00
Scrap zinc	3 75 4 25
Light brass	4 00 4 50
R.Rd. wrought iron, No. 1, gr. ton	13 50 14 50
Scrap pipe	8 00 9 00
Heavy lead pipe	4 00 4 50
Old rubbers, boots and shoes	2 00 2 50
Overseas lumbermen's rubber boots	1 50 2 00
Auto tires	0 50 1 00
Solid tires	0 75 1 25
Tea lead	1 75 2 00

Ingots Dull But Unchanged

Toronto.

The better feeling noted in the ingot metal market last week has not been maintained and business has been quiet and dull again. Primary metal markets are quiet with prices practically unchanged. Lead has advanced on outside markets and tin has made a small increase.

TIN.—There has been an uptrend in tin in London markets, and United States markets were influenced. Buying, however, has been in small quantities. Prices here are unchanged at 38½ cents.

COPPER.—No changes have been shown in copper prices and though a few more sales are reported on United States markets the export trade is very

dull and quiet. London prices advanced 10s., but trading was small. Quotations here remain at 18 cents for casting copper.

LEAD.—This metal continues to show firmness and quotations advanced to $4.50, New York, or $4 a ton. London also was stronger. Business locally is quiet and prices are held at $6.25.

SPELTER. — Outside markets continued firm in spelter. United States prices held, but London advanced and then slightly receded. Quotations locally are unchanged at $7.25.

ANTIMONY. — This market was strong throughout the week but last week's prices held. Quotations here are still 8 to 9 cents.

ALUMINUM.—This metal was quiet and prices steady. No changes are recorded here and 30 cents is still quoted.

London Markets

LONDON, May 5.—Business in London and surrounding districts has been surprisingly good this last week in spite of the unfavorable weather. Spring lines, including paints, oils, lawn mowers, poultry netting, garden tools, etc., are all in good demand. Price changes are conspicuously small this week and the steadiness in the markets should encourage buying.

Turpentine Price Advances

London, Ont.

There has been an advance of 5 cents in the price of turpentine this week and it is now quoted at $1 per gallon in single barrels. Sales are improved and there is more movement. Present quotations are as follows:

TURPENTINE.	
1 barrel lots, Imp. gal.	1 00
2 to 4 barrel lots, Imp. gal.	0 99
5 gallon lots, Imp. gal.	1 15

Linseed Oil Unchanged

London, Ont.

There is a good seasonable sale on linseed oil at the present time and prices remain unchanged from last week. The following are quotations:

	Raw.	Boiled.
1 to 2 barrels, Imp. gal.	0 77	0 80
3 to 5 barrels, Imp. gal.	0 76	0 79
6 to 9 barrels, Imp. gal.	0 74	0 77

Less barrels, add 15 cents gal.
5 gal. jacketed cans, $1.25 each.

White Lead Moving Well

London, Ont.

There is a good movement in white lead and sales are numerous, but they are not large and the bulk of the business is in small lots. Prices show no change and the following are still the market quotations:

	Tons.	Less Tons.
Pure, per 100 lbs.	$14 95	15 30
Elephant, per 100 lbs.	15 45	15 80

Putty Held Unchanged

London, Ont.

Putty is having only a fair sale at present. There is no change in price to record. Quotations are the following:

Standard, 100 lb. drums, $7.05 per 100 lbs.; 25 lb. drums, $7.30. Pure, 100 lb. drums, $8.55 per 100 lbs.; 25 lb. drums, $8.80.

Window Glass Sales Fair

London, Ont.

No great business is being done in window glass and sales are just fair. Prices are holding unchanged and quotations are 50 per cent. off new list for single and double diamond and 60 and 10 per cent. off cut light list.

Rope Sales Steadily Growing

London, Ont.

There is a slow but steady improvement in the sales of rope and cordage. No changes are reported in prices and quotations are the following:

Pure Manila, 24½c base; Beaver Manila, 20c; New Zealand Hemp, 20c; Sisal, 18c.

Fly Swatters Moving

London, Ont.

Sales of fly swatters are beginning and prices on some of these goods are the following: Canada and Peerless, per dozen, $1.05; Dunlop, $1.15.

Poultry Netting and Screen Wire

London, Ont.

Business is good here on screen wire cloth and poultry netting. The Canadian make of poultry netting is quoted at list plus 10 per cent. for the 1-inch and 2-inch mesh, and screen wire cloth, black painted, is $3.50 per 100 square feet.

Shovels and Garden Tools

London, Ont.

Sales on garden tools and spades and shovels continue good. The former are quoted at list less 50 and 10 per cent. and the latter at 35 per cent. off list.

Good Sales of Mowers

London, Ont.

Lawn mowers are reported to be moving out well and sales are good. There have been no changes in prices and the quotations on some of the better sellers are the following:

WOODYAT—14 in., $11.80 each; 16 in., $12.50; 18 in., $13.20; 20 in., $13.90.
Less 10 per cent.

STAR—14 in., $10.70 each; 16 in., $11.40.
Less 10 per cent.

EMPRESS BALL BEARING—14 in., $15.25 each; 16 in., $16.00; 18 in., $16.65; 20 in., $17.35.
Less 15 per cent.

DAISY—12 in., $8.25 each; 14 in., $9.00; 16 in., $9.70.
Less 15 per cent.

BROCKVILLE MAKE—K, 12 in., $10.10 each; 14 in., $10.50; 16 in., $10.91; 18 in., $11.65.
C, 14 in., $11.05 each; 16 in., $11.60; 18 in., $12.05; 20 in., $13.10.

BB, 14 in., $12.85 each; 16 in., $13.45; 18 in., $14.10; 20 in., $14.45.

Grass Catcher Prices

London, Ont.

With the sales of lawn mowers there is beginning to be a demand for grass catchers. The prices on these are as follows: No. 20G, with galvanized bottom, $20.75 per dozen. The all canvas, No. 1, is quoted at $7.50 per dozen.

Wringers and Washers Move

London, Ont.

There is a good sale at the present time for wringers and washing machines and the Canadian makes are quoted at 25 per cent. off list prices.

Alabastine Price Erroneously Quoted

London, Ont.

London, Ont.—In the April 23 issue alabastine was erroneously quoted at 15 cents per pound list in place of 16 cents. The correct price on alabastine is the price shown in the current market quotation pages of that issue as follows: Colors and white, 2½ pound packages $10.10 for 100 pounds, 5 pound packages $9.60 for 100 pounds, f.o.b. Paris, Ont., or nearest jobbing house east of Manitoba.

Carpet Sweepers Moving

London, Ont.

Now that house cleaning time is here there is a good sale for carpet sweepers and the quotations on some of these goods are the following:

CARPET SWEEPERS—Universal Japd, $48.00 doz.; Universal, N.P., $53.00; Grand Rapids Japd, $50.00 doz.; Grand Rapids N. P., $55.00; Princess N. P., $57.00; American Queen N. P., $60; Parlor Queen N. P., $62.00.
SWEEPERVACS — Household, $94.00 doz.; Grand Rapids, $106.00; Superba, $120.00.

New Net Handle Prices

London, Ont.

Sales are good on handles for garden tools, spades, shovels, etc., and the new net prices figured from the recent changes are as follows:

SECOND GROWTH ASH BENT HAY FORK HANDLES—4 ft., $6.38 doz.; 4½ ft., $7.26; 5 ft., $8.36; 5½ ft., $9.68; 6 ft., $11.00.
EXTRA QUALITY ASH BENT HAY FORK HANDLES—4 ft., $4.51 doz.; 4½ ft., $4.95; 5 ft., $5.72; 5½ ft., $6.38; 6 ft., $7.15.
EXTRA QUALITY HOE HANDLES—4½ ft., $3.63 doz.
EXTRA QUALITY RAKE HANDLES— 5 ft., $4.68 doz.
SECOND GROWTH LONG SOCKET SHOVEL HANDLES—$7.26 doz.
SECOND GROWTH LONG BENT SHOVEL HANDLES—$9.57 doz.

No Change in Nails

London, Ont.

There has been no change in the price of nails. The sales are steadily increasing on these commodities. The base price on wire nails is $4.65 per keg and on cut $6.

Calf Meal Prices Decline

London, Ont.

There has been a decline in the price of Royal Purple calf meal and the new quotations are 20 cents per hundredweight lower. The new prices are the following:

ROYAL PURPLE CALF MEAL—25 lb. bags, $4.40 per 100 lbs.; 50 lb. bags, $4.35; 100 lb. bags, $4.30.

Lamp Black is Lower

London, Ont.

A decline has been made in the price of lamp black and new quotations are about 10 per cent. lower. The following are new prices on the genuine Germantown:

LAMP BLACK—Genuine Germantown, 1 lb., 35c lb.; ½ lb., 45c lb.; ¼ lb., 54c lb.

Winnipeg Markets

WINNIPEG, May 5.—A fairly large number of price changes have been recorded this week, but are of a minor nature. Among the more important changes is the 30-cent reduction on wire nails, which now have a base price of $5.65 F.O.B. Winnipeg. Turpentine has dropped another 10 cents per gallon. Solder is also reduced 5 cents per pound; and other items that show reductions are resin, soil pipe and fittings, Hurwood screw drivers and brass butts. Linseed oil, and black and galvanized sheets remain unchanged. Prices on wrought iron pipe are revised. Business is improving very slowly. Seasonable lines are moving fairly well, and wholesalers report a brisk sale in these articles.

Turpentine Reduced

Winnipeg.

The price of turpentine is reduced again this week and is now selling at $1.20 per gallon in barrel lots. Less than barrels 10 cents per gallon extra. Containers 25 cents per gallon extra.

Linseed Oil Unchanged

Winnipeg.

Linseed oil prices are held unchanged again this week and quotations are $1.05 per gallon for raw and $1.08 for boiled in single barrels.

Reduction in Resin

Winnipeg.

The price of resin has been lowered and is now selling for 15 cents per pound in barrel lots; less quantities, 16 cents.

Decline In Solder

Winnipeg.

The price of solder has been dropped 5 cents per pound and the following prices now prevail:

Half and Half, case lots, 26c; less, 27c.
Wire solder, 37c.
Tinkers' solder, 32c.
Wiping solder, case lots, 24c; less, 25c.

Wire Nails Reduced

Winnipeg.

The price of wire nails has been dropped another 30 cents per keg and the price f.o.b. Fort William is now $5, base, and f.o.b. Winnipeg $5.65, base.

Soil Pipe and Fittings Reduced

Winnipeg.

The prices on soil pipe and fittings have been reduced this week and are quoted as follows:

Soil Pipe—2 and 3 in., 7½% off; 4 in., 25% off; 5 and 6 in., 12½% off; 8 in., 7½% advance.
Soil Pipe Fittings—2 and 3 in., 35% off; 4, 5 and 6 in., 40% off; 8 in., 7½% advance.

Hurwood Screwdrivers Down

Winnipeg.

Prices have been lowered on Hurwood and Pony Hurwood screwdrivers and are now selling at the following prices:

Hurwood—3 in. per doz., $3.50; 4 in., $4.25; 5 in., $5.20; 6 in., $6.20; 7 in., $6.85; 8 in., $7.55; 10 in., $9.40; 12 in., $11.15.
Pony Hurwood—3 in., per doz., $3.50; 4 in., $4.20; 5 in., $4.95; 6 in., $5.95; 8 in., $7.20.

Machinery Steel Reduced

Winnipeg.

Prices are lower this week on cold drawn machinery steel and following are the latest quotations:

5-16 in., $10.51; ⅜ in., $10.51; 7-16 in., $10.03; ½ in., $10.03; 9-16 in., $10.03; ⅝ in., $9.71; ¾ in., $9.71; ⅞ in., $9.55; 1 in., $9.55; 1⅛ in., $9.45; 1¾ in., $9.45; 1½ in., $9.31; 1¾ in., $9.31; 2 in., $9.31; 2¼ in., $9.05; 2½ in., $9.05.

Brass Butts Down

Winnipeg.

Prices have been lowered on brass butts and following are the latest quotations: Narrow, 30 per cent. adv.; middle, 30 per cent. adv.; broad, 30 per cent. adv.; desk, 30 per cent. adv.

Sheets Remain Unchanged

Winnipeg.

There are no changes in prices of black and galvanized sheets this week and stocks are in fairly good shape. There has been a slight improvement in sales, but the demand is away below normal. The present prices are as follows:

	Black.	Galvanized.
10 gauge	$7 15	....
12 gauge	7 15	....
14 gauge	7 20	....
16 gauge	7 30	9 10
18 gauge	7 80	9 25
20 gauge	7 80	9 25
22 gauge	7 85	9 40
24 gauge	7 85	9 40
26 gauge	7 90	9 55
28 gauge	....	10 15
10¾ ounce	....	10 55

Wrot. Pipe Revised

Winnipeg.

Prices on wrought iron pipe have been revised this week and are a trifle lower. Following is the new list:

BLACK PIPE. F.O.B.

Size ins.	Winnipeg	Calgary Edmonton Lethbridge and Medicine Hat.	Saskatoon	Regina	Brandon
		[Add to Winnipeg price.]			
⅛	$ 6.21	$ 0.30	$ 0.20	$ 0.17	$ 0.11
¼	5.31	0.53	0.34	0.30	0.19
⅜	5.45	0.70	0.45	0.40	0.26
½	7.25	1.05	0.67	0.59	0.38
¾	8.73	1.40	0.90	0.79	0.51
1	12.56	2.08	1.34	1.17	0.75
1¼	17.01	2.80	1.80	1.57	1.00
1½	20.34	3.35	2.15	1.88	1.21
2	27.36	4.50	2.88	2.52	1.62
2½	44.37	7.18	4.60	4.02	2.68
3	58.01	9.42	6.03	5.28	3.39
3½	76.05	11.25	7.20	6.30	4.05
4	90.00	12.33	8.53	7.46	4.80
4½	101.70	15.61	10.04	8.75	5.62
5	118.80	18.12	11.60	10.15	6.52
6	154.80	23.45	15.00	13.14	8.44
7	234.00	29.09	18.62	16.28	10.46
8L	245.70	31.25	20.00	17.50	11.25
9	338.40	42.20	26.96	23.59	15.16
10L	314.10	40.00	25.60	22.40	14.40

GALVANIZED PIPE

⅛	$ 8.69	$ 0.30	$ 0.20	$ 0.17	$ 0.11
¼	7.61	0.53	0.34	0.30	0.19
⅜	7.79	0.70	0.45	0.40	0.26
½	9.00	1.05	0.67	0.59	0.38
¾	10.98	1.40	0.90	0.79	0.51
1	15.89	2.08	1.34	1.17	0.75
1¼	21.51	2.80	1.80	1.57	1.00
1½	25.70	3.35	2.15	1.88	1.21
2	34.61	4.50	2.88	2.52	1.62
2½	56.12	7.18	4.60	4.02	2.68
3	73.40	9.42	6.03	5.28	3.39
3½	94.64	11.25	7.20	6.30	4.05
4	112.50	12.33	8.53	7.46	4.80
4½	127.80	15.61	10.04	8.75	5.62
5	149.40	18.12	11.60	10.15	6.52
6	193.50	23.45	15.00	13.14	8.44
7	.. ..	29.09	18.62	16.28	10.45
8	.. ..	31.25	20.00	17.50	11.22

Pittsburgh Markets

PITTSBURGH, May 5.—The steel market situation might be summed up very briefly by saying that the market is very steady and also extremely quiet. As to steadiness, the prices recently developed are being strictly maintained, and while in pre-war times that was not an unusual but rather the usual condition, it has not been so usual since the war, since for two-thirds or three-fourths of the time the independent and Steel Corporation prices have been different, the independents being usually either above or below the Corporation. That is the better way to put it, rather than to say that the Steel Corporation has been above or below the independent prices, since it is the independent prices that have done nearly all the fluctuating.

Already there is some speculation in trade circles as to whether or not the independents will cut the prices they have lately adopted. Just now the various producers strongly assert that they will not, because they cannot afford to, but it was only last November they stopped saying they could not sell at the Industrial Board prices, while about the beginning of February they began to cut those prices. The unit cost of production is very high, on account of poor distribution of overhead with the present light operations, but an individual mill might figure that if it secured additional business, furnishing a more economical operation, it could thus afford to sell at a lower price. As to the Steel Corporation making any further reductions, the Steel Corporation's general policy is well understood. The Corporation would reduce its prices if thereby a broader consuming market for steel could be developed, but it is plain that this could not be done at present or in the near future. There is a very strong probability that steel prices will be reduced readily when a latent demand develops large enough to give the steel industry reasonably full employment, but no one expects such a condition to develop in the near future. There are possibilities of it for next September or October, but the common view in the steel trade is that there will be no really heavy demand before next year. A heavy demand would be a demand more than 50 per cent. greater than the present demand, which is running, at long range view, at about 40 per cent. of capacity.

The Steel Corporation is undoubtedly

receiving more business than formerly, or since it reduced its prices, this carrying with it a modification of contracts. The Corporation's customers are naturally more disposed to specify now than a few weeks ago, when the cost was higher than prices that could be done with independents. However, the increase in the Steel Corporation's specifications is perhaps not altogether as great as might have been expected to result from the change in prices.

This Steel Corporation business, however, does not appear in the open market, being simply in the form of specifications against old contracts. In the open market there is very little business. No new or increased wants have arisen, and the volume of business being booked by independents is particularly small now, as is naturally to be expected from the circumstance that customers of independents closed rather freely at the time when the independents were withdrawing their former quotations in favor of the advanced prices they are now adhering to, and to which the Steel Corporation reduced.

Steel Prices

The following quotations, developed in the readjustment that fell approximately within the period April 8 to April 15 still rule: Billets, $37; slabs, $38; sheet bars and small billets, $39; rods, $48; bars, 2.10c; shapes, 2.20c; plates, 2.20c; hoops and hot rolled strip, 2.75c; cold rolled strip, 5.50c; plain wire, 3c; wire nails, $3.25; standard steel pipe, 62½ per cent. basing discount; blue annealed sheets, 3.10c; black sheets, 4c; galvanized sheets, 5c; tin plate, $6.25.

In manufactured steel products there were some changes in the past week. At first, in the readjustment, some spike makers, as noted in last week's report, set standard spikes at 3.30c, small spikes at higher base prices and boat and barge spikes at 3.85c. Then the Illinois Steel Co. and Inland Steel Co. put out a uniform base price of 3.40c applicable to all spikes, subject to extras in the list used during the war control, and the other spike makers are disposed to use this price basis when in competition, but some of them assert that they will not do it regularly.

Last week's quotation on chain, 6.35c, was based on the quotation of one producer, who had reduced from 6.75c. The other producers have since reduced from 6.75c to 6.25c, base, at the same time decreasing the advances on ½-inch and smaller by a quarter cent.

Operations

The Steel Corporation has probably a slightly heavier operation now than at its low point about three weeks ago, when the rate was scarcely 40 per cent. of capacity. The independents are doing better, probably operating at 40 per cent. or more. In January the Steel Corporation operated at about 90 per cent. and the independents at about 30 per cent.

Pig Iron and Coke

Foundry iron is easier. While some producers are still quoting $25, valley, and state they are picking up small orders from regular customers, one producer has gone to $24.50 and it is possible $24 might be done, the price at any rate being quoted by some middlemen, perhaps on resale iron.

Merchant furnaces that were holding basic iron at $25 have withdrawn the figure and have no open quotation. When any worth while inquiry develops they will decide what to quote. A steel works interest that sold over a month ago at $23 has gone up to $25. Lower sellers remain, and the question just now is whether they will develop enough competition with each other to do $22 or less, or will withdraw on account of other producers having gone up, and with the idea of giving the steel market some sentimental support. One valley steel interest has sold several small lots of basic iron at intervals at $22.50, while a Canton interest states it was quoted as low as $22 on its recent inquiry for 10,000 tons for May. No purchase was made as the company will blow in its own furnace instead, probably because it has a by-product coke plant that would make the operation more economical than that of a furnace selling pig iron at $22 and buying Connellsville coke. The question is whether the $22 quotation made for Canton was from Weirton, valley or Cleveland, as the three points have the same freight to Canton, $1.96.

Connellsville furnace coke shows quite a range. Sales three weeks ago were at $3.50, while since then coke has sold both lower and higher, at $3.25 or $3.30 and at $3.75, possibly at $3.90. It is unusual for there to be such a spread. Some furnaces believe they could buy at $3 if they could offer a good tonnage, sufficient to operate a coke plant economically. As it is, most coke producers keep their plants idle as there is less loss in that than in running to produce the very small quantities for which orders could be secured. Spot foundry coke remains at $5 to $5.50.

ADAPTING "SAVE THE SURFACE" IDEA

Continued from page 55

advertising you can identify yourself with a great movement which if carried out successfully will prove of inestimable benefit to your town and the surrounding country and also to the entire Dominion. You can cash in on the efforts which have already been put behind this movement and which have interested many of your customers in the subject of painting and varnishing and in that way saving the surfaces of their homes, barns, motor cars, summer homes, implements, and valuable property of all descriptions.

"At small expense you could have special dodgers printed by your local printers, for enclosure in all parcels going out of the store, and on these dodgers you could drive home the many arguments which are effective in preaching the gospel of 'Save the Surface and You Save All, Paint and Varnish.'

"Save the Surface" Department

"You can create a 'Save the Surface Department' in your store which will be the brightest, most attractive, most cheerful, most inviting, most profitable, and most interesting department of your business. There is no limit to the business you can do through this department if you put constructive effort and enthusiasm to work for you.

"Start the ball rolling in your town, create the first Save the Surface Department, and you will cash in on it. Link up your store front, your store windows, your local advertising, and get your sales force boosting your 'Save the Surface' Department and you will more than make up this year for the losses which may be sustained through the falling off in business in some other department.

"Right now is the time to get your department under way and get your publicity plans working for you. Right now is the time to cash in on this movement in a big way, and liberal rewards await those who have enough gumption to put some real vim behind their efforts in connection with this movement and take advantage of the opportunity which presents itself at this time."

"I believe you are right," stated the hardwareman. "I am going to start a 'Save the Surface' Department in my store, and believe me if I start one I am going to make a huge success of it."

"That's the spirit," I replied. "We hope to have an opportunity within the next few weeks of telling the readers of HARDWARE AND METAL how your plans have worked out and also place before them a photograph of your new department and one of your windows linked up with it."



"SAVE THE SURFACE"—

A National Duty

UNDERLYING all the special effort put forth to encourage the use of paint and varnish should be the inspiration that in so doing an important national duty is being fulfilled. Paint for the preservation of property looms up as a large factor in the economic life of this country and its value as such must be crystallized in the minds of customers largely through the efforts of the hardware merchant with whom they are in personal contact. Much has been said about the preservative qualities of paint, and no doubt there are a few who would not admit all that is claimed for it if put to the test, but it is realized that the public has demonstrated a hesitation toward putting such convictions into practice. Personal effort on the part of the hardware trade will help greatly to establish a correct appreciation of the value of paint, in the minds of customers.

There is no question but that Canada suffers a huge economic loss to property each year through inadequate protection against the elements. If figured out in dollars and cents this loss would possibly be found to exceed the annual loss by fire and other elements practically beyond human control. Nothing is left undone to curtail the destructiveness of fire, yet because there is less lurid evidence of the loss from exposure, it is allowed to run its course almost unhindered. In times such as these when every economy must be practised it is obviously unwise to allow such elements to be rampant.

The real value of protecting wood surfaces is evident from the following statistics supplied by the Canadian Commission of Conservation which shows the comparative years of service of treated and untreated woods:—

	Untreated	Treated
Railway Ties	7	17
Posts	13	26
Piling	3	20
Shingles	20	35
Lumber	8	20

Attention is also drawn by the Commission to the large number of unpainted houses and barns in Canada. In the summer of 1915 the Commission conducted a survey of 100 farms in each of four counties in Ontario and on 400 farms found 352 unpainted barns and 53 unpainted houses. In a typical farming community this is indication of great neglect and loss.

The cheapness of wood in Canada for many years encouraged extravagance in its use and it has been only of very recent years that the average individual has felt any necessity for economy in the use of timber. The experience of the Eastern States is ample evidence of how rapidly large timber resources can be depleted due to insufficient protection and if Canada is to maintain this great source of natural wealth much effort must be directed along the lines of protection.

While such effort to increase the use of paint and varnish will undoubtedly result in more business for the hardware merchant it should be kept in mind that the dominating factor is the fulfilling of a national duty by helping to stop a serious drain on the country's resources. "Saving the Surface" of our buildings and equipment helps to store up national wealth and this in turn will benefit all concerned. Fulfilling the idea of preservation, as suggested in the "Save the Surface" campaign, should be impressed upon all customers by the hardware merchants. Paint consumption, per capita, is low. There are unlimited possibilities for the sale of paint and varnish and these have scarcely been touched.

With the impetus of a national campaign in the interests of thrift and economy the customers of each hardware store should not be hard to convince that they are not only beautifying but are preserving their properties and indirectly augmenting the country's wealth and integrity by the intelligent use of paint and varnish.

In the following pages will be found a number of articles setting forth how the hardware merchant can most effectively apply the ideals of this "Save the Surface" movement to his own business. Quick action will bring biggest rewards to the merchant's effort.

"Save the surface and you save all" Paint & Varnish

Establish "Save the Surface" Department

Public Is Reluctant to Recognize Preservative Value of Paint — An Actual Illustration of Surface Saving Quality of Paint

Written for Hardware and Metal by George Henderson, Chairman "Save the Surface" Campaign Committee; President Brandram-Henderson, Ltd., Montreal.

LET me congratulate the editor and staff of Hardware and Metal upon their enterprise in publishing a "Save the Surface" number of their very excellent periodical. They have the welfare of the journal's many readers at heart in doing this, and the results that will be obtained through the manner in which the objects of the campaign are discussed will without question justify their action.

I know of no form of advertising more calculated to inspire confidence in the public mind than that being conducted by the "Save the Surface" campaign committee. It is the co-operative, non-proprietary nature of the appeal which robs it of the selfish characteristics so often injurious to the effect of the advertising of individual concerns. The members of the committee feel this, and I believe attach a dignity to the work they do in this regard that they do not associate with their individual endeavors promoting the prosperity of their own companies. How much finer and more inspiring an undertaking is it to occupy the time in the dual endeavor of advancing the prosperity of a great national industry in all its phases and ramifications, and in devising plans to protect, at a time when economic measures are so necessary, the property of Canadian people, than merely to spend the time in the selfish work of advancing one's own individual company or fortune.

Paint Has Wide Utility

The "Save the Surface" advertising is making it manifest that buildings and furniture, machinery, farm equipment, automobiles, waggons, in fact practically every manufactured article, requires the use of paint or varnish, in the first place for its preservation, and in the second place to give it a pleasing appearance, thus adding to the sum total of human happiness and incidentally increasing the



GEORGE HENDERSON

market value of these buildings and articles.

It is, of course, quite true that the advertising of the "Save the Surface" campaign calls for the expenditure of money on the part of the persons influenced by it, but it advocates an expenditure of a very peculiar character, inasmuch as that expenditure brings about a greater saving than the amount expended. The truthfulness of this contention is already so manifest that the public is rapidly becoming more and more influenced, and the great paint and varnish industry of this country, an essential factor of which is just as much the hardware merchant and retailer as is the manufacturer, is to-day experiencing a reasonably active business at a time when there is some depression and many industries are distinctly quiet.

A Striking Example

At this point in my article it may not be amiss to refer to an incident which recently came to my attention, and to submit an extraordinary example of the preservative effect of paint. The half-tone illustration herewith below was prepared from a photograph about twenty inches long by about three and one-half inches wide which constituted part of a sign which, about twenty-four years ago, was placed by Mr. W. A. Mitchell, of Kingston, Ont., in a position about two miles from Kingston, on the Napanee-Toronto road, and exposed to the south. Mr. Mitchell informed me that the board was given one coat of white paint, and the letters "Mitchell for Hardware" were painted in black over the surface of white, thus giving two coats of paint to that portion of the board taken up by the actual letters.

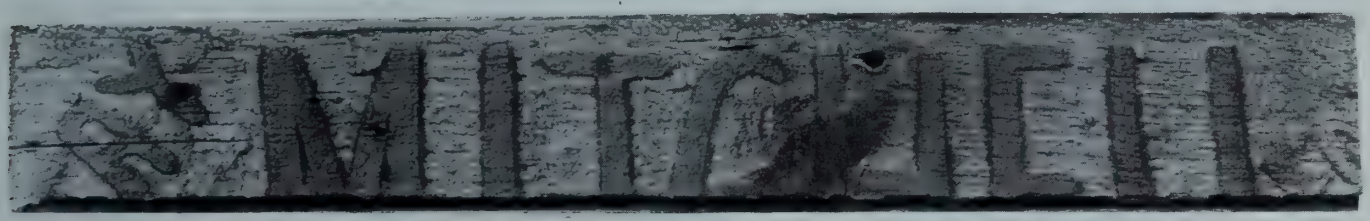
To-day, as will be seen from the illustration, the letters are actually raised from the general surface of the board for a thickness of fully one-thirty-second of an inch.

This not only shows the extraordinary efficacy of paint as a surface saver, but also proves the wonderful advantage of two coats as against only one; the thickness of the wood which had received but the one coat having actually become reduced by 1/32″—a very great matter as against apparently no loss of thickness in that part of the surface which had received the two coats. One-half of the board, or that portion shown in the photograph referred to, is in my possession, while Mr. Mitchell retains the other.

Public is Reluctant

Generally speaking the average dealer is willing enough to admit there is no doubt that paint and varnish, as well as being manifest beautifiers, are great preservatives, but does he realize that the increasing proneness of the public to similar convictions furnishes him with the opportunity of making business good and his cash register ring?

I contend that the public is already by way of being persuaded that it should take advantage of the economic benefits that result from the use of paint and varnish, and that it only remains for the retailer with whom the public comes into frequent contact to crystallize that state of mind into actual sales and into the saving of money not only to the individual buyer, but in the end to the extent



The preservative value of paint is well demonstrated in this illustration of part of a sign which about twenty-four years ago was placed by W. A. Mitchell, of Kingston, Ont., in a position about two miles from Kingston on the Napanee-Toronto road and exposed to the south. The board was given one coat of white paint and the letters "Mitchell for Hardware" were painted in black over the surface of white, thus giving two coats of paint to that portion of the board taken up with the lettering. To-day the letters are actually raised from the general surface of the board for a thickness of fully one-thirty-second of an inch. This proves the efficacy of two coats of paint.

of countless thousands of dollars to the country at large.

Let the hardware dealer or merchant make use of the window trims and transparencies provided by the committee. Let him put them in prominent places in the store. Let him link up his own local advertising by the use of the slogan "Save the Surface and You Save All, Paint and Varnish" in all his publicity. Cuts for this slogan can always be secured from the house from which he buys his paints and varnishes, or from the national committee. Let him make use, by this means, of the association of ideas set up in the mind of the passer-by, who will link up the national "Save the Surface" campaign advertising with the exhibits in the windows. Let him even go so far as to call the paint and varnish department of his store the "Save the Surface Department." Let him imbue his clerks with the national spirit of the campaign, and have them talk of the practical value of the use of paint and varnish to all and sundry.

Just one word of caution in closing. Instant results on a large scale in any given community may not follow from this "Save the Surface" effort on the part of the dealer. He must persevere, remembering the cumulative effect of all advertising and particularly of a form of publicity which has a great principle to expound.

Co-operation of Hardware Merchant Needed

Hardware Merchant Is Important Chain in Link Between Manufacturer and Paint Consumer.

Written for Hardware and Metal by John Irwin, Managing Director McArthur-Irwin, Limited, Montreal; Executive Member "Save the Surface" Campaign Committee.

UPON the activity of the hardware merchant throughout this broad Dominion of ours depends, ultimately, the success of any effort to increase the consumption of paint, and this is truer of paint, white lead, and varnish than of most other types of merchandise. Interest in paint can be stimulated by advertising—appreciation of its value may also arise from advertising—the manufacturer may do his utmost to produce merchandise of the highest quality—put that merchandise in the most attractive packages—do everything in his power to make it easy to sell, but in the chain between the manufacturer and the consumer, the hardware dealer is the most important link. He must not permit his interest to flag and he must keep abreast of every new feature brought out by the manufacturer for the marketing of his products. He knows, as well as the manufacturer does, that it is the habit of the consumer to postpone painting until the absolute necessity arises. This habit has the result of reducing the consumption of paint to the minimum. Success in selling involves not only quantities of reasoning but of will power, and can only be accomplished by aggressive merchandising not only by the retail hardware dealers, but also on the part of the master painters.



JOHN IRWIN

The object of the "Save the Surface and You Save All" campaign is to stir up a greater enthusiam on the part of the hardware men and painters in the whole idea of using paint, white lead, and varnish products, irrespective of the fact whether the paint, white lead or varnish is manufactured by Tom, Dick or Harry. Already the campaign has been fruitful. The committee now feels assured that the missionary work has been accomplished. The past six months has evidenced a wonderful change in the attitude of the hardware dealers and the master painters. They are now devoting more and more time to promotion work in connection with their end of the marketing of paints, white leads, and varnish.

This experience is a rising tide showing the way the "Save the Surface and You Save All" idea has seized the imagination of the trade, and moreover the doctrine of the "Save the Surface and You Save All" is a sound selling doctrine, being based on good advertising, theory of appeal and business building, as the result of co-ordinated effort.

It is perhaps not realized by the retailer how this co-ordination of the paint manufacturers assists him, if he will, in the sale of paint products. In the past the effort of the manufacturer was put forward to differentiate his goods from the goods of another, and the dealer handling A's merchandise received only the benefit of A's advertising. Similarly, other merchandise received benefit only of B's or C's advertising. In the "Save the Surface" campaign A, B and C have united and from the impetus given to the sale of paint products by this combination of individual effort, every dealer benefits, no matter what line he handles, if he will only line himself up with the movement.



L. C. STEPHENS,
of G. F. Stephens & Co., Ltd., Winnipeg, Man., who is a member of the Executive of the "Save the Surface" Campaign Committee.

Aggressive Dealer Wins Out

The more aggressive the dealer is the larger the advantage he gains. Given a surrounding population educated to the necessity of using paint, he who will fill the demand engendered by the campaign is the progressive dealer advertising the fact that he has the goods. Catering to insignificant demands from a very limited stock stultifies business and tells against successful merchandising of paint. No dealer can hope to supply in a large way what he will not adequately stock. It has been our experience that the sales of paint are in exact proportion to the stock the dealer carries. Prompt satisfaction of requirements from the shelves is the first essential of successful merchandising. Suggestion, augmenting and driving home in concrete instances the "Save the Surface" message play a most important part. This can be done when any generalized advertising cannot be effective. The church, the house, the school, the barn, the fence, the farm, that need paint, brought to the attention of the owner, finds him ready to listen to the suggestion of the dealer that he purchase the paint required.

This is the co-operation that the campaign affords. It educates in a general way along broad lines and the merchant applies the principles of its teaching to the community and the individual.

Lying upon my desk as I write is an envelope from one of our customers in

the Province of Quebec. The slogan, "Save the Surface and You Save All," is printed on one corner in English and on the other in French. Here is an instance of co-operation. Think of these things, multiply them, use every means that ingenuity suggests to take advantage of all that is being done for you and "Save the Surface" will become the greatest asset of your business.

A National Duty For The Merchant

To Educate Customers to Higher Ideals and Happier Surroundings—Live List of Prospects on Every Street

Written for Hardware and Metal by Royal Cluxton, Manager the Canada Paint Co., Montreal; Executive Member "Save the Surface" Campaign Committee.

THERE are three all important factors in the "Save the Surface" campaign; the manufacturer, the "distributor" or merchant, and the consumer. Up to the present writing the merchant has not played the important



ROYAL CLUXTON

part that he should, but I am equally as certain that once the way is pointed out the response will be loyal, generous and prompt. This response will be actuated not only by a natural desire to take advantage of an opportunity to enhance profits by increased sales on paints and varnishes, but also as a national duty in helping to educate those in his community to higher ideals and happier home surroundings, also to educate them to the economic value and actual saving made possible by the use of these protective and beautifying products. How can the merchant do this? By inserting the "Save the Surface" slogan in every advertisement in your local paper, thus definitely adding to the volume of educational advertising and at the same time connecting your store as one of the headquarters where the "Save the Surface" products can be obtained. Next, and just as important, place a transparency of the "Save the Surface" slogan on your store window or door where every farmer and city property owner will be sure to see it and the truth and force of the suggestion be brought home to him right at your counter where he can turn his good intention into action.

The necessity of this campaign in your locality is pressing. All one has to do is to walk down any street in your town and you could send in a good live list of prospective paint buyers to your manufacturer consisting of about every other property owner, then take a drive in the country and note the state of decay of most farm homes and barns.

Public opinion and common sense is being aroused by the educational advertising of the "Save the Surface" campaign. Get behind this great national drive for greater economy and more cheerful Canadian home life by doing your bit; use the slogan as a part of all your advertising; use the transparency on your store window—both can be obtained without cost from the manufacturer you buy from, and last but not least, set a good example by painting up your own store front and home.

How the "Save the Surface" Campaign Helps the Merchant

Rebuilding or Repairing is Expensive—Opportunities for Big Paint Trade This Year by Emphasizing Economy of Painting

Written for Hardware and Metal by R. C. Misson, Manager the Sherwin-Williams Co. of Canada, Limited; Executive Member "Save the Surface" Campaign Committee.

THIS is a year when merchants should more than ever before put every effort behind their paint department. The country was never so much in need of paint as it is this year. The opportunities for doing a big paint business are just as great as they have been for a number of years. The opportunities may not be quite so staring as in the past, nevertheless the merchant who is willing to devote just a little thought to his paint department will soon recognize the big possibility for good business in his town.

This year to secure this business, it may mean a little closer co-operation between the agent and dealer and the manufacturer. Manufacturers are anxious for this co-operation, but it is not fair to leave the planning of all campaigns in their hands. Do not forget the manufacturers have agents and dealers situated throughout the whole of the Dominion and in most cases each dealer has individual problems which do not exist in their towns. Therefore for the best co-operation and naturally the best results agents and dealers should approach the manufacturers for their assistance and advice.

Canada to-day, as far as the housing problem is concerned, is practically bare of paint. The "Save the Surface" campaign, which is doing such splendid work on this continent, deserves better co-operation on the part of the dealers.

There are many reasons why this year more painting should be done than in other years. One of these is that the buildings have stood for so long without a protective coat of paint or varnish that the surface is beginning to rot for want of protection.

Re-building is Expensive

Again, re-building or repairing at any time is a mighty expensive operation, and every year that is allowed to pass by without the surface being properly protected increases the amount of damage done.

Another reason is that it will require more paint to cover the old surface than it does to cover the surface when in fair condition, and when painted within the last four or five years.



R. C. MISSON

The dealers should remember that they have working for them the big national advertising, carried out by the "Save the Surface Campaign," the national advertising of the largest paint and varnish manufacturers, the follow-up and creative power of the salesmen connected with each of these concerns, the natural desire of a property-owner to beautify

Continued on page 69

Adapting "Save the Surface"

By DUNCAN

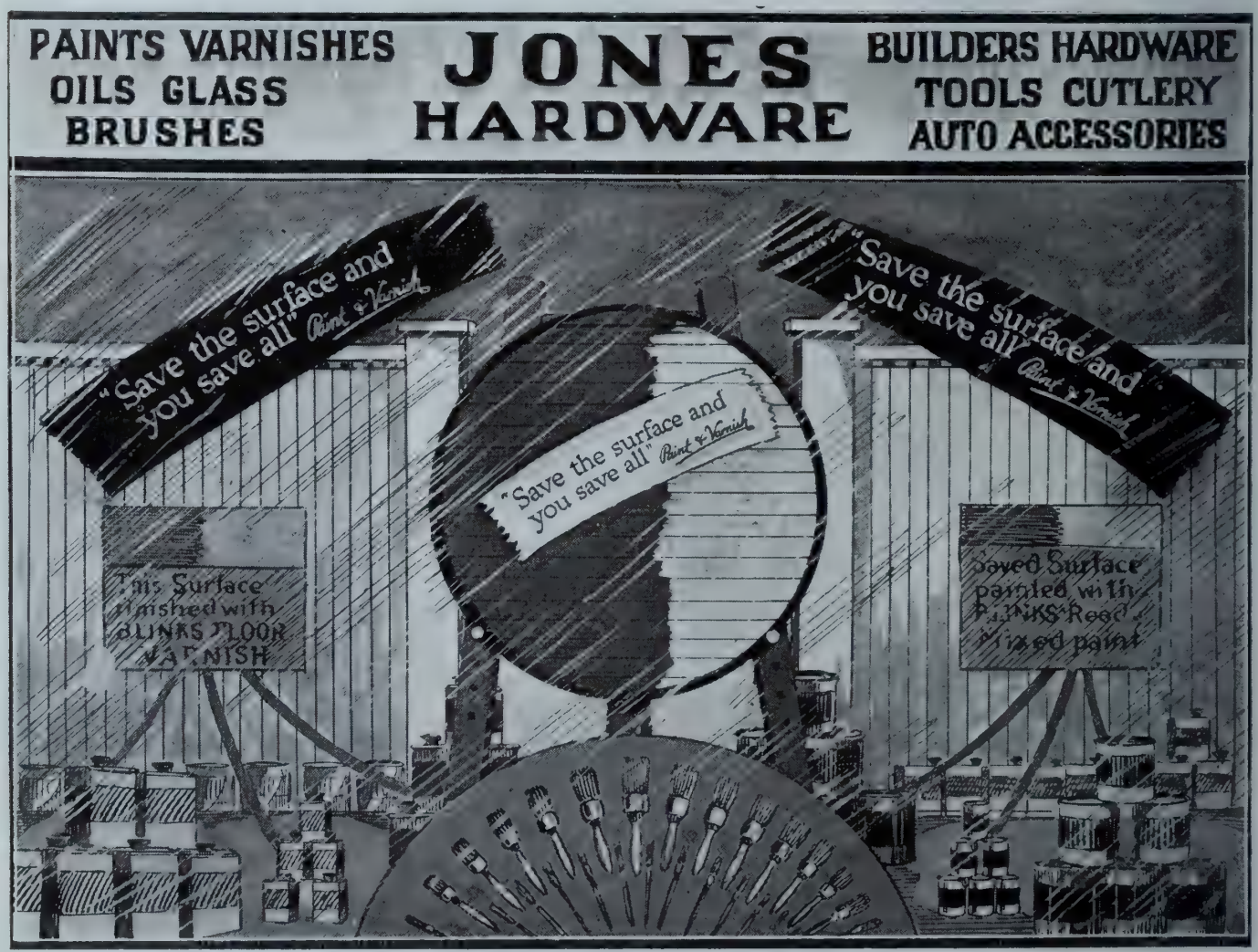
"I BELIEVE I would like to link up with this 'Save the Surface plan," said a hardware merchant to the writer a few days ago, after the aims and objects of the "Save the Surface and You Save All" campaign had been outlined to him.

"How can I link up with this movement to the best advantage?" he asked.

"In the first place," I replied, "I think you should become imbued with the spirit of the 'Save the Surface' movement and after you have thoroughly absorbed the many splendid arguments in favor of a movement of this kind, you should pass along to every member of your sales staff some of the information and enthusiasm which you have acquired.

"Secondly, I think you should start to 'save the surface' in connection with your own business. I noticed on coming into your store that the store front is rather unattractive owing to lack of paint. I believe you could greatly brighten up your store interior through the use of paint and varnish. Your store should be the best painted store in the town. It should stand out as a model for all other merchants and also for all other citizens and your farmer customers for miles around. The hardware merchant, in my opinion, should be the leader in the community so far as painting and varnishing is concerned. How can you hope to fully enthuse others if you do not practise what you preach?

"I notice that your paints and varnishes are scattered in various parts of the store. Why not concentrate and set aside a portion of your store, preferably near the main entrance, for a 'Save the Surface Department'? In this department you can display to good advantage



The idea of "Save the Surface" in a window display is conveyed in the suggestion herewith. The centre easel bears a sample section of boarding showing one section of the surface protected with paint, whilee the other section is unprotected and showing signs of decay. Neat pyramids of paint and varnish cans are arranged, bearing a "Save the Surface" card conveying suggestions for the use of the lines shown. Brushes are featured on a half circle card in the foreground of the display. This is a suggestion for a window display which might well be found in the store of a progressive hardware merchant who is linking up with the ideals of the "Save the Surface" movement.

Idea to the Hardware Store

GARFIELD

a striking assortment of paints and varnishes, display cards, and other material of an informative and attractive nature.

Brushes in "Save the Surface" Department

"At the present time your stock of brushes is kept at a very considerable distance from your paints and varnishes. Much loss of time occurs when your salesmen find it necessary to take the customers some distance across the store in order to show them paint and varnish brushes. Would it not be better to have these brushes also on display and stock carried in the 'Save the Surface' Department? In this department you could also arrange for a demonstration in connection with the use of various paint and varnish materials. You could have a permanent display showing partly finished surfaces of woodwork, shingles, linoleum, furniture, floors, in order to drive home forcibly the contrast between painted and unpainted surfaces.

"You could link up your window display with this 'Save the Surface Department,' and with a little extra study on the part of yourself and your window trimmer you could work out some very effective window displays featuring the 'Save the Surface' idea and link it up with the 'Save the Surface Department' of your store. In the window displays you could not only show attractive displays of the packages, but you could also show actual illustrations of painted and unpainted articles. In these window displays you could also use effective dealer helps, showcards, and feature prominently the 'Save the Surface and You Save All' slogan.

Local Advertising

"Your local newspaper advertising could be used effectively in linking up with the 'Save the Surface' movement, the special department in your store, and also your window displays. Through your local newspaper

Continued on page 49



This suggestion of a "Save the Surface" Department shows how a hardware merchant can link up closely with this campaign by radiating the idea in this section of their paint business. Generous use is made of color cards and other literature in an endeavor to emphasize the preservative qualities of paint. The stock is placed where it is within easy reach of the customer and where the various displays, whether on easels, on the side of the counter or elsewhere, are seen to best advantage.

Directing Your Advertising

Save the Surface
With a New Spring Coat

CLOTHE your home in a covering of —— Ready Mixed Paint, and you will preserve and beautify it at small cost. Delay is costly. Sunshine and rain are great blessings, but they are also pitiless destroyers of unpainted and unvarnished surfaces.

We have a paint or varnish for every purpose. Homes, barns, fences, furniture, walls, implements, roofs, floors, and all surfaces, can be preserved and beautified through the use of suitable paints and varnishes. Come in and talk it over with us.

We have samples of finishes for all surfaces.

"Save the Surface and You Save all"

Merchant's Name

Street and 'Phone Nos.

Unique Opportunities Exist in Every Community for the Exercise of the Ad. Writer's Prowess.

A LITTLE study on the part of the hardware merchant will enable him to write much more effective advertisements for all departments of his trade. This is especially applicable to the paint and varnish department where unlimited possibilities exist. Much education of customers is necessary in order that paints and varnishes may be used intelligently and with best results, and while the individual effort of the merchant in his dealings with customers can help educate them along this line, a large number can be reached through the medium of the local newspaper advertisement who would otherwise be missed. This is a matter deserving of the best attention which the merchant can give. It is not necessary that a prolonged course of education along this line be taken in order to make an effective advertisement writer. On the other hand, the practical merchant who can get the viewpoint of the prospective customer and write his advertisement so that he touches the interest of that customer becomes a much more effective ad. writer than the theoretical man whose writing lacks the practical viewpoint.

By studying the matter is meant a brief study of various types and layouts in order to get the most effective setting, so that the ad. will be sure of a reading when placed among a large number of other ads. on a page of a newspaper. This is secured by a combination of a number of sizes of type which allow emphasis to be placed on the most important sections, and effective layout.

Study Local Requirements

Another important phase of ad. writing is the study of local requirements in order to see that all classes of prospects are reached and that the most important class of prospects are receiving their due attention. In connection with paint and varnish advertising there is naturally much variation in the appeal accordingly as the largest class of prospects consist of residential, farm, factory or other classes.

In connection with any one of these groups the advertising can well be linked up with the "Save the Surface" idea because it is an effective argument for the use of paint or varnish on all surfaces which lend themselves to such treatment. Taking each class of prospects individually, let us analyze the various requirements and the strongest points of appeal.

In the residential district the strongest

Appeal in Right Channels

The Distinct Classes of Trade in the Merchant's Community Should be Singled Out and Made the Subject of Special Appeal.

appeals for the use of paint and varnish can be directed along the lines of preserving property which today is of much greater value than for some years; the beautifying of the home and the resultant envy of the neighbors; the raising of the status of the district and the consequent value of property in that district by setting an example which other property owners will follow, the preservation of the country's resources with the consequent improvement in general conditions.

Then from the standpoint of the interior of the home there are a large number of effective appeals. Furniture is high in price and worthy of the utmost protection, floors need re-finishing after the tracking in of snow during the winter and the wet spring weather; stove pipes need a coat of enamel; the woodwork needs to be freshened up; walls need painting or tinting. There are a great many odd jobs around the house interior which can be suggested at this time of year.

The man who owns an automobile may require some enamel or other specialties provided for re-finishing various parts of automobiles. This should not be overlooked in the auto accessory advertising as well.

Farm Trade

Then there is the farm district where a different course must be followed in the advertising. There are certain seasons when the farmer is most approachable in regard to suggestions for the use of paint and varnish. Between seeding and midsummer there is a temporary slackening in farm operations which might be taken advantage of to suggest the use of paint or varnish on the farm house, barns and implements. The farmer is gradually becoming more trained to businesslike methods and the appeal on the basis that paint will preserve and prolong the life of the buildings and machinery should receive a good hearing on the part of the farmer. There is no doubt but that the average farmer should be one of the biggest individual consumers of paint, and experience has shown that he is inclined to neglect painting. If the merchant is located in a farming community where this neglect is evident, his advertising should be largely directed along lines suggested elsewhere in this issue pointing out the waste that results from such neglect.

Another important class of trade is factory business in paints and varnishes.

Are you giving your house a square deal?

?

Aside from the pride you should take in the neat, clean appearance of your home there is another angle which you should consider—

the matter of

DEPRECIATION

Every month you allow the surface of your woodwork to be exposed to the damaging elements —moisture and heat—the greater is the depreciation, and the more difficult and costly it will be to repair the damage.

The fact is, deep checks in woodwork caused by exposure can never be repaired.

This is the time to ***save the surface.***

Don't let "Old Sol" get in his handiwork.

"Save the surface and you save all" Paint & Varnish

—Name of Dealer—

"Sales Boosters" in the "Sa

A NUMBER of brief but important tips to help hardware merchants increase the sale of paints, varnishes and specialties are outlined herewith and there are few, if any, hardware merchants who will not be able to benefit by the application of some of these ideas to their own paint departments.

* * *

SHOWING WOMEN SHOPPERS HOW TO "SAVE THE SURFACE"

One merchant who has a strong belief in the value of demonstrations finds that a young woman who has had little experience at such work but who is resourceful and acquainted with domestic requirements is most valuable for conducting such demonstrations among housewives after she has received some instruction on the uses of the various specialties. Her natural talent was found more valuable than the routine sales talk of the professional demonstrator.

* * *

DEMONSTRATION OF SURFACE SAVING QUALITIES OF PAINTS

Another merchant who uses demonstrations to good advantage says free the demonstrator from any responsibility for making sales, do not clutter up the demonstration stand but leave it clear of everything but a few cans of the line being pushed and the article which is being used for the demonstration. Concentration on one line to be demonstrated was found to bring best results.

* * *

SEEING THE RESULTS OF SAVING THE SURFACE

A merchant who claims he never could have sold a certain farmer customer an order of paint from the sample colors provided by the manufacturer closed a a sale with the farmer in question by letting him have the brush in his own hand and trying out a coating of paint on a board similar to that of which his barn was built. Thus the farmer saw the actual results such as he might expect on his own barn and having handled the paint himself he was all the more enthusiastic to do the job. Thus the merchant placed a section of four rough hemlock boards, five feet high, at one side of the window. A small section of clapboard siding was also shown, on the floor was a section of flooring and at the other side of the window was a section of wall board. Each was finished with some line of paint, varnish or tints and the showing of actual results under ordinary circumstances provided a big business puller.

SET EXAMPLE OF "SAVING THE SURFACE"

The merchant can set a good example to other merchants and owners of vehicles of all kinds by painting up his own vehicles. One merchant in a small city painted his trucks a bright red shade for the purpose of advertising, to improve their appearance and to aid in their preservation. He soon found that some other merchants took the tip and were in the market for paints for that purpose. Actual costs of painting the average wagon, motor truck, pleasure automobile, etc., were figured and these helped to clinch the sales.

* * *

SAVING THE SURFACE OF SHEET IRON

As many buildings of sheet iron are encountered throughout the country and as some difficulty is often experienced in making satisfactory jobs of painting on such a surface, the paint salesman in a hardware store got definite instructions on how to paint metal surfaces and because of his knowledge he gained the ear of several owners of garages and other buildings. He also investigated other points concerning the successful application of paint and his knowledge enabled him to become a valuable help in advising the right course of action.

* * *

DODGERS SHOW IMPORTANCE OF SAVING THE SURFACE

Distributing printed dodgers at the market by placing one in each shopper's basket is the plan followed with good success by another merchant. He finds that this reaches prospects when they are in a buying mood, and it also reaches farmers who are in town at a time when they are gathering in money in return for their products. This merchant also encloses some paint literature in all parcels taken from his store, and finds they are productive. He also erected a framework on each side of his trucks, designed to show a card which could be changed daily. Some paint idea was outlined in a brief and attractive manner from day to day.

* * *

OFFERS PRIZE FOR SAVING THE SURFACE

A Western hardware merchant has adopted the unique method of offering prizes for the best painted houses in the town and district. To this end he follows the plan of running a large display ad. in the weekly newspaper announcing that he will give $50 in prizes for the best painted houses in the town and district, with the proviso that the paint used be purchased at his store. Of this amount $30 goes to the winner and a second prize of $20.

While the extra incentive of the prize would not ordinarily be expected to stir up much action, this merchant found that the contest set people thinking about whether or not their property could stand painting and that was the idea of the campaign. If they thought a coat of paint was needed the opportunity of winning a prize was an incentive for them to take immediate action and participate in the contest as the prize money would help defray the cost of painting. Another factor was that people hoping to win a prize purchased only best grade paints, took time in the application so as to get best results and in the end this was better for all concerned.

* * *

"GETTING ON THE INSIDE TRACK"

The delivery boy engaged by a certain hardware merchant was begrudging the fact that he did not get paid for passing on to the boss the information he secured from women to whom he delivered parcels. The boy was sure that if the boss made best use of this information he could conduct his paint department more effectively. Gradually the merchant came to a realization that such inside information about the women's likes and dislikes and their opinion about his store and the goods he sold was valuable to him in arranging things to better suit their tastes. There is considerable information of this kind to be gleaned from delivery clerks and others in touch with the customers.

* * *

"SAVING THE SURFACE" OF SCHOOLS AND CHURCHES

Schools and church boards will shortly be taking up the question of repairs to their properties. As trustees they are responsible for maintaining in good repair the property under their control. It should not be a difficult matter for the hardware merchant to go before these local boards when such matters are being considered and point out that it is their duty to see that all properties are well protected with paint so that they will not be held responsible for any deterioration through decay. Schools will soon be closing for summer holidays and with the diminished congregations of the summer months then is the best time of year for renovating the church. Now is the time to plan for such business. Figure out actual costs and go before the boards with definite figures, also

e the Surface" Department

some information showing the rapid loss through neglect.

* * *

SHINGLE STAINS "SAVE THE SURFACE"

The sale of shingle stains as a surface protector is an important branch of the paint department trade, especially if the store is located near summer resorts. Shingle stains are not essentially a decorative medium; they have wonderful preservative value even though they have not the covering capacity or protective body. They have greater penetrating power and sink deep into the pores of the wood, killing the destructive fungi that destroys wood cells. From the standpoint of either protection or decoration shingle stains can be used on shingles and half-timber construction with good effect. The best quality stains should be sold for preservation. Shingles are still high in price and require protection. Railroads are large users of creosote oil for preserving ties, posts, etc., and as creosote oil is one of the chief elements in good shingle stain, this preservative value should be pointed out to customers.

* * *

TEACHING CHILDREN VALUE OF "SAVE THE SURFACE"

Far-seeing hardware merchants who realize that children will within a few years' time be property owners will take steps to educate the children who visit their store as to the preservative value of paints. The children will soon get the idea fixed in mind and when the bicycle, express cart, garden swing, scooter, or other such article becomes worn looking, they can then be shown the remarkable change produced by the application of a coat of paint or enamel. The lesson learned at that age will not soon be forgotten. To the children will be given the future problems of conservation and of the protection of property and no more important economic lesson can be taught children than showing them the preservative value of paint.

* * *

SHOWING FARMERS VALUE OF "SAVE THE SURFACE"

Upwards of two-thirds of the hardware and paint business in Canada is directly or indirectly dependent upon farm trade. It, therefore, behooves the hardware merchants to keep their ears close to the ground regarding the habits of the farmer and the developments that are taking place in the conduct of his business. In recent years the farmer has had to learn more about costs and accounting in order to make his business pay. When he begins to think along such lines as this he is in a good mood to listen to information as to how he can save expense by protecting his property with the use of paints.

Betwen seed time and harvest there is a little lull in farm operations and then is a good time to approach the farmer. Farm property in Canada is valued at over a billion dollars and it is estimated that through lack of paint there takes place annually a depreciation of at least 2 per cent., which runs the loss up to twenty-five million dollars.

* * *

FREE OFFER TO "SAVE THE SURFACE"

The giving of free samples of paints and varnishes has many drawbacks. The greatest one is that described in the saying of an old missionary, to the effect that if you give a Bible away to a heathen he either loses it or forgets it, but charge him only a fraction of its cost and he takes it home and develops an interest in it. Hardware merchants have in many cases found this to be very true. A better plan is to prepare a demonstration booth and give an offer to varnish, stain or enamel any small domestic article that a customer cares to bring to the store. Suggest picture frames, wicker baskets, flower stands, piano stools, children's chairs, jardiniere stands, etc. This avoids giving away a lot of paint and varnish in small quantities which would hardly be sufficient to do a job, and is a better demonstration to the real prospects. Let the customers select their own colors as this gives an opportunity for the discussion of the merits of various lines.

* * *

DECORATIVE VALUE COMBINED WITH SAVING THE SURFACE

A real estate man had a row of six houses on his list to sell, but try as he would he was unable to dispose of them. A hardware merchant friend put up a proposition to him, consisting of giving a price of $250 to paint and decorate one of the houses. If the house did not sell within a month after the work was done, the merchant said he would charge only the cost of the material and labor, but if sold within that time he would expect his full figure. Before the painting job was finished the house sold at $700 above the original price.

This shows that property purchasers will pay more for the house which shows signs of having been well protected. The paint used in this case brought good returns.

SPECIAL SERVICE IN "SAVE THE SURFACE" DEPARTMENT FOR WOMEN CUSTOMERS

Women purchase a large percentage of indoor paint and varnish specialties. The woman is the prime mover behind the domestic clean-up campaign in the home and it is very often the woman who has the last say about the color scheme for the outside of the house even if she does not do the painting.

No one appreciates a neat store and well-ordered stock more than a woman, and with her being such an important factor in paint purchasing the merchant should attend to these matters. A well-lighted, easily accessible, service-rendering paint department is the one which attracts women customers. As a rule women are more careful in the selection of color combinations than are men and here good light and intelligent service on the part of salesmen is necessary. The suggestion has been acted upon of making a little enclosure where a table and two or three cane seated chairs are placed for the convenience of women desirous of purchasing paints.

* * *

SAVING THE SURFACE A FACTOR IN SOCIAL CONTENT

It has remained for a prominent author, viewing the question of painting from his own aesthetic tastes, to point out that paint is a factor in social content. He thinks that certain socialistic centres would turn vivaciously to camouflaging themselves as peaceful Dutch villages by the use of a color scheme that changed with every dying season. "Long ago," he states, "someone made the discovery that long hours of meditation transformed every shoe cobbler into a revolutionary but who, as he lays bright vermilion streaks, good and strong, on his garden fence, could be other than filled with the noblest thoughts and exalted by the spirit of the purest patriotism?"

* * *

INSTRUCTING CLERKS IN VALUE OF "SAVE THE SURFACE"

A number of suggestions have been put forth in this article to educate the hardware merchant to the value of selling paint as a preservative medium. It is up to the merchant to see that his clerks are given the necessary schooling. The junior clerk will be the store proprietor a few years hence and in order that the full effect of the surface saving value of paint is realized, the merchant should see that all store salesmen are thoroughly acquainted with the question.

Suggestions for the Window Show Card

Nicely-displayed and well-worded showcards add materially to the effectiveness of show window and interior display advertising. The suggestions below may give you a lead in getting up your Spring and Summer cards.

We Have
New Spring Coats
For all paintable surfaces —"Save the Surface and You Save All." Paint and Varnish.

Economy Demands
Preservation
of our existing resources. Paints and Varnishes are preservatives as well as beautifiers.

Amazing Property
Depreciation
is caused annually through exposure and decay. Prevent it by using Paint and Varnish.

Your Neighbors
Will Envy You
Set a good example on your street—paint your property and the neighbors will fall in line.

Property Values
Are High To Day
and are therefore more worthy of the protection afforded by an adequate covering of paint.

Government Regulations
Cannot Prevent
depreciation of property through exposure—Paint and Varnish will save the surface.

SAVED
Homes and furniture of far-seeing customers who use our paint and varnishes. Consult us about your paint and varnish problems.

Let Us Give You
A Demonstration
of the surface-saving qualities of good paint and varnish.

Hardware Merchants' "Clean Up" Week

Mills Hardware Co. and Other Hardware Merchants of Hamilton, Ont., Link up With Local Campaign to Boost Sales of Paints, Varnishes, Etc.

TO the hardware merchant, "clean-up" week means more than a mere catch phrase or passing slogan, and embraces higher ideals than just falling into line.

With the Mills Hardware Co., of Hamilton, Ont., the clean and paint up campaign is a time for logical business expansion, and presents an opportunity for cementing the goodwill of customers through the medium of service.

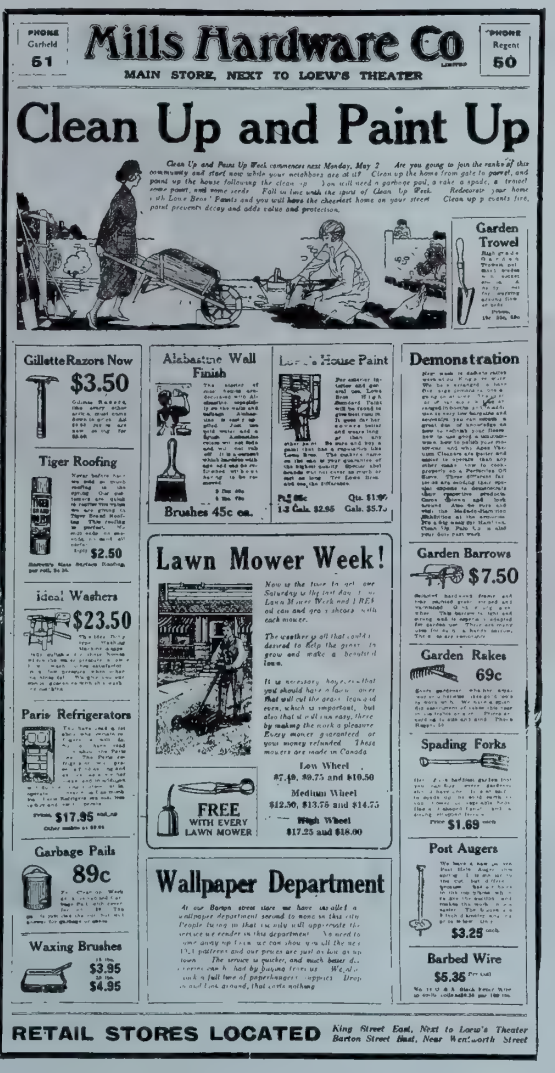
The Hamilton Chamber of Commerce instituted its "Clean up, paint up, and planting" campaign, May 2 to 7, and the accompanying illustration on this page clearly demonstrates the manner in which the Mills Hardware Co. supported and actively assisted in the movement.

Individual advertising is, of course, the chief method of concentration adopted by retail merchants interested, and in this connection show window cards pertaining to clean-up are supplied to these stores.

An Asset to the Home

While the advantages of boosting such a movement from the merchant's viewpoint is easily recognized by the Mills Hardware Co., yet they also point out to their customers through the channels of judicious advertising the value of "clean-up" week as an asset to the home.

Seasonable displays and demonstration effects are other features adopted by this progressive Hamilton store. In addition to special bargains and souvenirs, the Mills firm secured practical experts from the factories interested to demonstrate their respective products. Thus an opportunity for the public to secure knowledge on such topics as how to re-finish floors, to use good aluminum ware, to polish automobiles and how to operate vacuum cleaners are all covered simultaneously. And added to these attractions, a suggestive list of these articles most generally needed in spring activities of this nature is not only given a prominent place but is also included in the specials of the week.



Free Oil Can and Shears

One of the leaders is a lawn mower, with the purchase of which free oil can and grass shears were presented. Reductions in such commodities as house paints, wheelbarrows, garden rakes and trowels, spading forks, post augers, wire, waxing brushes, garbage cans, roofing paper and safety razors are all among the list of goods being given special prominence at this season.

Another attractive and seasonable display appears in the wall paper department, and in conjunction with this a complete array of paperhangers' supplies is prominent. Refrigerators and washing machines are other items carried to good advantage, and the whole compaign properly summarized under the Mills plan is conceded to be a big business winner.

Emerson Davis, of Teeswater, Ont., has purchased the Teeswater Foundry.

George R. Weller, hardware merchant at Brussels, Ont., has reopened his tinshop and will also look after furnace installations and general repair work.

FREE CUTS AND WINDOW MATERIAL

Cuts suitable for use in Save the Surface advertisements may be secured by retailers free of charge from headquarters of "Save the Surface" Campaign Committee. Window display material will also be supplied free of charge.

Cuts and display material will be forwarded upon request to "Save the Surface" Campaign Headquarters, 509 Royal Trust Chambers, Montreal, Que.



This is the Time to Cash In

Right now, while the "Save the Surface and You Save All" Advertisements are appearing in magazines and newspapers across Canada, you can link up with the campaign and cash in on it. Your show windows, store interiors, local newspaper advertising, circular matter and your over-the-counter talks can be linked up with the "Save the Surface" idea.

The Results of our combined efforts will mean more paint and varnish sales, conservation of our national assets and incidentally more profit for you.

Link up with our efforts without delay, and make use of our dealer helps, such as those shown on the opposite page.

Save the Surface Ca

509 Royal Trust

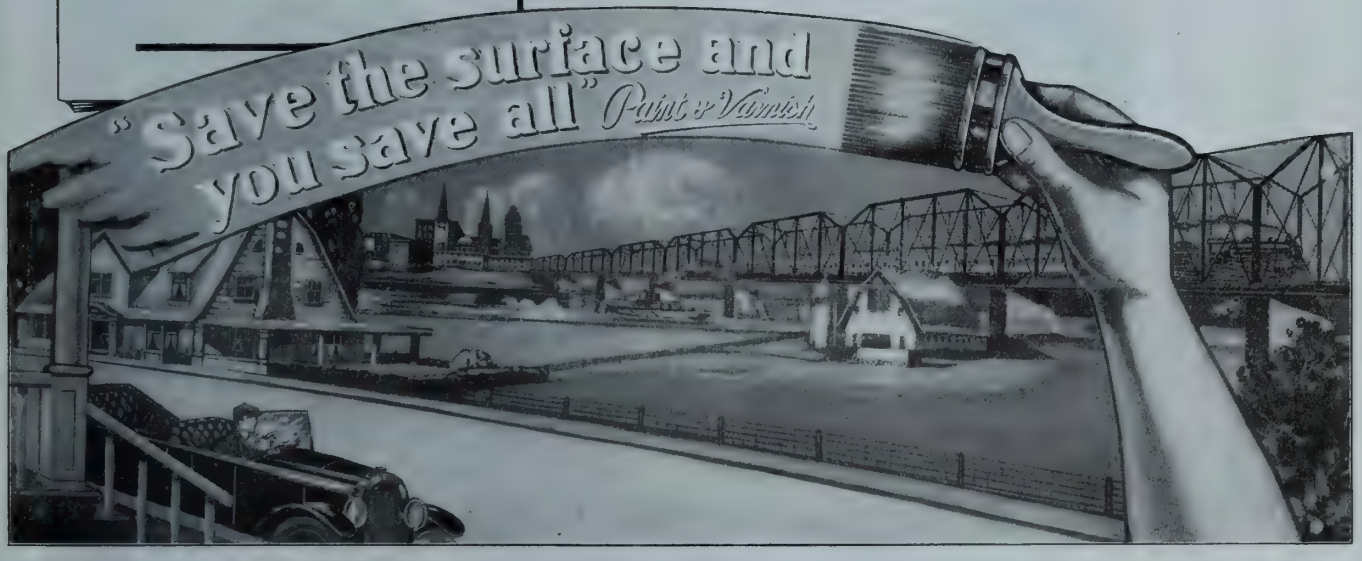




A new and instructive book of dealers' helps now available to merchants free upon request.

"Save the Surface and you save all" Paint & Varnish

The new window transparency in red, white and black.



A new window poster over three feet wide, beautifully colored.

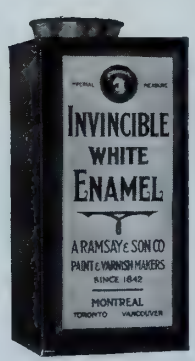
We will supply the above helps FREE to dealers who will apply to

mpaign Headquarters
Building, Montreal



RAMSAY'S

"The Right Paint to Paint Right"



Means Satisfied Customers



Paints and Varnishes that build lasting trade. LINK your business up with our aggressive advertising and exceptional service. It will amply repay you.

A. Ramsay & Son Company

Makers of Property Preserving Paints and Varnishes for 77 Years

Toronto **MONTREAL** **Vancouver**

Distributors :

Edmonton District:
Revillon Wholesale Limited, Edmonton

Calgary District:
The McDonald-Baker Co., 818 8th Ave. W., Calgary

Nova Scotia
James Simmonds, Limited, Halifax, N.S.

If interested tear out this page and place with letters to be answered.



Follow Nature's Example

Paint is to the House as Bark is to the Tree

Nature never makes mistakes — she knows that her handiwork, in order to retain its beauty and its usefulness, must have protection against the elements.

Apply this same thought to the protection of the home and you see at once how important it is that exterior surfaces should have adequate protection against natural decay. By saving the surface you save all that lies beneath.

This is the teaching of the "Save the Surface" educational campaign now being carried on by the Paint and Varnish Association of Canada.

This campaign has been tremendously successful in educating Canadians to the necessity of "Saving the Surface" and in creating bigger sales of Paint, Varnish, Oils, etc.

From the start of this campaign two years ago we have aimed to link up in every possible way with this general campaign. Our show cards, color cards, window trims, newspaper and farm paper advertisements—in fact all of our advertising has featured the "Save the Surface" slogan as prominently as we could.

Our Agents who have been using our wide range of display material have found it exceedingly profitable, for it is probably the most comprehensive display of advertising material furnished by a Canadian Manufacturer, and in addition it links up most effectively with the "Save the Surface" campaign.

Full particulars of the Brandram-Henderson Agency Proposition will be sent on request, without obligation.

BRANDRAM-HENDERSON LIMITED

MONTREAL — HALIFAX — ST. JOHN — TORONTO — WINNIPEG
MEDICINE HAT — CALGARY — EDMONTON — VANCOUVER

If interested tear out this page and place with letters to be answered.





Crown & Anchor, Rainbow and Island City Brands

A Few Of Jamieson's Standard Products

Liquid Exterior House Paints.
" Barn and Fence Paints.
" Floor Paints.
" Floor Enamels.
Bridge Paints.
Marine Paints.
Anti - Fouling Paints.
Liquid Wagon Paints.
" Flat Brick Paints.
" Barrel Paints.
Factory Cold Water Paint.

"Glitrox" Interior Enamel.
"Velvex" Perfect Flat Enamel.
Decorators, Furniture and Bath Enamels.
Oxidized Art Enamel.
Brilliant Aluminium Paint.
Liquid Gold Paint.
Excelsior Slating.
Paint and Varnish Remover.

Carriage Varnishes.
Agricultural Implement Varnish.
Piano and Organ Varnishes.
Cabinet Makers' Varnishes.
House Painters' Varnishes.
Black Japans, Self Drying.
Baking Japans.
Driers, Spirit Varnishes, Lacquers.
Copelline, Every Purpose Varnish.

"A Beautifying Protector For Everything Under The Sun"

If interested tear out this page and place with letters to be answered.

Jamieson's Products

Have Been Saving Surfaces Since 1858

WHEN Jamieson's first commenced the manufacture of Paints sixty-three years ago, most people believed that paint was merely a beautifier. Its protective qualities and surface-saving virtues were not generally appreciated.

So the Canadians of those pioneers days bought Jamieson's Paints to brighten up their homes and buildings, but found that the colors endured amazingly — that the surfaces treated with Jamieson's Paints defied wind and weather and all the climatic variations of the Canadian seasons. Their use and reputation became nation-wide.

Jamieson's products were born of Canadian needs. They were made to serve against Canadian Winters and the scorching suns of Canadian Summers. During the past sixty-three years Jamieson's have been working with ever-increasing success to produce Paints and Varnishes that are peculiarly adapted to Canadian conditions.

Honesty of purpose and scrupulously careful manufacturing methods have been responsible for the success of Jamieson's Products. A fair and square Dealer Policy has established the friendliest relationship with Dealers everywhere, who find in this old-established and reliable House, a staunch ally in promoting sales of good Paints and Varnishes.

Jamieson's Products have become a Canadian Institution. They offer Dealers a complete line of Paints and Varnishes which sell readily because sixty-three years of paint knowledge has gone into their making. As a Jamieson Dealer you can increase your paint sales and establish a sound reputation for selling the best Paints and Varnishes that skill and experience can produce and money purchase.

R. C. Jamieson & Company, Limited

Established 1858

Owning and operating P. D. Dods & Co., Limited

Calgary **Montreal** **Vancouver**

If interested tear out this page and place with letters to be answered.



HILLCREST
A GUARANTEE OF QUALITY

HILLCREST
A GUARANTEE OF QUALITY

HILLCREST
Motor Car Enamel

The first warm days are ideal weather for metal painting. You can put yourself in right with all your motoring customers by selling them Hillcrest Motor Car Enamel.

It is smooth, uniform and easy for the amateur painter to brush on. It dries with a hard, enamel gloss that makes the "old bus" look like new—and that's what your customers want it to do. Ask the Hillcrest salesman about this Hillcrest Motor Car Enamel especially.

We Also Manufacture:

Hillcrest Colors in oil; Hillcrest Colors in Distemper; Hillcrest Colors in Japan; Hillcrest Porcelain White Enamel; Hillcrest Ebony Black; Spanish Enamel; Hillcrest Bath Enamel; Hillcrest Motor Car Enamel; Hillcrest Paste Filler; Hillcrest Crack Filler; Pearcy's Pure Prepared Paints; Hillcrest Barn Red Paint; Hillcrest Outside Gloss White; Hillcrest Inside Flat White; Hillcrest Aluminum Paint; Hillcrest Paint; Hillcrest California Gold Paint; Hillcrest Graphite Machine Paint Liquid; Hillcrest Orange Shellac; Hillcrest White Shellac; Hillcrest Oil Stain; Hillcrest Varnish Stain; Hillcrest Shingle Stain; Cottage Shingle Stain; Hillcrest Varnishes—all kinds; Hillcrest Pure Lead; Hillcrest Bronzing Liquid.

Sanderson Pearcy & Co.
Limited
272 Van Horne St.
Corner of Dufferin Street
West Toronto - - Canada.

Hillcrest Paint Products

Watch for Our Semi-monthly Bulletin Next Saturday

If interested tear out this page and place with letters to be answered.

HOW "SAVE THE SURFACE" KEEPS THE MERCHANT

(Continued from page 53)

and improve his property, the stimulus caused by experienced painters and workmen who are looking for outside work during the summer months, and who are ready to tackle any kind of painting.

Get Out and Hustle

One cannot depend upon the same conditions existing in any year in the future. This is the dealer's opportunity for doing a big business, notwithstanding any inclination he may have towards a feeling of pessimism. He who gets out and hustles after business is the dealer who is going to have a successful year.

There is no better way to increase the paint business and to render a bigger or better service to his customers and to his country than to link up with the big "Save the Surface" campaign, using this slogan in local advertising, working and co-operating with the paint manufacturer, whom he represents, and by this class of work helping to put across the big idea of economy, which is stretching across this country.

1921 Plans For "Save the Surface" Campaign

Annual Value of Per Capita Consumption of Paint in Canada is $1.90—Buyers' Market Can Be Changed to Sellers' Market With Aggressive Effort

Written for Hardware and Metal by H. E. Mihell, Sales Promotion Department, Imperial Varnish & Color Company, Limited, Toronto; Executive Member "Save the Surface" Campaign Committee.

WHILE plans for the 1921 "Save the Surface" campaign were being made last winter it was predicted that this year would give the "acid test" to the efficacy of the idea.

That it has analyzed and proven 100 per cent. sound goes without saying. Frequently one hears retail paint and varnish dealers saying that they have sold more paint and varnish to date than they did up to the corresponding date last year. The optimism of others leads them to anticipate a much greater volume of business than they have had for several seasons past.

In a few cases the doubling of last year's business is openly looked forward to. While a certain amount of credit must also be given an unusually early season, the "Save the Surface" campaign has done much to pave the way to increased business. Almost without exception, live, wide-awake paint and varnish dealers consent to the helpful influence of the "Save the Surface" campaign. Many are getting behind the idea and linking up with it in a manner that they have not done before.

Not only are the dealers realizing the influence of the campaign, but the public itself is showing the effects of the work already done. There is scarcely a paint man but who has witnessed or heard of consumers who have been brought to the painting idea through "Save the Surface" advertising.

Two of the fondest hopes of those behind the campaign have been realized. One was that the cumulative effect of "Save the Surface" advertising as each year went by would have a greater effect in the succeeding year. Already the spring business of 1921 is beginning to realize this ambition. The other effect hoped for was that the inauguration of the campaign during the years of prosperity would insure continued prosperity and stability during less favorable conditions. Evidence of this has been seen in the difficulty already realized by some manufacturers in keeping up with orders.



H. E. Mihell

The optimism shown generally by paint and varnish dealers throughout the country indicates that the "acid test" has been given to the campaign and that it has not been found wanting, either in merit or effectiveness in influencing the consuming public.

Possibilities Scarcely Touched

But there is much yet to be done. The possibilities for greater paint and varnish business in Canada have scarcely been scratched.

There is need for a much closer linking up of paint and varnish men everywhere with the "Save the Surface" idea if these possibilities are to come anywhere near realization.

After passing through the last few months of uncertainty in every phase of business, and yet realizing the demand for paints and varnishes that has been experienced this spring, there is no telling what might be hoped for in the years to come, when greater stability will be established in prices as well as our social and economic welfare.

Readers of Hardware and Metal will remember the figures issued some months past by the Federal Government of the production of the paint and varnish industry in Canada during 1918.

These figures are given below, together with a rough analysis of their meaning to the trade for future business:—

Kind	Unit of Measure	Quantity	Value
Linseed Oil, boiled and refined (sold), gals.		113,256	$ 211,335
Paints in Oil (ready for use)	gals.	7,483,893	8,613,973
Paste Paints, lbs.		33,500	3,460
Colors in Oil and Japan, lbs.		27,800	5,142
Varnishes, all kinds, gals.		3,317,069	3,764,555
Japans and Lacquers, gals.		209,249	251,856
Shellac, gals.		81,704	309,975
Stains, gals.		216,274	276,665
Dryers, gals.		105,868	105,401
White Lead, dry, lbs.		4,030,367	473,922
Lampblack and other carbon, lbs.		62,939	6,878
Oxides of Lead (black Litharge, Red Lead, etc.), lbs.		2,432,936	268,624
Iron Oxides		748,750	44,925
Dry Colors, lbs.		335,000	76,926
Al other pigments		3,535,213	404,770
Barytes, lbs.		1,236,000	12,400
Putty and other fillers, lbs.		5,178,405	280,581
Asphaltic, Pitch and Tar Products, lbs.		.....	30,463
All other miscellaneous products, lbs.		.....	982,280
			$17,678,049

In this analysis certain deductions must be made from the government's total of $17,678,049.00 to allow for such items as linseed oil, white lead, dry colors and earth pigments, again entering into paints in oil, paste paints, varnishes, etc., and thus avoid being reckoned twice in the aggregate.

Making a rough allowance that perhaps 60 per cent. all around of linseed oil, dry white lead, lampblack, oxides of lead, iron, etc., dry colors, and other pigments, together with miscellaneous products re-enter paint or varnish manufactured, and deducting such items as asphaltic products we have approximately $1,527,608.00, which would leave somewhere around $16,150,441.00 that can properly be called the net total used by the consumer.

Per Capita Consumption

Placing Canada's population at 8½ millions in 1918 this would give us an annual per capita consumption of $1.90. making a further allowance that 50 per cent. of this amount was used in the finishing of manufactured products it would leave 95c per capita as the amount consumed by the public for architectural protection and domestic decoration.

(Continued on page 70)

Some Seasonable Appeals For Brush Trade

Housecleaning Work in Full Progress—Summer Resort Clean-ups Soon to Follow—Linking up With Local Clean-up Campaigns — Acquainting Customers With Use of Various Brushes

IF paint and varnish are instrumental in saving the surface of the material to which they are applied it is quite obvious that correct application will increase the preservative value of the application. If all parts of the material are adequately covered and each part is covered to the same extent the material will be better preserved and the appearance will be much improved. A good brush is the chief help in guaranteeing correct application and in the interests of his customer, his own trade and the general idea of painting, it is wise for the merchant to see that the customer secures the correct utensils for handling the painting or varnishing job in hand. If the job does not turn out to the satisfaction of the customer or the results are not as good as claimed by the merchant the whole cause of painting is affected and sooner or later his trade will suffer by this condition.

In the window displays, store displays, advertising and in the sales effort extended personally in the store, the hardware merchant and his staff can always link up the sale of a brush designed to best suit the purpose with the sale of paint or varnish. There are many ways of carrying out this idea, chief among which is to show an attractive display of a range of brushes placed near the paint department. Racks can be used to advantage to contain brushes of various sizes and prices, and these racks can be placed in such a location that actual handling by customers is encouraged. The customer will not handle the brushes unless he or she is interested and allowing them to handle the brushes will increase the likelihood of a sale.

Using Local Developments

Local conditions can be studied with the idea of appealing more effectively to the interests of prospective customers, similar to the plan advocated in the case of paints and other hardware lines. At the present time, while there is an extraordinary amount of unemployment in certain parts of the country, certain hardware merchants are turning the situation to good advantage by suggesting that those waiting for employment spend their spare time fixing up the home. It is suggested that a few hours' time, a brush and a little paint and varnish can be used to good advantage and turn otherwise wasted hours into profitable ones. The appeal has met with good success.

Another local condition which can be used as the basis for appeal at present time is the Clean Up and Paint Up campaigns being instituted in various districts. Hardware merchants have found it profitable to link up with these campaigns and a large range of brushes can be pushed on such occasions. Not only are there the various brushes for painting and varnishing, but there are floor brushes, sanitary brushes and many other types particularly handy at housecleaning time. There is a sufficient range of these brushes to warrant an exclusive window periodically and a store display continuously.

The experience of other hardware merchants in selling brushes to the unemployed is that the medium priced brush is the best seller. The purchasers realize that they cannot do as good a job as the painter, but they are anxious to be busy and they buy a medium paint brush or two.

Acquaint Customers With Use

The range of brushes now available is such that special effort on the part of the merchant to fully acquaint his customers with their uses is necessary. The average housewife is always on the watch for any article which will lessen the labor of the home or which will improve the sanitary condition of the home. Here the large range of brushes can be pushed to advantage, each salesman being fully acquainted with the various types and their particular use. This is an important factor in brush selling, as has been shown in numerous articles which have appeared in Hardware and Metal, setting forth how certain merchants have developed large brush trade by making suggestions as to their use and preservation.

Spring cleaning is no doubt still in progress in many communities and this appeal can be continued for a time. This is followed with a demand for brushes for painting and housecleaning the summer cottage. Already many citizens are planning the annual return to nature's haunts and the summer home always requires a thorough cleaning. This not only brings business to the merchant located near such resorts, but the city merchants can get their share of it by approaching such customers on the question before they depart.

PLANS FOR "SAVE THE SURFACE" CAMPAIGN FOR 1921

(Continued from page 69)

Paints in oil are given at 7,483,893 gallons or 88-100 gallons per capita. Again making a deduction of 50 per cent. for manufactured products this would leave only 44-100 gallons, or less than ½ gallon per capita per annum for the protection of every sort of architectural surface in the Dominion. On this latter basis we only produced 1 4-10 gallons for each one of our 1,900,000 homes and 782,849 barns in 1918. This does not take into account hospitals, stores, office buildings, schools and a host of other structures. Obviously we are not producing anything like an adequate amount for the protection of Canadian property.

On the basis of 20 lbs. of lead in oil to the gallon of paint we only produced 593,713 gallons from this source, which would only add 6-100 to our per capita consumption or a little over 2-10 gallons to each one of our homes and barns.

On the whole, we cannot deduce from these figures any greater consumption than ½ gallon per capita for 1918 or 1 6-10 gallons for each home and barn.

It is quite likely that 2-3 of the 3,317,069 gallons of varnish enumerated was used for finishing manufactured products, which would leave 1,105,689 gallons for architectural use. This means a consumption of 13-100 gallons per capita or less than one pint.

Further, this would only allow the use of 58-100 gallons on each of our 1,900,000 homes, and when it is considered how much varnish is used on office buildings, stores, launches, automobiles, etc., it is readily seen that the consumption of varnish, per home, would be reduced to a very low figure.

Canada's paint and varnish trade has yet a long way to travel before it has in any way sufficiently provided for the adequate protection of its property or its domestic surfaces.

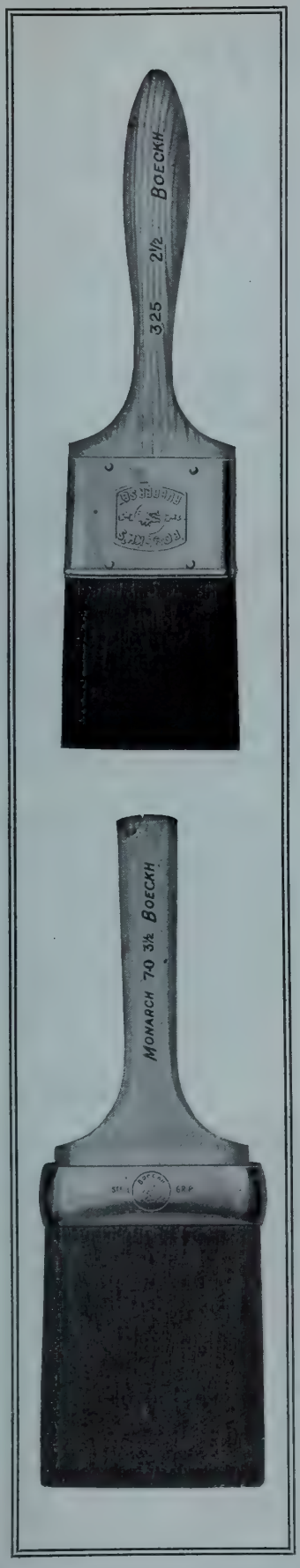
Much Work Yet To Do

The "Save the Surface" campaign has infinitely more work to perform in the future than it has accomplished in the past; good as that work has been.

But it can only be performed by the whole hearted backing of every distributor in the trade. In addition to the great educational force it is exerting on the public it must be backed more and more by extensive salesmanship and greater personal contact of the retail seller with his buying trade.

The possibilities for greater paint and varnish trade exist everywhere about us. True, we are in a buyer's market, but it can be readily converted to a seller's market for those who will everlastingly dig and use the "Save the Surface" idea and arguments, together with the literature and window trims provided by the committee.

The "Save the Surface" campaign will back every paint and varnish dealer in proportion to the extent that he will back it in intensive educational selling and advertising. Sales are the keystone to the building up of greater paint and varnish business, and the "Save the Surface" is an instrument to building which no dealer can afford to neglect in the face of the needs and possibilities of the more extensive use of paints and varnishes in Canada.



BOECKH TRADE MARK EST^BD 1856 TORONTO

Boeckh's Brushes Are Rubber Set

A perfect, continuous covering of paint or varnish, evenly applied, will save a surface by protecting it from destructive elements.

This is not so simple as it sounds, because any little defect, such as a bristle shed by the brush and removed after the paint or varnish sets, will open the way to damage. Boeckh's Brushes are Rubber Set.

And Absolutely Guaranteed

The bristles cannot come out, and because of their excellence, and ability to properly apply a coating of paint or varnish to save surfaces, Boeckh's Brushes constitute one of the most important factors in surface saving.

For the good of your business take advantage of the present interest in surface saving. Display and drive home the fact that you sell Boeckh's Brushes—that they are available in your store.

There Is Good News In Boeckh's Catalog

The Boeckh Company, Ltd.
Toronto, Canada
Established 1856

If interested tear out this page and place with letters to be answered.

Weekly Paint Markets

Montreal

MONTREAL, May 5.—Both linseed oil and turpentine have advanced in price again this week, with markets on both products very firm. Quotations on white lead in oil and putty are unchanged, and while putty is slow, white lead is now very active. Window glass is holding unchanged, although the Belgian market is much firmer. Little improvement is expected in glass until the fall demand, but local prices are now on a much steadier basis than they have been in the past few months.

Ready mixed paints and varnishes are now active, outside painting now well at hand. April has been a heavy month and May is expected to show good returns. Prices are steady on all lines, with little likelihood of any changes until the summer months at least.

Linseed Oil Again Advances

Montreal.

Keeping in line with the flax seed market, which is continuing firm, linseed oil again advanced 3 cents a gallon this week. In some quarters, however, a lower price lingers due to these jobbers being anxious to sell oil at the present time. An advance will be made in all probability at the nd of the week with these jobbing houses. The closing of last week showed a slight falling off in flax seed, but this has again been overtaken and firmness with higher prices is given. A continued increase in sales is reported from all crushers, although still in a hand-to-mouth movement. Following are this week's quotations, showing a range:

LINSEED OIL—	Raw		Boiled	
1 to 2 barrels ..	0 75	0 84	0 78	0 86½
5 to 10 barrels .	0 73	0 82	0 76	0 84½

Broken lots, add 10c gal.

Turpentine Shows an Advance

Montreal.

Turpentine has advanced again this week and general quotations are $1.05 a gallon in one barrel lots, although 95 cents is quoted by certain jobbing houses with every likelihood of their prices being advanced within the week. Reports from the Southern markets state a continued improvement with advances in prices. The domestic consumption also shows an increase as the season is more advanced. Quotations are the following:

TURPENTINE—	Per Imp. Gal.	
1 barrel lots	0 95	1 05
2 to 4 barrel lots	0 92	1 03
Broken lots	1 05	1 15

Light Demand for Putty

Toronto.

A light demand continues for putty, and no changes are made in quotations. A steady market is looked for until well into the summer months. Any change made in prices at a later date will in all probability be downward from present indications. Quotations are as follows:

Standard Putty—	5 ton	1 ton	ton
Bulk barrels, 800 lbs.	$5 00	$5 25	$5 60
Bulk drums, 100 lbs.	6 00	6 25	6 60
Do., or tins, loose, 25 lbs.	6 25	6 50	6 85
Drums or tins, cased, 25 lbs.	7 00	7 25	7 60
1 lb. tins	9 75	10 00	10 35

Pure Linseed Oil Putty, $1.50 per 100 lbs. advance over above prices.

Little Buying in Window Glass

Montreal.

There is still very little demand for window glass, the building construction not yet increasing the sale to any extent. The Belgian market continues firm with a recent advance in quotations, but this will have little effect on the present situation here as glass now coming from that source was bought months previous. However, a more stable market may be expected during the following months. The price cutting since the beginning of the year is not so extensive lately. The big factor to remedy glass will be the fall demand, as at present the world-wide consumption is not sufficient for the output of the glass manufacturers. There is no change in the Montreal quotations, this being 50 per cent. off Montreal list.

White Lead Sells Well

Montreal.

With no change in quotations, white lead in oil is now very active. Much outside painting is reported throughout the country, this having a great effect on white lead sales. There is now a steadier feeling among the corroders and jobbers, and although slight concessions are made for quantity, the quotations are as follows: $14 in five ton lots, $14.50 in one ton lots, and $14.85 in less quantities.

No Change in Shellac

Montreal.

Neither white nor orange shellac shows any change in quotations. This product is now selling in fair quantities, but is still backward compared with other seasons at this time. Shellac has remained fairly steady in the past few weeks. However, stocks are reported low with some paint houses and if new supplies were purchased at present, a slight advance might be shown as a recent stiffening of gum shellac is noted. Following are present quotations:

Orange shellac, in barrels, $3.50; in one gal. jugs, $3.80; white, in barrels, or 5 gal. jugs, $3.85; in one gal. jugs, $4.25.

Paint, Paint Specialties, Varnish

Montreal.

Business in paint and varnishes is now in full swing. Paint manufacturers claim present business is very satisfactory, and mail orders continue to pour in. This might be expected, as five months' output is really crowded into two. It will be remembered that January and February were dull months, wheras in other years much of the bookings would be forwarded. April has been an exceptionally busy period and well ahead of last year, prices considered. May is looked for to bring extra heavy returns, reports throughout the country being that much painting is being done. Prices are remaining unchanged in all lines, and little change may be expected until the busy season is over at least.

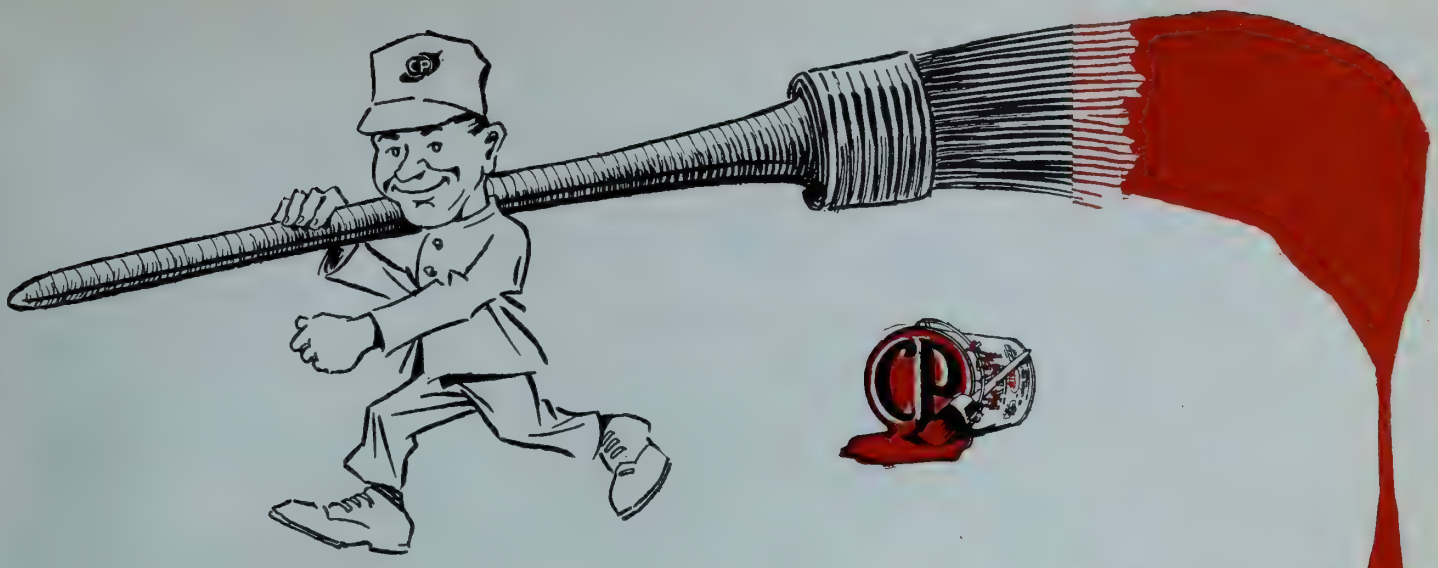
Paint Brushes Now Sell Well

Montreal.

With the painting season now at hand, paint and kalsomine brushes are selling well. Different from other years, however, sales are small, showing that dealers are only sorting their present stocks to carry them through the season. Prices are steady on practically all lines, with no price changes coming through.

Toronto

TORONTO, May 5.—Prices continue to hold unchanged on paints and allied products with the exception of turpentine, which has again been advanced and Southern markets show increased strength in this product. The linseed oil market is inclined to be firmer and flax seed continues to fluctuate, being up one day and down the next. No changes are made here by wholesalers in linseed oil this week and reports indicate some price cutting. Business is continuing to improve in paint and varnishes and sales increase in numbers. White lead in oil and putty are held unchanged, lead sales being numerous but small. The shellac market is reported to be a trifle firmer. Window glass is unchanged with a stronger tendency. Better sales are reported in paint brushes during the past few weeks.



Canada Paint

Canada's favorite "Surface Saver." Made from the famous "Elephant Brand" Pure White Lead, mixed with pure Linseed Oil, and combining good appearance with extreme durability and protective value.

A paint you can honestly recommend. A paint that will save the surface and beautify it too.

The Canada Paint line furnishes you with the right surface savers for your customers' every painting and varnishing need. A stock will enable you to secure the big end of the local paint demand.

Let the C. P. Agency connect you. Write for full particulars.

"Save the surface and you save all" *Paint & Varnish*

THE CANADA PAINT CO.

LIMITED

Makers of the famous "Elephant" Brand Genuine White Lead

MONTREAL TORONTO HALIFAX WINNIPEG CALGARY VANCOUVER

If interested tear out this page and place with letters to be answered.

Turpentine Advances Ten Cents

Toronto.

Another advance in the price of turpentine is given this week, the amount being 10 cents on all quantities. The market generally shows a good demand, while stocks on hand are reported low. It is expected in some quarters that continued firmness will cause a further advance, and it is also rumored that turpentine might become scarce owing to the possibility of strikes among the seamen and other workers on transportation facilities at U. S. ocean shipping points. The alternative is, of course, rail shipment, which at present freight rates would have a decided tendency to boost prices, irrespective of scarcity. New quotations follow:

TURPENTINE—	Per Imp. Gal.
1 barrel lots	1 10
2 to 4 barrel lots	1 09
5 gallon lots	1 25

Linseed Oil Held

Toronto.

The demand for linseed oil is reported as keeping up well, but prospects are still erratic, and no expression of opinion as to the future can be obtained. Prices are remaining at last week's quotations and the markets are apparently getting stronger, with present conditions firm. Following are the present quotations:

LINSEED OIL.	Raw.	Boiled.
1 to 2 barrels, per gal.	0 77	0 80
3 to 5 barrels, per gal.	0 76	0 79
6 to 9 barrels, per gal.	0 74	0 77

Less barrels, add 15 cents per gal.

More Paint Brush Sales

Toronto.

An impetus in paint brushes is being experienced in some quarters, due to the usual spring activity in house decorating and building. No changes in prices are reported, however, although manufacturers state that bristles are down a very little in some few lines. Brushes and brooms remain steady, but dealers are purchasing carefully, quantities being small and evidently according to present needs only.

Paint and Varnishes Firm

Toronto.

Business in paints and varnishes during the month of April is reported to have been most satisfactory. This year's total is said to have been very near to that of April last year, and with the lower prices prevailing this season, the volume of business was correspondingly greater. Prices on both varnishes and paints still remain the same, and with the advent of finer weather the present conditions are expected to continue upon a gradually improving scale.

Glass Tendency Firm

Toronto.

A firmer tone is reported in window glass. The Belgian window glass market, as indicated in last week's report, has strengthened considerably and may affect prices here in the near future. An advance is also expected by some in plate glass. In United States glass markets the chief interest is in the proposed tariff changes, and if they are adopted there will likely be a difficulty with regard to the large orders which are known to have been placed with Belgian manufacturers by United States importers. Wholesalers here report very little change in the situation with business still light and sales in small lots. The quotations remain 50 per cent. off new case list and are 60 and 10 per cent. off cut light list.

Putty Is Stationary

Toronto.

Prices in putty are again reported stationary, the sales still being light, Brisker activity in smaller building is looked for in some quarters as the better weather advances and should this expectation be realized, it would create an improvement in the present demand. The following are the current quotations:

PUTTY—	Per 100 lbs.
Standard in 100-lb. drums	7 05
Do., 25-lb. irons	7 30
Do., bladders in bbls.	8 30
Do., less quantities	8 55
Pure, in 100-lb. drums	8 55
Do., 25-lb. irons	8 80
Do., bladders in bbls.	9 80

White Lead Steady

Toronto.

Purchasing in smaller quantities is still the rule for white lead in oil, but a fair volume of demands keep dealers busy. No changes are made this week, and none are reported expected, in prices, and quotations on standard pure grade lead are $14.95 per 100 pounds in ton lots and $15.30 per 100 pounds in smaller lots.

Good Demand For Insecticides

Montreal.—"Preliminary bookings of insecticides are equal to last year, up to the present," stated Royal Cluxton, manager of the Canada Paint Co., Ltd., manufacturers of insecticides, to Hardware and Metal. "The future demand will depend on the prominence of the potato bug and other vegetable insects and worms. Also the existence of blight and other pests when the later spraying commences."

In Mr. Cluxton's opinion there will be very little change from present quotations unless the grasshopper plague in the Western provinces, which caused a heavy demand last year in the summer months, calls for a rush of insecticides and causes a shortage among the manufacturers. Then a slight firming in price might occur. As to lower prices prevailing, it was explained that manufacturers were now sacrificing their profits of other years, and there was little likelihood of easier quotations.

From the back yard city gardener to the farmer all now realize the necessity of using bug destroyers, for this reason the sale has steadily increased from year to year.

Home Sanitation Equals Home Decoration

Paint and Varnish, While a Beautifying and Preserving Product, is Also a Disinfectant.

NOTWITHSTANDING the fact that there has been much discussion concerning the wholesomeness of paint and varnish, the opinion of most eminent doctors is that from a germ killing and disease destroying point of view, no money spent on the home or in the home goes so far toward keeping down diseases as the small amount of money spent on paints and varnishes. No one factor enters so largely into the health of the individual as home conditions, so this is a point of much importance over and above its values as a decorative and beautifying product, and as a preservative against decay.

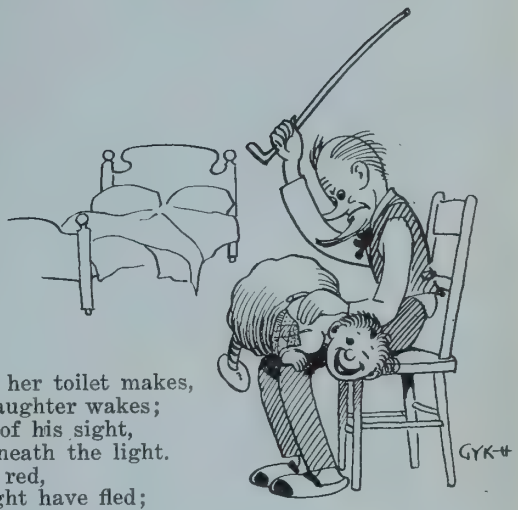
We hear so much these days about disinfectants. One of the best and surest is paint. Tell your customers to use it freely and constantly. They wash linens and other articles of daily use. Can they afford to allow the walls, ceilings and floors of their rooms to go from year to year unrenovated? When you are selling paint, Mr. Merchant, do you take these points into consideration? Do you talk with your clerks along the same lines of thought, causing them to see and feel the need of paint and its constant use in our Canadian homes? They would prove, perhaps, to be of great assistance in your selling. Tell your customers about it through your advertisements in the local papers, through the medium of your display windows and on neatly arranged cards for this particular purpose.

We gain physical life while we are striving for business. Let the other fellow sit around the stove in the early spring and late summer months. Let us get busy and go after the prospects, using spare time to educate them on paint value. By painting your own home you may be the means of revolutionizing the aspect of an entire row of houses, being the first to give thought to the appearance from the street and not only bring home to the publlc the decorative value but the preservative and sanitary qualities of paint.

The law of beauty is the law of completeness and perfection. The hardware merchant's stock of paint is a good tool to help bring about such results to the consumer and to himself. "Save the surface and you save all." The slogan is appropriate, it is honest and is of value to all who will adopt it.

"Save the surface and you save all" *Paint & Varnish*

Young Jones, well knowing penalty of guilt,
His threatened quarter pads with Mother's quilt;
At forty-five degrees his form he bends,
The pliant cane in expert hands descends.
No fear has Jones how heavily 'twill fall,
Quoth he, "The surface save and you save all."





Behind locked doors Miss Scraggs her toilet makes,
Her unveiled charms the parrot's laughter wakes;
With blinking eyes, quite reckless of his sight,
He views her time-worn surface 'neath the light.
A coat of "C.D." flesh, a touch of red,
The ravages that time have wrought have fled;
Her youthful air regained makes Polly squall:
O Boys! "The surface save and you save all."

"Hoot Mon!" says Sandy, "d'ye ken the kilt
Is nae sae muchly for protection built,
When on the hillside down wi' her you sit,
A thistle underneath disturbs your wit.
Aye, mon, but wi' a coat of bonnie lead
Like yon Crown Diamond just as parritch spread,
It doesna matter if you sit or fall.
Aye, lads! "The surface save and you save all.'"



I hold it true, what'er befall,
There's none the axiom can deny,
Our Paints the elements defy—
The surface save and you save all.

Crown Diamond Paints and Lead endure,
Protect, and Father Time resist;
They beautify and thus assist
To make Contentment doubly sure.

Make up your mind 'tween now and Fall
That opportunity's not past—
'Tis better to have saved at last
Than never to have saved at all!

"Save the surface and you save all"

If interested tear out this page and place with letters to be answered.



This Paint Film is Less Than 1/100 of an Inch Thick

When you stop to realize that a two-coat Paint Film is only 1/100 of an inch in thickness, and that this thin film stands between your customer's house and the weather, you can see the vitalness of selling the right kind of Paint.

Lowe Brothers "High Standard" Paint forms a tough film. It is elastic. It will not crack with weather changes. It is both weather proof and water proof.

You can stretch it, crumple it, soak it, and expose it to the severest elements and it emerges as smooth, glossy, elastic and colorful as ever before.

After years of exposure it will wear evenly and gradually and leave healthy surface for repainting.

"High Standard" Liquid Paints, Varnishes and Sundries "Save the Surface" because they give the maximum preservation and protection.

Excellent Paint Quality and Efficient Sales Service combine to make the "High Standard" Agency your most profitable, pleasant and satisfactory investment. Glad to send you our offer whenever you ask for it.

Lowe Brothers PAINTS AND VARNISHES
MADE IN CANADA
SAVE THE SURFACE AND YOU SAVE ALL.

"We Help You Sell 'High Standard' Paints and Varnishes"

If interested tear out this page and place with letters to be answered.



"Cashing In"

As a result of the widespread message of the "Save the Surface" campaign many people who have neglected their property are now painting.

What share of this business are you getting?

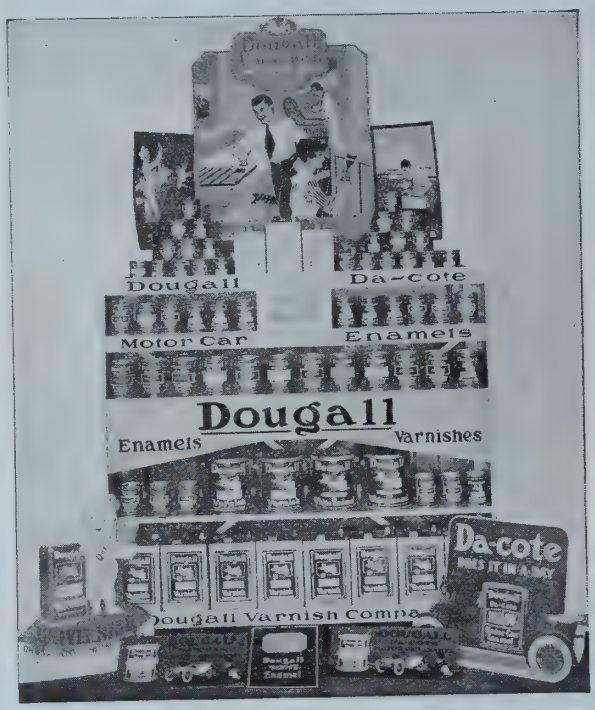
Believing in the effective value of the "Save the Surface" idea, we call the attention of all Paint and Varnish dealers to the benefits they will undoubtedly derive through the co-ordination of their selling and advertising plans with the "Save the Surface" campaign.

THE SHERWIN-WILLIAMS CO.
of Canada, Limited
PAINT, VARNISH & COLOR MAKERS
LINSEED OIL CRUSHERS
MONTREAL, TORONTO, WINNIPEG, VANCOUVER,
LONDON, ENG.

If interested tear out this page and place with letters to be answered.

STEWART & WOOD, LIMITED

Distributors of the Better Grade of Paints and Paint Products for the Better Class of Trade



THIS DISPLAY STAND

loaned without charge to merchants selling Dougall Varnishes, gives you a complete, compact and attractive Varnish department. Place it in a suitable location in your store and you will find your Varnish sales more than doubled.

It will pay you to ask for full details of this remarkable silent salesman. Write to-day.



CROWN DIAMOND LIQUID PAINT

Based on a formula which has successfully passed the most severe tests, both physical and chemical. A thoroughly Canadian paint, made to endure and give lasting satisfaction. There are many interesting selling advantages — that mean more profit to you. Write and ask us about them.

"Save the surface and you save all" *Paint & Varnish*

We are distributors of Alabastine, Crown Diamond Paints, Liquid Granite Floor Varnish, Valspar, Crown Diamond White Lead, Lucas' Imperial French Green, Munn's Wall Size, Lead-Oil, Munro's Pure Paris Green, O-Cedar Oil, Liquid Veneer, LePage's Glue, Johnston's Floor Wax, Old English Floor Wax, 3-In-1 Oil, Stickfast Paste, Samoline Cleaner, Cleveland Cleaner, Brasso Metal Polish, Masury's Coach Colors.

We also carry a Complete Stock of—Glass, Glue, White Lead, Shellac, Sponges, Dry Colors, Brushes and general Painters' Supplies.

STEWART & WOOD, LIMITED

TORONTO

If interested tear out this page and place with letters to be answered.

JAP-A-LAC for Every Household Need



Whether it's furniture that's marred and scratched, floors that are dull and uninteresting, woodwork that is faded-out or radiators that need refinishing, there's a Jap-a-lac finish to take care of the need.

And housewives know that Jap-a-lac is best for the hundred and one odd refinishing jobs around the home. Through constantly giving satisfaction, its fame has spread until now Jap-a-lac is kept on hand in thousands of homes.

The enviable reputation Jap-a-lac enjoys makes it a most attractive dealers' proposition. Rapid turnover and repeat sales keep the profits coming steadily. Write today for particulars of our dealers' proposition.

THE GLIDDEN COMPANY, Limited
Toronto, Ont.
Branches at Montreal and Winnipeg



If interested tear out this page and place with letters to be answered.

O.P.W.



"Let's 'Root' Together

"for this 'Save the Surface' Campaign.

"It's got the right idea and it's getting over
"—increasing the consumption of paint—
"helping you to sell more without treading
"on the next dealer and without his grab-
"bing at your piece o' the pie.

"Its line o' talk ain't paint pots or quality
"—it sees things through your customer's
"eyes—talks to him about his own property,
"his own dollars and cents. It drives on
"the protective value o' paint and varnish,
"forgets the decorative stuff; teaches the
"economy 'birds' that it's cheaper to paint
"than not to paint—that delay means decay.
"It gets after the guy who didn't believe in
"paint, and the guy who did is painting
"twice as often.

"When this campaign gets through the
"paint business is going to be something
"good to be in—and it's getting over—
"steadily building up a big general demand,
"giving you and us a splendid opportunity
"to turn it into a specific demand for the
"popular O.P.W. Paints and Varnishes.

"Root with us and sling the slogan every-
"where—'SAVE THE SURFACE AND
"YOU SAVE ALL.'"

Says Ottawa Pete:

Our Paints Will

"Save the surface and you save all" *Paint & Varnish*

Ottawa Paint Works, Limited

Ottawa, Canada

Branches: **Montreal Toronto Vancouver**

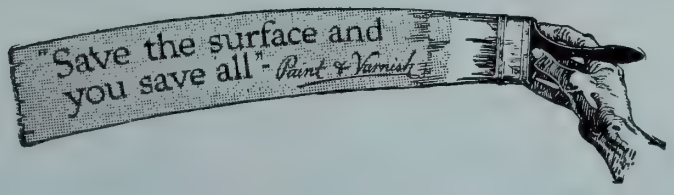
If interested tear out this page and place with letters to be answered.

FLINT

FLINT Varnishes and Paints are based on those ingredients which insure quality first. There is no economy in questioning price in purchasing paint products. Competition keeps prices down, but there are some paints and varnishes of a standard of quality that makes price a secondary consideration.

People will buy Flint varnishes and paints on this basis, because they know that all the permanence necessary is there. Quality and long wear are two outstanding Flint sales arguments. Use them and profit by their use.

FLINT VARNISH & COLOR WORKS
OF CANADA LIMITED
owned and operated by
CANADIAN EXPLOSIVES LIMITED
HEAD OFFICE
MONTREAL
TORONTO · WINNIPEG · VANCOUVER
· SUDBURY · HALIFAX ·



VARNISHES PAINTS FLINT STAINS COLORS

Mention this paper when you write and place with letters to be answered.

Dougall



"Save the surface and you save all" *Paint & Varnish*

The Varnish That Lasts Longest

A varnish that is absolutely impervious to boiling water. Ammonia-proof, Soap-proof, and Steam-proof. A varnish that can be washed with hot water and soap without the least injury to its original lustre.

Where the wear is hardest and where ordinary varnish will crack and peel, Univernish will give lasting satisfaction. It is the Varnish for universal use and is equally reliable on indoor or outdoor surfaces.

It will pay you to keep Univernish in stock. Your customers know it and our window trims and display cards will remind them of the fact that you sell "the one best varnish for anything that needs varnishing."

May we send you prices and particulars of our dealer proposition?

The Dougall Varnish Co., Limited

MONTREAL

Associated with Murphy Varnish Co., U.S.A.

Univernish

If interested tear out this page and place with letters to be answered.

Linseed Oil



"MAPLE LEAF"
BRANDS OF OIL

Raw
Olden
Varnish
Boiled
Pale Boiled
Double Boiled
Refined Bleached
Heavy Bodied Raw
Heavy Bodied Boiled
Special Oils to order.

"WARRANTED PURE"

is the slogan of this Company

Backed by our own guarantee

The Canada Linseed Oil Mills

LIMITED

Mills at

MONTREAL and TORONTO

If interested tear out this page and place with letters to be answered.



Registered

Floglaze

"The Finish That Endures"

Seven Big Lines for Surface Saving

















If interested tear out this page and place with letters to be answered.

Pays Big Profits on Small Capital

Floglaze

The uses and possible uses for Floglaze, "The Finish that Endures," are practically without limit. As a result, it is a line that presents unusual opportunities for the development of the retail paint and varnish department.

Floglaze can be used for finishing and refinishing a thousand and one articles of domestic use in and about the home. It can be used for an infinite number of purposes on the farm and in the workshop. Whether the material is of wood, metal or concrete, Floglaze will finish or refinish it with a brilliant, glossy, hard-wearing surface.

FLOGLAZE dealers can do an unlimited business on limited capital, for Floglaze is a comprehensive line in condensed form.

It enables the dealer handling it, to supply the demand for almost any kind of surface finisher for which he may be asked and from a limited stock. Its unlimited usefulness creates greater turnover.

It conserves both capital and shelf-room.

And the satisfactory results which Floglaze produces in all uses bring repeat sales, which also mean rapid turnover of stock and greater profits. Satisfied customers and substantial profits are factors which make Floglaze a most attractive dealer proposition.

Write for the retail paint dealers' handbook, "A Guide to Larger Profits"

THE IMPERIAL VARNISH & COLOR CO. LIMITED

HEAD OFFICE TORONTO CANADA

MONTREAL WINNIPEG VANCOUVER

Sole Distributors for Manitoba, Saskatchewan and Alberta:

MILLER-MORSE HARDWARE CO. LIMITED
THE BIG WINNIPEG HOUSE

Distributors for British Columbia:
The Callander Shore Co., Limited
155 Pender St. West
Vancouver, B.C.

Eastern Distributors:
Paint & Varnish Limited
243 Beaver Hall Hill
Montreal

If interested tear out this page and place with letters to be answered.



Mrs. Consumer and Approve High-Q

For the past forty-four years we made paints, varnishes, stains and fillers for the manufacturers of Canada and made them so well that a large percentage of Canada's manufactured products to-day are finished with Scarfe's finishes.

Scarfe's Surface Satisfaction Paints and Varnishes for household use will now be

Write at once for full

Domestic Pai

Scarfe & Com

Brantford,

SCUA

Paints

Mr. Dealer Both uality Products!



a big factor in "saving the surface" of Canadian homes and their fittings, inside and out, for we are prepared to care for retail trade immediately.

There is an ideal merchandising idea behind the sale of Scarfe's Surface Satisfaction products that appeals to progressive merchants. A wonderful counter display and color exhibit, and some really worth-while new ideas will help the merchant to turn over his stock several times in a season.

particulars, addressing

nt Department

pany, Limited

Canada

ARFE'S RFACE TISFACTION &Varnishes

THE NEW EXTENDED "LIVINGSTON" SERVICE



To extend the "Livingston" service we have been operating a mill at St. Boniface, Manitoba, facilitating prompt delivery to all points West. This is giving real service to Western Canada merchants, wholesalers and manufacturers.

Messrs. R. C. Jamieson & Co., Vancouver, are our representatives in British Columbia and carry at all times stocks of both raw and boiled linseed oil.

The above "Livingston" service is new, but the "Livingston Brand" is older than Confederation.



BEST IN QUALITY MOST RELIABLE
GUARANTEED ALWAYS
"Get What You Want"

THE
DOMINION LINSEED OIL COMPANY
LIMITED
MONTCALM ST., ST. BONIFACE

THE OLD RELIABLE "LIVINGSTON" SERVICE



The foundation of the "Livingston" business has been service. Our organization, with its increased facilities, is in a better position than ever to maintain the "Livingston" service and merit your continued patronage.

Messrs. Shatfords, Limited, Halifax, N.S., are our special representatives for Nova Scotia and carry full stocks at all times.

Mr. Paton, Charlottetown, P.E.I., is now acting as special agent for Prince Edward Island, having replaced our former agent, Mr. B. Rogers.



We solicit your patronage to the new and old connections.

"The Kind Your Grandfather Used"

THE

DOMINION LINSEED OIL COMPANY

LIMITED

BADEN, Ont. MONTREAL, Que. TORONTO, Ont.

IMM MEANS PROFITS

In Your Brush Department

Your brush department will prosper if you feature the famous SIMMS line of Better Brushes.

SIMMS brushes give such perfect satisfaction. Each repeat order will be for a "SIMMS"—and there is a good profit on each sale.



TRADE SIMMS SET IN RUBBER MARK

Paint and Varnish Brushes are recognized by painters and householders as **the best** painting and varnishing implements, and as such, give prestige to the dealer who sells them. The bristles are set in an indestructible rubber setting, reinforced with a steel ferrule, and **cannot come out.**

Put your store in the QUALITY class—Feature SIMMS.

T. S. Simms & Co., Ltd.

Makers of Better Brushes for 55 Years

St. John, N.B.

BRANCHES:

MONTREAL TORONTO LONDON

WINNIPEG OFFICE—Hammond Bldg., WINNIPEG, MANITOBA

If interested tear out this page and place with letters to be answered.

"Save the surface and you save all" Paint & Varnish

Save the Surface With JOHNSON'S

Paste or Liquid

Prepared Wax

Surface Saving Applies to Home Interiors As Well As Exteriors

We are spending large sums in consumer advertising like the example shown at the right in the effort to bring consumers into your store. The total Canadian circulation of these magazines is well over one million. All inquiries received are referred to our Co-operative Dealers.

Johnson's Prepared Wax

Comes in three convenient forms—a form for every use: Johnson's Paste Wax—for polishing floors of all kinds—wood, linoleum, tile, marble, etc.

Johnson's Liquid Wax—for polishing furniture, pianos, woodwork and automobiles.

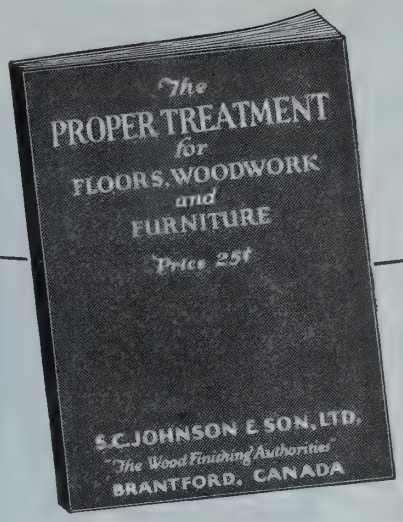
Johnson's Powdered Wax—immediately gives any floor a perfect dancing surface.

Johnson's Artistic Wood Finishes

New floors and trim will turn out better and wear longer if finished with Johnson's Artistic Wood Finishes. Johnson's Perfect Tone Under-Coat and Enamel for enamel trim—Johnson's Wood Dye for stained effects—Johnson's Paste, Wood Filler and Prepared Wax for floors. Our beautiful color book, "The Proper Treatment for Floors, Woodwork and Furniture," is full of valuable information and is interesting consumers for our Co-operative Dealers.

Our Co-operative Dealers are the connecting link between our advertising results and our distribution. Write to-day for Dealers' Co-operative offer and have these inquiries referred to you.

S. C. Johnson & Son
Limited
Brantford, Canada



THIS BOOK ON HOME BEAUTIFYING FREE

Gives complete instructions for finishing wood—hard or soft—old or new. Tells how to secure beautiful enameled effects with ***Johnson's Perfectone Enamel*** and stained effects with ***Johnson's Wood Dye.***

The donors of this book are the manufacturers of the famous

JOHNSON'S PREPARED WAX

It is the work of experts, illustrated in color. We will gladly give this book free to persons interested in home beautifying. It is invaluable if you are building or decorating.

Fill out and present the coupon to your best dealer in paints. If he is unable to furnish the booklet, mail the coupon to us.

S. C. JOHNSON & SON, Ltd.
"The Wood Finishing Authorities"
BRANTFORD, CANADA

Mr. Paint Dealer—Please furnish me free a copy of Johnson's Book on Wood Finishing, *"The Proper Treatment for Floors, Woodwork and Furniture."*

Name.....

Address.....

Note:—If your best dealer in paints is unable to furnish the Johnson booklet, mail this coupon to us, giving the name of your dealer.

.....
Dealer's Name

If interested tear out this page and place with letters to be ***answered.***



2 Kinds of Advertising

The first kind of advertising is what we *say*.

The second kind is what the brushes *do*.

Both kinds are good—but the second kind is best.

Through the pages of newspapers, magazines, farm journals, by signs and posters, we say to the public: "Rubberset Brushes defy destruction—the bristles are gripped everlastingly in hard vulcanized rubber — Rubberset Brushes must make good—or *we will*."

These are the claims we make.

These are the claims we substantiate. That is the advertising which sends people into your store to buy Rubberset Brushes.

The second kind of advertising is done by Rubberset Brushes themselves.

They do hold their bristles!
They do defy destruction!
They make good!

Do you handle the original and genuine Rubberset Brushes?
"There is a *Rubberset* Brush for every use to which a bristle brush is put."
Rubberset Brushes are a profitable, satisfactory and clean-cut line to handle.

Write your jobber re Rubberset, or drop us a line.

RUBBERSET COMPANY, LTD.

Factories: Toronto and Gravenhurst, Can.



RUBBERSET

TRADE MARK

Brushes bearing this trade mark

Are made in CANADA

AD-EL-ITE
PAINT AND VARNISH REMOVER

The Pioneer Remover



An easy day ahead

Most in Demand

For Spring re-painting and decorating, Ad-el-ite Paint & Varnish Remover meets every demand.

It quickly removes old, hard coats of paint or varnish right down to the wood, leaving the work clean and ready for the new finish. It is absolutely harmless and will not injure the grain of the wood, the hands of the workmen, or the after coats of paint or varnish.

Made in liquid and paste form, it is the favorite with both householders and painters, and finds a ready sale everywhere.

Our dealer selling helps and special merchandising campaigns insure continuous sales.

PAINTS AD-EL-ITE VARNISHES
COPYRIGHT 1918 BY ADAMS & ELTING CO.

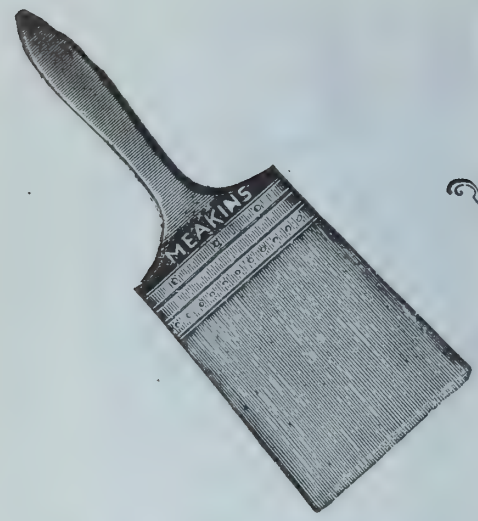
Ad-el-ite Perfect Paints
For Every Purpose

ADAMS & ELTING CO.

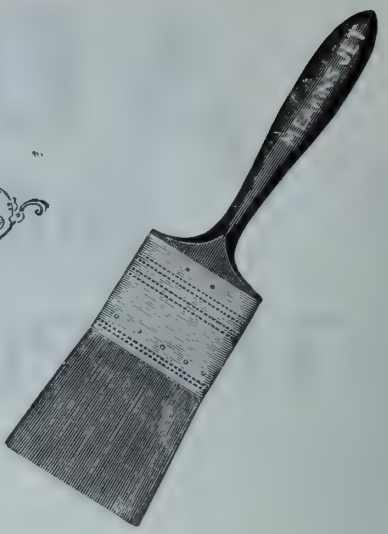
17 Adelaide St. E. - TORONTO

New York **Chicago**

If interested tear out this page and place with letters to be answered.







Meakins Brushes

An Essential to Service Saving

Meakins Brushes are needed for Surface Saving jobs. You cannot paint or varnish without brushes, in most cases.

To protect a surface, properly, the paint or varnish must be uniformly applied, so as to leave a continuous film of paint or varnish which affords protection from the various enemies that, otherwise, would attack and destroy the material concerned.

There is no better way of so coating the surface than by applying the protecting film with a brush — a good brush — therefore, a Meakins Brush.

Tie up your sales of Meakins Brushes with the "Save the Surface" advertising that is now before the public. Display Meakins Brushes and enforce on your prospects the fact that it is Meakins Brushes that Save the Surface.

Meakins & Sons, Limited

Hamilton, Ont.

Warehouses: **Winnipeg, London, Toronto, Montreal, Vancouver. Pilkington Bros., Calgary, Alta.**

If interested tear out this page and place with letters to be answered.

It Sells Well Because It Wears Well

Your customers want floor varnish that gives beautiful finish and the maximum resistance to hard wear. No other floor finish meets these requirements as well as

Liquid Granite

It gives the smooth, rich lustre desired and withstands the severest tests of wear and water. There is more Liquid Granite sold than any other varnish on the market.

Write for Particulars and Prices

BERRY BROTHERS INC
World's Largest Makers
Varnishes and Paint Specialties
Walkerville, Ontario



If interested tear out this page and place with letters to be answered.

Saving the Surface With Decorative Wall Burlaps

(No. VI of a Series)

Every Hardware Merchant in Canada should be constructively interested in what concerns the conservation of his customers' property.

Decorative Wall Burlaps

should be carried in stock by every hardware dealer, and kept moving to the consumer. The cost of building material continues so high that repairing must be resorted to whenever possible. For this work nothing is better adapted than DECORATIVE WALL BURLAPS.

They are moderate in price.
They protect and preserve walls.
They are easily renewed or re-decorated.
They represent a moderate investment.

Decide to-day to sell this line: Order a stock now!

Three shades available—drab, green and white, each shade being a suitable "ground" over which to obtain any desired effect in gloss, varnish or flat tone.

Have You Our Sample Book? Copy, with Price List, Mailed on Request.

Dominion Oilcloth & Linoleum Company, Limited

Montreal **Canada**

If interested tear out this page and place with letters to be answered.

3 Winners!

LIQUID VENEER MOP POLISH

Goes Twice as Far



That brand new, wonderful polish fills a long felt want. It is going bigger every day.

It will renew any dusting mop as it has never been done before. Used on floors, it immediately brings out the original finish in all its beauty, leaving a dry, high polish.

Your customers are protected when they buy Liquid Veneer Mop Polish. It must be exactly as represented and entirely satisfactory to them in every way or you are authorized to refund the purchase price. We, in turn will reimburse you.

Liquid Veneer Mop Polish is a wonderful companion product to our regular



LIQUID VENEER

the old standby, for cleaning, polishing and preserving pianos, furniture, woodwork, automobiles.

And don't forget the "Champion of the World," the

LIQUID VENEER MOP



with its many exclusive features. It is far ahead of any other mop on the market and is going bigger than ever right now.

The new Liquid Veneer Junior Mop is slightly smaller and, aside from the full yarn center, has all the exclusive features of the regular mop.

You should stock every one of these high quality products. They mean satisfied customers and a good profit for you.

Ask your jobber for particulars.

The Liquid Veneer Products are made in Canada.

BUFFALO SPECIALTY COMPANY

BRIDGEBURG, ONTARIO

If interested tear out this page and place with letters to be answered.

The Easiest Thing to Sell

In these days when everything is said to be hard to sell, it is a treat to get hold of something that is easy to sell.

The Westco Tankless Water System is actually easy to sell, and we would gladly prove it to you.

In the first place, the dealer knows what a boon running water is to every farmer, and his family.

The farmer and suburban resident does not have to be ***sold*** on the idea of running water on the farm or in the home, but what they do hesitate at is paying high prices for a system that is mainly a collection of tank, wheels, gears, valves, belts, etc., a multitude of moving, wearing parts.

Now the *Westco*

Tankless Water System

has NO TANK
NO GEAR
NO VALVE
NO BELT

Its quality and durability are guaranteed.

It has only one moving part—the impeller, and this, with its outer casing, is all bronze, so it is absolutely wear proof and rust proof.

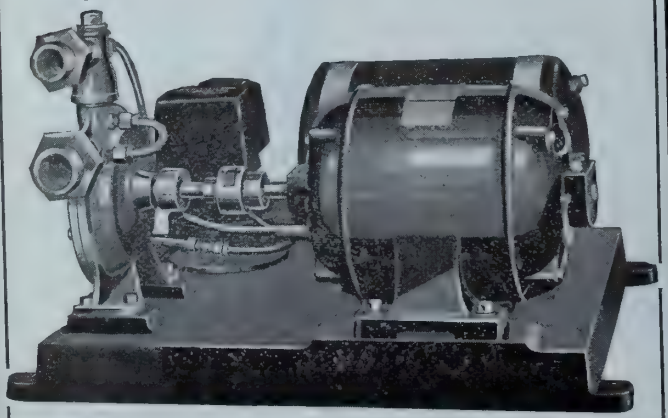
It is automatic—and self-lubricating.

Where it is being advertised it is in heavy demand. It has been advertised in your territory. It is easy to sell to those without running water in their homes because it is so perfect in construction, so efficient in operation, so low in cost, slow in wear, and free from troubles.

Write us for particulars of our Dealer's Co-operative Plan.

Westco Pumps Limited

Queen and Abell Sts., Toronto, Ont.





Easy Moving Stocks

You don't tie up your capital in sluggish stock when you lay in our files.

Their well-known names sell them on sight, for they are the standard files.

And our large reserves enable you to restock quickly from your jobber.

Specify one of these brands when ordering:

KEARNEY & FOOT
GREAT WESTERN
AMERICAN
ARCADE
GLOBE

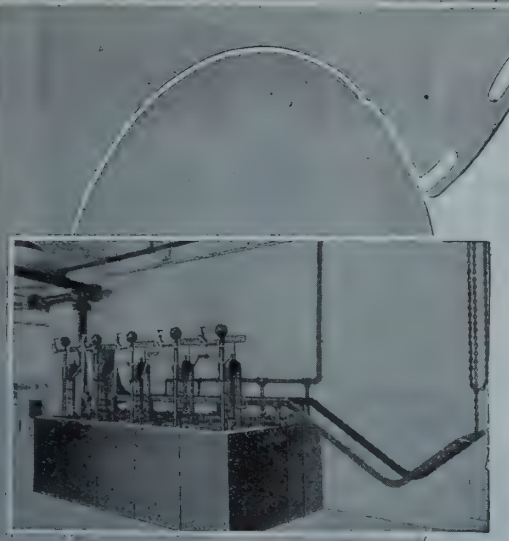
FILES

Made in Canada by

Nicholson File Company

PORT HOPE - ONTARIO

If interested tear out this page and place with letters to be answered.



Economy in Paint Oils

A Bowser System will soon pay for itself by its economy. Bowser Paint Oil Storage Systems are business bringers. They prevent evaporation, gumming, leaking and spilling. Oils are kept pure and clean and are measured accurately and quickly.

For economy in handling Paint Oils the Bowser Storage System is the logical purchase.

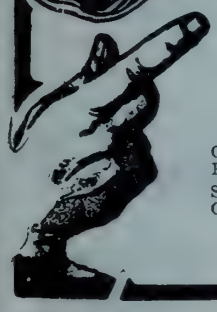
Write for illustrated literature.

BOWSER

S. F. Bowser Company, Ltd.

66-68 Fraser Ave., Toronto, Canada
Branch Offices in Principal Cities of the World

GERMANTOWN
LAMPBLACK



THE L. MARTIN CO.
HEADQUARTERS FOR
LAMPBLACK
IN ENGLAND AND AMERICA

Originators of Eagle, Old Standard, Globe and Pyramid Germantown Brands.

Suppliers of Bulk Blacks to the highest class Grinding Trade.

Montreal, Toronto, Winnipeg, New York, Philadelphia, London, Eng.



How About Your Country Trade?

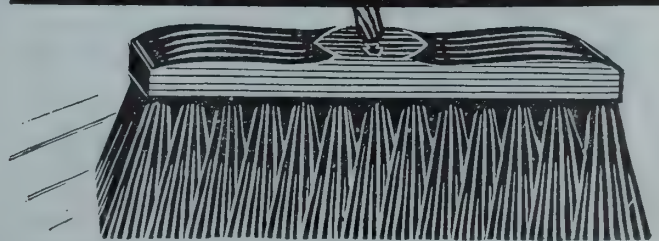
If you carry the best Stable Brushes made, it won't take the farmers long to find it out. Every buyer to-day is critical of quality. It pays the merchant to carry the best brands on the market. A high-grade article is not only easier to sell, but it gives better service.

Keystone Bass Stable Brushes

are made of the best quality of strong, tough Bass, fastened into blocks with a long steel wire staple, guaranteed not to come loose. (We were originators of the Steel wire fastener.) Handles are of the highest grade hard maple. Sizes from 12 inches to 18 inches.

Write us to-day for particulars and prices.

STEVENS-HEPNER COMPANY, LIMITED
PORT ELGIN - ONTARIO





OAKEY'S
"WELLINGTON" KNIFE POLISH

The original and only reliable preparation for Cleaning and Polishing Cutlery, etc.

John Oakey & Sons, Ltd.

Manufacturers of
Emery, Black Lead, Emery Glass and Flint Cloths and Papers, etc.
Wellington Mills, London, S.E.1, Eng.

Agents:
F. Manley, 147 Bannatyne Ave. East, Winnipeg
Sankey and Mason, 839 Beatty Street Vancouver

Davidson's Water Pails

These pails are seamless throughout. They are strong and sturdy, made in our "Colonial," "Premier" or "Whiteware." They come in five sizes. These pails, although so moderately priced, are considerably above the ordinary in quality.

We are always glad to supply you information on Steel Castings, Oil Stoves, Ranges, etc., etc. Full particulars and prices on request. Ask for Booklet No. 2.



The Thos. Davidson Mfg. Co. Limited

Head Office - - Montreal

Branches: Toronto and Winnipeg

Steel Foundry Division: Lachine Canal, Turcot

DAVIDSON'S PREMIER MADE IN CANADA THE SEAL OF DURABILITY

DAVIDSON

TRY IT OUT

and if

D-B CARBON REMOVER

does not prove efficient in removing the carbon from your engine—return the can and the trial will cost you nothing.

Explain that to your customer as you give him a can of D-B Carbon Remover

To every can that is returned to you on this trial basis, we guarantee to credit you with the retail value of the can.

Therefore, Mr. Dealer, you actually make your profit by giving out cans of D-B Carbon Remover—and a good profit it is, too!

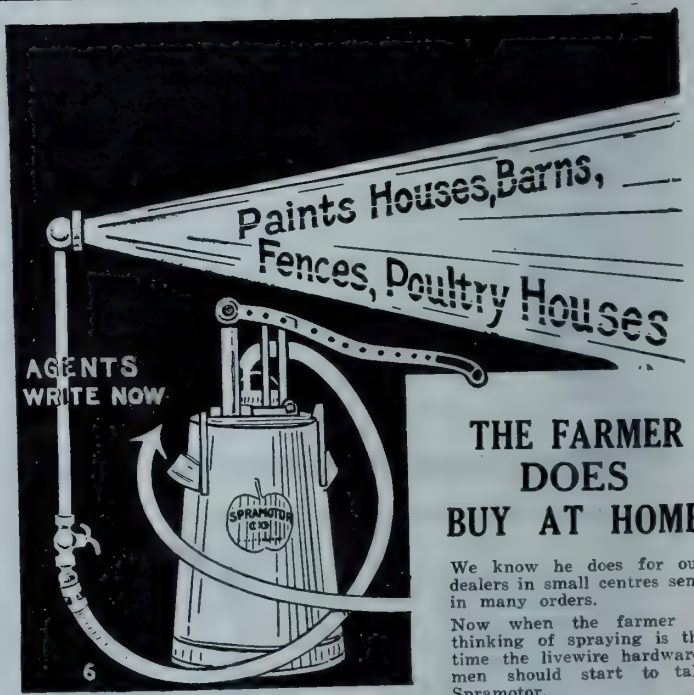
We offer you this exceptional proposition because of our absolute confidence in D-B Carbon Remover. And because we want you and your customers to have this same confidence.



Auto Jack Says:

If I was selling Motor Accessories I would certainly stock up on D-B Carbon Remover, because of its **certain sale**—and **large profits.**

The Dustbane Mfg. Co.
LIMITED
Ottawa, Ontario



THE FARMER DOES BUY AT HOME

We know he does for our dealers in small centres send in many orders.

Now when the farmer is thinking of spraying is the time the livewire hardwaremen should start to talk Spramotor.

There are so many proofs that the Spramotor method is the quickest, the most effective, the farmer will need but a little encouragement, and the sale is made.

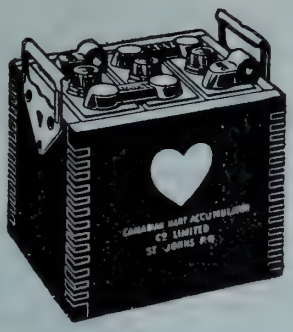
Don't Leave Business That is Yours to Some Other Agent, Mr. Hardwareman. Become our agent—we want you if you are reliable.

SPRAMOTOR CO. 28 King Street, London, Canada

AGENTS WANTED EVERYWHERE

Spramotor It isn't a SPRAMOTOR unless we made it.

BRITISH AND FOREIGN AGENTS, WRITE



HART BATTERY

Do the Battery Business in Your Town

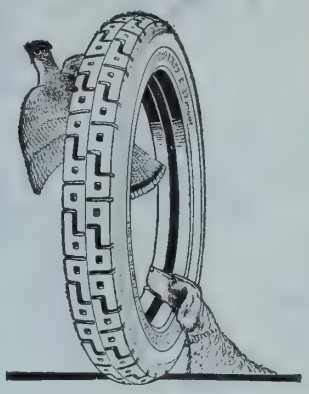
We will supply you with new Hart Batteries, any voltage, especially the almost universally used 6-volt Battery. Our prices are low and leave good margin of profit.

Battery Repair Service
for the Trade

We do a Battery Repair Business, and will give you estimates of cost of any Battery repair work.

Samuel Trees & Co., Limited
Established 1869
42 Wellington St. East, Toronto

Sell Good Tires



We are Distributors of Partridge Tires. We know, after several years' handling, that they stand up with a superior record. Get our terms to the trade.

Partridge Tires

The best you can get. Be a Partridge Tire headquarters in your section.

Vulcanizing and Tire Repairs
for the Trade

Our Vulcanizing and Tire Repair Department will give you estimates on Repair work for your customers. You can solicit Battery and Tire repair work and we will do it for you at reasonable rates. Estimates when desired.

Samuel Trees & Co., Limited
Established 1869
42 Wellington St. East, Toronto

Cobblers' Outfits and Specialties

GET A COPY OF OUR NEW CATALOGUE!

Write at once for new Catalogue listing a very extensive and complete line of Cobblers' outfits and kindred articles. The dealer who features this line can reap big business. Write us—now—for discounts, or ask prices of your jobber.



Taylor-Forbes Company, Limited

Head Office and Works:

Guelph -- Canada

Montreal Branch: 246 Craig St. W.
Toronto Branch: 1088 King St. W.
Vancouver Branch: 1070 Homer St.

Maritime Provinces Agents: H. C. Rogers, Limited, 147 Prince William St., St. John, N.B.

Western Agents: Harry F. Moulden & Son, Confederation Life Bldg., Winnipeg, Man.

If interested tear out this page and place with letters to be answered.

CURRENT MARKET QUOTATIONS

These prices are for such quantities as are usually ordered by retail dealers. Large buyers can frequently make purchases at better prices.

AMMUNITION, DOMINION

	Blk. List.	Lesmok List.	Smkless. List.
22 Short		$10 00	10 70
BB Caps			$ 7 00
22 S. Mush			11 50
22 Long		12 00	15 00
22 L. Mush.			16 00
22 L. R., do.			18 70
22 L. Rifle		14 00	17 50
25 Short	$23 50		
25 Long	33 00		
32 Short	23 50		
25/20	56 00		70 00
25 Colt Auto.			58 00
30 Mauser			91 00
32 S. & W.	38 50		42 00
32 S. Colt	38 50		
32 Colt Auto.			63 00
32/20	56 00		70 00
38 S. & W.			54 50
44 G. Getter			66 50
44/40	66 50		84 00
455 Target			85 00
250 Sav. H.P.			160 00
280 Ross			209 00
25/35			125 50
30/30			144 50
303 Savage			144 50
303 British			190 00
32/40	102 50		121 50
32 Special			144 50
32 Rem. Rim.			144 50
33 Win.			190 00
351 Self Ldg.			121 50
35 Rem. Rim			159 50
38/55	125 50		152 00
45/70-405	133 00		

Dominion Ammunition—Discount 30/20%.

AMERICAN AMMUNITION

Winchester and Savage advance 22½% on American list.

Remington Union Metallic list plus 22½%.

Shot, standard, 100 lbs., Toronto, $16.00; Montreal, $18.00; net extras, as follows, subject to cash discounts only: Chilled, $1.50; buck and seal, 80c; No. 28 ball, $1.20 per 100 lbs.; bags less than 25 lbs, ½c per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax freight equalized.

AXES

Boys' Axes	14 25	15 50
Hunters' Axes	13 00	14 50
Single Bits, doz.	18 00	20 50
Double Bit	24 50	25 00

On weights heavier than base add to list as follows:

Group 2	$ .25	Group 3	$ 50
Group 4	.75	Group 5	1.00
Group 6	1.25	Group 7	1.75
Group 8	2.25	Group 9	2.75
Group 10	3.25		

Axes, Bench, 45 per cent. off list.

BABBITT

Prices on babbit fluctuate with the metal markets and prices are quoted on application. Prices range from 10c to 75c a lb.

BELTING Leather)

Discounts apply to Revised List of Nov. 4th, 1920.

Extra Quality, 15/10 per cent.

Standard Quality, 15/10/10 per cent.

Side Lace Leather, lb., $1.75.

Cut Lace Leather, lb. $2.00 $2.50

F.O.B. Montreal, Toronto.

BITS, AUGER

Standard List Prices per dozen.

3-16	$ 6.00	18-16	$12.00
4-16	5.00	19-16	14.00
5-16	5.00	20-16	14.00
6-16	5.00	21-16	16.00
7-16	5.00	22-16	16.00
8-16	5.00	23-16	18.00
9-16	6.00	24-16	18.00
10-16	6.00	25-16	21.00
11-16	7.00	26-16	21.00
12-16	7.00	27-16	24.00
13-16	8.25	28-16	24.00
14-16	8.25	29-16	27.00
15-16	9.50	30-16	27.00
16-16	9.50	31-16	30.00
17-16	12.00	32-16	30.00

Discounts from Standard List prices:

Beaver, 22½ per cent.
Gilmour Auger Bits, 7½ per cent.
Gilmour Eye Augers.
Irwin Auger Bits, list plus 22½%.
Irwin Car Bits, add 15%.

F.O.B. Toronto, Montreal, London and Hamilton.

BOARDS, BAKE

	⅜ Rim.	¾ Rim
0—16 x 22	$ 8 90	$12 50
1—18 x 24	10 78	12 80
2—18 x 29	12 10	14 75
3—20 x 30	13 86	17 75

BOARDS, IRONING

	Dozen
No. 1, Daisy	$38 00
No. 10, Daisy	43 00
No. 33	21 00
No. 35	38 00
No. 36	43 00
Perfection	48 00

BOARDS, SKIRT—

No. 11, doz. $14 00

BOARDS, SLEEVE

No. 3, dozen $ 7 00

BOARDS (Wash) Zinc.

	Dozen
Baby Globe	$ 3 00
Beaver (brass)	9 00
Canada Glass	9 00
Competition Globe (metal)	5 99
Diamond King (glass)	8 75
Enamel Queen	9 50
Glass Globe	8 75
Improved Globe	5 85
Jubilee	7 15
Neptune	6 50
Newmarket King	7 15
Pony	2 70
Royal Globe	6 00
Solid Back Globe	7 25
Standard Globe	6 00
Surprise	
Supreme Zinc	6 50
Western King (enamel)	9 50

F. O. B. Newmarket.
Subject to acceptance.

BOILERS (Range)

30-gal., standard $12.50
30-gal., extra heavy 15 00

BOLTS AND NUTS

Discounts apply to standard list.

Carriage Bolts ($1 list), ⅜ in. dia. and smaller, 6 in. and shorter, 25%.

Carriage Bolts ($1 list), ⅜ in. dia. and longer lengths, 10%.

Carriage Bolts ($1 list), 7-16 in. dia. and larger, 15%.

Machine Bolts, ⅜ in. dia. and smaller, 4 in. and shorter, 40%.

Machine Bolts, ⅜ in. dia. and smaller, longer lengths, 15%.

Machine Bolts, 7-16 in. dia. and larger, 20%.

Sleigh Shoe Bolts, all sizes, 10%.

Coach and Lag Screws, 35%.

Bolt Ends, 20%.

Square Head Blank Bolts, 20%.

Plow Bolts, 1, 2, 3 head, 25%.

Plow Bolts, others, 25% net extra.

Elevator Bolts, large head, 10%.

Elevator Bolts, corrugated heads, 40%

Fancy Head Bolts, 10%

Shaft Bolts ($3 list), 10%.

Step Bolts, large head ($3 list), 10%

Whiffletree Bolts, 10%.

Tire Bolts, 50%.

Stove Bolts, 62½%.

Nuts, 2 in. and smaller, square Blank, add to list, $1.25.

Nuts, 2 in., and smaller, square—Tapped, add to list, $1.75.

Nuts, 2 in., and smaller, hexagon—Blank, add to list, $1.75.

Nuts, 2 in., and smaller, hexagon—Tapped, add to list, $2.25.

Terms—Cash in 30 days from date of shipment, less 2%.

BORAX

Lump Crystal Borax, lb. 13c-15c

F. O. B., Montreal, London, Toronto.

BRASS

	Base
Sheets, base, Montreal	0 30
Do., Toronto	0 29
Rods, base ½ to 1 in., round, Montreal	0 25
Do., Toronto	0 26
Tubing, seamless, base, Montreal	0 35
Do., Toronto	0 36

F.O.B. Montreal and Toronto.

BROOMS

	Doz.
No. 5, 4 strings	$ 7 00
No. 5, standard	9 00
Little Beauty	10 00
Royal Blue	14 95

BUTTS

	Wrought Steel—
No. 840	Net
No. 800	Net
No. 838	Net
No. 808	add 10%
No. 804	less 10%
No. 802	Net
No. 810	add 25%
No. 814	add 25%

F.O.B. Toronto, Montreal, London, Hamilton.

CANS

For discount on milk and cream cans, etc., see list under head of wares, etc.

CEMENT

Quotations withdrawn. Prices on application.

CHAIRS

	Dozen
Step ladder	$36 00
Step ladder stools	20 00

CHOPPERS, FOOD

Universal—Dozen, No. 0, $30; No. 1, $36; No. 2, $42; No. 3, $58.

Russwin—Dozen No. 0, $24.50; No. 1, $30.60; No. 2, $36.75; No. 3, $49.00.

Full case of half dozen.

F.O.B. Montreal, Toronto.

CHURNS

List price hand churns—No. 0, $12; No. 1, $12; No. 2, $13; No. 3, $14; No. 4, $16; No. 5, $19.

List prices power churns—No. 0, $11; No. 1, $11; No. 2, $12; No. 3, $13; No. 4, $17; No. 5, $20.

Discount of 10% f.o.b. Toronto, Hamilton, Fergus, London, St. Mary's.

Net list f.o.b. Montreal, Ottawa, Kingston.

CLIPPERS, HORSE

New Market, $3.50 per pair.

No. 1 B.B. Stewart Horse Clipper, $14 list, less 25 per cent.

CLOCKS—ALARM—

Big Ben	$ 4 00
Good Morning, each	1 90
Lookout	2 35
Sleepmeter	2 50

CLOTHES BARS AND DRIERS

	Per doz.
Clothes Bars, No. 1	14 40
No. 2	19 00
No. 3	14 40
No. 4	11 00
No. 5	16 00
No. 6	13 00

CLOTHES HORSE, Etc.

	Folding	Exten.
4 ft.	$13 50	$27 00
5 ft.	17 00	34 00
6 ft.	20 00	40 00

CLOTHES LINES (Galvanized)

No.	1,000 ft.
18—100 ft. lengths	$6 50
18—50 ft. lengths	7 10
19—100 ft. lengths	5 50
19—50 ft. lengths	6 75

F.o.b. Montreal, Toronto, London.

COBBLER SETS

Common, per set $1 35

CLOTHES LINES REELS

	Doz. net
No. 3	$20 00
No. 3½	21 60
No. 4	28 30

COIL CHAIN

	Fireweld Proof	B.B.B.
5-16 inch		19 40
⅜ inch	15 30	16 55
7-16 inch	13 15	16 15
½ inch	12 75	15 75
⅝ inch	12 00	13 65
¾ inch	11 25	13 40
⅞ inch	10 80	13 00
1 inch	10 40	12 60

F.O.B. Montreal and Toronto.

	Electric Proof	Weld B.B.B.
3-16 in.	18 50	24 25
¼ in.	17 25	22 55
5-16 in.	14 90	18 80
⅜ inch	12 90	
7-16 in.	12 50	
½ in.	12 20	
⅝ in.	11 45	
¾ in.	11 25	

F.o.b. Montreal, Toronto.

Cow ties, plus 37½%; trace chains, list, plus 25%; dog chains, add 20%; halter chains, net; tie-out chains, 32½%; stall fixtures, No. 1, or heavy, $2 doz.; stamped, No. 3 or Dominion, $2.80 doz. net.; breast chains, No. 220, ... dozen pairs.

F.o.b. Montreal, Toronto, Hamilton, London.

COMBS—CURRY—

	Doz.
No. 111	$2 00
No. 121	2 20
No. 127	2 90

CATTLE—

98	$2 60
100	3 70

F.O.B. Montreal, Toronto, Hamilton, London.

COPPER—

	Mont. Base	Toronto Base
Casting ingot, see weekly report.		
Rods, ½ to 2 in.	0 32	0 34
Soft sheets, plain, 16 oz. and heavier, lb.	0 34	0 34
Plain Tinned, 16 oz. and heavier, lb.	0 38	0 38
Polished and Tinned 16 oz. and heavier, lb.	0 42	0 41
Tubing, lb.	0 39	0 38

Above prices are full sheets and bars. Cut sheets and bars are 5c per lb. higher.

COPPERS, SOLDERING—

Base, 3 to 8 lbs., 41c f.o.b. Toronto and Hamilton.

3 lbs., 47c; 4 to 8 lbs., 45c. F.o.b. Montreal.

CORD (SASH)

No. 6, lb.	$0 52
No. 7, lb.	0 51
Nos. 8, 9, 10, 12	0 50

F.O.B. Montreal, Toronto, Hamilton, London.

CROWBARS — $10.50, $11.00 per 100 lbs.

DOORS, SCREEN

Kasement, No. 2, oak stain, varnished, including hardware sets:—

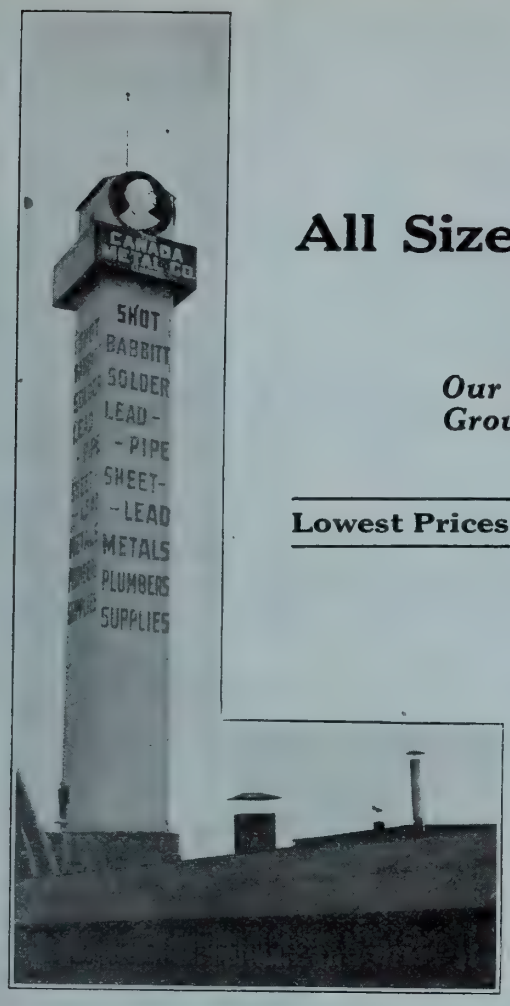
2 ft. 6 in., doz.	$45 00
2 ft. 8 in., doz.	45 60
2 ft. 10 in., doz.	46 70
2 ft. 7 in., doz.	46 80

DRILLS—

Standard Lists.

Blacksmiths', ½ in. v 2½ in. shank

List	each.	List	each.
⅛	$0.45	19/32	$1.20
5/32	.45	⅝	1.30
3/16	.50	21/32	1.40
7/32	.55	11/16	1.50
¼	.60	23/32	1.60
9/32	.65	¾	1.70
5/16	.70	25/32	1.80
11/32	.75	13/16	1.90
⅜	.80	27/32	2.00
13/32	.85	⅞	2.10



SHOT

All Sizes **25 Lb. Bags**

Kegs or any weight

Our Shot Tower overlooks the Toronto Exhibition Grounds. The highest tower in the Dominion.

Lowest Prices **Highest Quality** **Immediate Shipment**

ALSO

SHEET LEAD **BABBITT**
SOLDER **LEAD PIPE**
NAILS **WIRE**

THE CANADA METAL CO., LTD.

Toronto Montreal Winnipeg Vancouver

THE WAY TO SELL BICYCLES



is to put in a fair stock. The man who has only one or two machines cannot fill orders promptly. And when riders want bicycles they want them right away. They don't like to wait for bicycles to come from the factory.

There are four heights of Men's C. C. M. bicycles in "A" and "B" grades. There are also ladies' C. C. M. bicycles. And juveniles. And the motorbike design. Also a splendid racing model.

We suggest that you carry in stock at least four men's models, one ladies', one boy's juvenile, one girl's juvenile, and one 18-inch Curved Bar Model—the bicycle the boy won't outgrow.

With this assortment you will be able to fill almost any bicycle requirement and need not fear mail order competition, as you will be able to fill orders promptly with bicycles of the highest quality, fitted with the C. C. M. Triplex Hanger and the Hercules Coaster Brake.

NOW IS THE TIME
TO STOCK UP

C·C·M· Bicycles

COLUMBIA—PERFECT—RED BIRD—CLEVELAND
MASSEY—GENDRON—IVANHOE

CANADA CYCLE & MOTOR CO., LIMITED
Montreal Toronto WESTON, ONT. Winnipeg Vancouver

DRILLS—Continued

7/16	.90	29/32	2.20
15/32	.95	15/16	2.30
½	1.00	31/32	2.40
17/32	1.05	1	2.50
9/16	1.10		

Intermediate sizes take list of next larger.

BIT STOCK, list per doz., less 45%.

3/32	$2.70	⅜	$ 8.50
⅛	3.00	7/16	10.50
5/32	3 50	½	13 00
3/16	4.00	9/16	15.50
7/32	4.50	⅝	18 00
¼	5 00	11/16	21.00
9/32	6.00	¾	24 00
5/16	7 00	⅞	30.00

Blacksmiths', ½-in. shank, Straight Shank, Straight Shank, wire, Taper Shank, 35 to 37½%.

EMERY CLOTH
See under Sandpaper.

ENAMELWARE
See prices under heading Wares.

FILES AND RASPS
Discounts below apply to list of Nov. 1, 1899.

Great Western, Amer	50%
Kearney, Foot, Arcade	55%
J. Barton Smith, Eagle	55%
P. H. and Imperial	55%
Globe	55%
Nicholson	32½%
Black Diamond	32½%
Delta Files	20%
Firth Files	50%

F.o.b. Toronto, Montreal, London and Hamilton.

FITTINGS—	Mont.	Tor.
Cast iron fittings	....	20%
Malleable bushings	25%	30%
Cast bushings	25%	30%
Unions	40%	40%
Flanged unions	20%	20%
Plugs, cast iron	22½%	27½%
Plugs, solid	....	10%
Plugs, countersunk	net	net
Couplings, 4 in. and under	20%	20%
Do., 2½" and larger	net	net

POUND GOODS—	Blk.	Galv.
Class—	Montreal	
A	....	....
B	0 20	0 28
C	0 13	0 20
	Toronto	
A	0 60	0 75
B	0 23	0 32½
C	0 15	0 23

NIPPLES, WROUGHT
Close and short, 4 in. and under, 40%, 4½ and larger, 30%; long, 4 in. and under, 50%, 4½ in. and larger, 40%; running thread, 4 in. and under, 20%.

Terms, 2% 30 days. Approved credit. Ontario, Quebec and Maritime Provinces.

GRINDSTONES—	Per 100 lbs.
Under 50 lbs., 1⅛ to 1¾" face	5 00
Under 50 lbs., 2¼ to 3" face	4 25
Over 50 lbs., 2¼ to 3" face	4 00
Bi-Treadle, each	9 75
Cycle BB	8 75

GRINDSTONE FIXTURES	Doz.
No. 22	$9 60
No. 33	9 95
No. 2½	11 90
No. 3	12 00

F.o.b. Toronto.

HALTERS, LEATHER	Doz.
Russett rope tie, 1 in.	....
Black, rope tie, 1 in.	....
Black, rope tie, 1¼ in.	....
No tie, 1 in.	....
No tie, 1¼ in.	....

HALTERS, ROPE

Sisal, 7-16 in.	....
Do., 9-16 in.	....
Jute, 7-16 in.	....
Do., 9-16 in.	....

HAMMERS, NAIL	Doz.
No. 21	$14 00
No. 1	19 00
Nos. 1½, 61½	18 75

HAMMERS, SLEDGE	
Can. 2-2½ lbs., cwt.	$25 00
Do., 3-4½ lbs.	23 00
Do., 5 lbs. and over	16 00
Masons, 2-2½ lbs.	31 50
Do., 3-4½ lbs.	28 25
5 lbs. and over	23 00

F.o.b. Montreal, Toronto, Hamilton, London.

HAMMERS, STRIKING	
No. 38, No. 46, 5 lbs. and over	$16 00

HAMMERS, MACHINIST	
No. 30, 1-lb.	$12 60
No. 30, 1¼-lb.	13 50

Net.

HANDLES (WOOD)
All hickory handles, list plus 20%; all oak, ash and maple handles, list plus 10%; hay fork, hoe, rake, shovel and manure fork, list plus 10%; Whiffletrees, doubletrees and neckyokes, list plus 20%; wood rakes, list plus 10%; horse pokes, list plus 10%.

Terms, all goods f.o.b. factories, 2% 10 days, net 30 days.
O-Cedar Mop Handles, less 30%.

HANGERS, BARN AND PARLOR.	List
Atlas No. 0	$13 35
Do., No. 1	13 80
Do., No. 2	15 85
Stearns, 4 in.	12 80
Do., 5 in.	16 00
Perfect, No. 1	10 50
Canada	13 25
Hatch	13 25
National	15 00
America	19 00
Great West	30 00

HATCHETS, LATHING	
No. 3	$10 25
No. 4	11 25

HATCHETS, SHINGLING	
No. 1	$10 25
No. 2	11 25

HATCHETS, BARRELLING	
Nos. 50, 60	$15 75

HATCHETS, CLAW	
No. 7	$12 25
No. 8	13 00

F.o.b. Montreal, Toronto, Hamilton, London.

HEATERS, ELECTRIC	
Glower Heater	$12 00
Heatray Heater	14 00

Discount 22%-33%, according to quantity.

Majestic, 1 Burner	$11 50
Do., 2 Burner	17 50

Discount 27½%.

Universal	13 80

Discount 20 and 5%.

F.o.b. Toronto.

HINGES, SPRING
No. 200 and Uo. 20, per doz. $2 50

HINGES, TEE AND STRAP	Strap	Tee
Heavy in Bulk.	Doz. pairs.	
4 inch	$3 00	$2 55
5 inch	3 70	3 20
6 inch	4 00	3 60
8 inch	5 40	4 10
10 inch	9 60	7 30
12 inch	11 90	11 60
14 inch	13 60	11 80

Discount 35%.

Light. Net Prices.		
3 inch	$0 90	$0 90
4 inch	1 08	1 00
5 inch	1 26	1 17
6 inch	1 53	1 35

Screw Hook and Strap Hinges—List prices, per dozen pairs—6 in., $4.30; 8 in., $4.80; 10 in., $6.40; 12 in., $7; 15 in., $7.50; 18 in., $11; 21 in., $12.40; 24 in., $16; 27 in., $17.20; 30 in., $18.50; 33 in., $21.50; 36 in., $24.50.

Discount 15%.
F.o.b. Toronto, London, Hamilton and Montreal.

HOES. Grub	$10 50	$11 00

HOOKS, GRASS	Canadian	English Box
No. 2, per doz.	$4 90	$7 50
No. 3, per doz.	5 00	8 00
No. 4, per doz.	5 10	8 50
Little Giant	8 00	....
Barden Patent	8 00	....

F.o.b. Montreal, Toronto.

HORSESHOES		Price per keg	
Patterns	Sizes made	No. 2 and larger Less 20c	No. 1 and smaller
Light iron	0-7	$8 25	$8 50
Long heel light iron	3-7	8 25	....
Medium iron	1-8	8 25	8 50
Heavy iron	6-8	8 25	....
Snow	1-6	8 50	8 75
New-light "XL" steel	1-6	8 70	8 95
Featherweight "XL" steel	0-4	10 10	....
Special-countersunk	0-4	10 60	....
Toe-weight (front only)	1-4	11 10	....

Packing—Up to 3 sizes in one keg, 10c per 100 lbs. extra. More than 3 sizes, 25c per 100 lbs. extra.
F.o.b. Montreal and Belleville.
Terms—Cash in thirty days, less 2% discount.

TOE CAULKS
Nos. 0, 1, 2 and larger, sharp and blunt, $2.70 to $3.00 box.

HOSE, LAWN	Toronto
Corrugated, ½ in., 100 ft.	$19 00
Do., ⅝ in., 10 ft.	21 50
Do., ¾ in., 100 ft.	25 00

Less 5% for full reels, 500 ft.
F.o.b. Toronto and London.

IRON AND STEEL
See weekly report.

IRON, TINNED
Lion and Crown Brand, Toronto in 22 gauge, 24 gauge and 26 gauge.

36 x 96	25c per lb.
30 x 96	25c per lb.

Less than case, 50c per 100 lbs. extra. F.o.b. Toronto.
These prices nominal.

IRONS (SAD)	
Potts, polished, per set	$2 18
Potts, nickel plated, per set	2 30
Potts handles, japd., doz.	2 15
Common, No. 1, 4 and 5 lbs.	18 00
Do., 6 lbs. and up	17 00

F.o.b. Montreal.

IRONS, ELECTRIC
Model B, $7.50 list.
Classic, $8 list.
Discount 22% to 33%, according to quantity.

KNIVES, HAY	
Spear Point	$19 00
Lightning	17 50
Heath's	17 50

LADDERS, ETC.	
Step Ladders	Per ft.
Standard	0 46
Household	0 30
Shelf Lock, 4 to 8 ft. only	0 32
Faultless, 4 to 8 ft. only	0 45
Do., 10, 12 and 14 ft.	0 53
Single and Fruit Picking	
10 ft. to 16 ft.	0 28
18 ft. to 20 ft.	0 29

F.o.b. Toronto, Hamilton, London,

Roped and Straight Extension Ladders	
20 to 32 ft.	0 32
36 to 44 ft.	0 35
Over 44 ft.	0 43
Special quality, 20 to 40 ft.	0 40
Three section extension	0 40

F.o.b. Toronto, London, Montreal, Stratford.

Fire ladders up to 32 feet are twice the price of ordinary extensions. Over 32 ft. are supplied with supporting legs at three times the price.

LANTERNS.	Per doz.
Short or Long Globe, plain or japd.	$15 00
Dash, plain	18 75
Do., Japd	19 25
Do., Search (r'nd reflec.)	17 00
Little Bobs	2 10-4 20

F.o.b. Toronto, Hamilton, London, Montreal.

LANTERN GLOBES	
Cold Blast, Short or Long	
1 doz. cases	$1 65 doz.
3 doz. cases	1 55 doz.
6 doz. cases	1 35 doz.
Cold blast, genuine ruby	5 75

F.o.b. Toronto, London, Hamilton and Montreal.

LATCHES—	Per doz.
Steel Thum, No. 2	$2 25
Do., No. 3	3 15
Do., No. 4	4 70
Barn Door, No. 5	3 30
Do., No. 9	2 50

F.o.b. Montreal, Toronto, London.

LEAD—
For pig lead and lead and zinc products see weekly report.

MACHINES (WASHING)—	List each.
Dowswell	$12 75
Noiseless	17 50
Hamilton	14 00
Peerless	14 50
Snowball	19 50
New Century, style A	19 75
New Century, style B	21 75
New Century, Electric	160 00
Playtime, engine drive	27 00
Ideal Power	28 00
Seafoam, electric, style A	105 00
Seafoam, engine drive	50 00
Sunshine	10 25
Popular	14 50
Economic	16 00
Puritan	19 50
New Champion	22 75
Home	20 00
Vacuum	27 00
Home Water, motor	28 00
Whirlpool, water power	32 00
Hydro, 1 Tub, engine drive.	57 00
Do., do., electric	116 50
Rotary water motor washer	29 00
Connor ball-bearing, with rack	22 75
Perfection, engine drive	65 00
Perfection, electric	124 00
Beaver	27 50
Beaver, power	28 50
Connor, vacuum	27 50
Patriot	20 00
Jubilee	12 50
Canada First	20 00

Less 25 per cent.

Freight equalized with Montreal, Ottawa, Toronto, Hamilton, Kingston, London and St. Mary's on shipments of quarter dozen and upwards.

MATTOCKS—	
Cutter, doz.	$14 00
Pick, doz.	14 00

F.o.b. Montreal, Toronto, London, Hamilton.

MIXERS, BREAD—	
Canuck—	
No. 4, dozen	$36 24
No. 8, dozen	40 92
Universal—	
No. 4, dozen	$40 00
No. 8, dozen	52 00

MOPS—	Doz. net.
Liquid Veneer	$20 00
O-Cedar, less handle	14 00
Do., with handle	16 00
S. W. Mops, complete	4 75
Mop Sticks, No. 8	2 00
Cast Head Mop	2 00
Crescent, No. 10	2 85 3 25
Crank wringing	7 00 9 00

F.o.b. Montreal, Toronto, Hamilton, London.

MOWERS, LAWN—	
Adanac	35%
Woodyatt	10%
Empress	15%
Mayflower	25%
Ontario Daisy	15%
Star	10%
Brockville K	Net
Brockville C	Net
Brockville BB	Net

F.o.b. Toronto, Guelph, London, Hamilton, Brockville.

NAILS—
List adopted Sept. 10, 1920.
Advance over base on common wire nails in kegs.

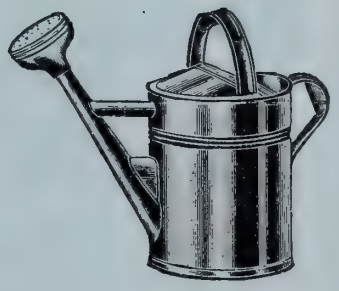
1 inch	$1 50	2¾ inch	$0 30
1⅛ inch	1 40	3 inch	0 20
1¼ inch	1 15	3¼ inch	0 15
1½ inch	0 80	3½ inch	0-10
1¾ inch	0 75	4 inch	0 05
2 inch	0 60	4½ inch	0 05
2¼ inch	0 55	5 inch	base
2½ inch	0 30	5½ inch	base
		6 inch	base

6½ to 12-inch 2 ga. and heavier, 25c over base.
Standard Steel Wire Nails, f.o.b. London, Hamilton, Milton, Toronto, $4.65 base.
Owen Sound or Collingwood, $4.75 base.
F.o.b. Montreal, $4.55 base.
Freight equalized on above points.
Windsor, Walkerville, Sandwich, f.o.b. factory prices, carload freight allowed, $4.65.
Sault Ste. Marie, Port Arthur, Fort William, $5.30 base, f.o.b. factory; no freight allowance.
Moulding, Flooring, Slating, Box, Fence, Barrel Nails, 25c per 100 lbs. over common nail prices. Finishing Nails, 50c per 100 lbs. advance over common nail price.
Miscellaneous wire nails, 65% off miscellaneous list, f.o.b. Toronto, Montreal, Hamilton and London.

NAILS, CUT—
Montreal, $5.10; London, $6.00 base; Toronto, $5.60.
Roofing Nails — American, large head, keg, $11; 25-lb. boxes, per 100 lbs., $12.
F.o.b. Montreal, Toronto, Hamilton,

Seasonable Soren Suggestions

Japanned Sprinklers



6-Quart	10-Quart	14-Quart
Price $5.10	$6.40	$7.10 PER DOZEN

F.O.B. Toronto



Bread Boxes—Grey Enamelled

No. 0	No. 1	No. 2	No. 3	No. 4
$9.40	$12.35	$14.25	$15.30	$18.00 PER DOZEN
Sizes 13½x8x8½		16x9x9½		17x10x10½
	18x11x11½		19x13½x14	

F.O.B. Toronto

"A Word to the Wise is Sufficient"

Soren Bros.

Toronto - - Canada

If interested tear out this page and place with letters to be answered.

NAILS (HORSE)

Size	C Brand
Capewell—	Per 25-lb.box
No. 5	$6 75
No. 6	6 50
No. 7	6 25
No. 8	6 00
No. 9 to 12	5 75

Discount, 10%

"M.R.M." BRAND

No.	Net Price List Lengths	Per box of 25 lbs
3	5⅝"	$20 25
4	1¾"	10 25
5	1 15-16"	5 25
6	2⅛"	5 00
7	2 16-16"	4 75
8	2½"	4 75
9	2 11-16"	4 50
10	2⅞"	4 50
11	3 1-16"	4 50
12	3¼"	4 50

F.o.b. London, Hamilton, Montreal, Toronto.

NETTING, POULTRY

List prices per 50-yd. rolls.
Adopted March, 1900.

2-inch mesh and 19 ga. wire.

12 inch	$1 80	48 inch	$ 6 20
18 inch	2 65	60 inch	7 70
24 inch	3 40	72 inch	9 20
30 inch	4 00	84 inch	10 50
36 inch	4 75	96 inch	12 00
42 inch	5 50		

1½ inch mesh and 19 ga. wire.

12 inch	$3 50	42 inch	$10 50
18 inch	5 00	48 inch	12 00
24 inch	6 30	60 inch	15 00
30 inch	7 75	72 inch	18 00
36 inch	9 90		

1 inch mesh and 20 ga. wire.

12 inch	$4 00	42 inch	$12 00
18 inch	5 50	48 inch	14 00
24 inch	7 00	60 inch	17 00
30 inch	8 50	72 inch	20 00

⅝ inch mesh and 20 ga. wire.

24 inch	$10 50	36 inch	$15 00
30 inch	12 75		

½ inch mesh and 22 ga. wire.

24 inch	$16 50	36 inch	$24 00
30 inch	20 00		

Discounts at present quoted apply only to 1 and 2 inch mesh netting. Other prices have been withdrawn and are quoted only on application.

Toronto, London, Montreal, Canadian netting, 2-in. mesh, plus 10%.

1-in. mesh, plus 10%.

American netting, 1-in. mesh, add 10%.

Invincible—	Per rod
1848	$0 95
2060	1 05

Put up in 10, 20 and 30-rod rolls.
F.o.b. Montreal.

Blue Ribbon—	
24-inch, per roll	5 50
36-inch, per roll	7 15
48-inch, per roll	8 35
60-inch, per roll	9 85
72-inch, per roll	11 25

Put up in 10 rod rolls.

NIPPLES

See Fittings.

OAKUM—

Special No. 1	$17 00
Plumbers'	7 50

F.o.b. Montreal, Toronto.

OILS	Toronto
Royalite, gal.	0 23
Palacine, gal.	0 26
Gasoline, net, gal.	0 36

Above prices net.

	Gallon
Black oil (summer)	0 24.6
Black oil (winter)	0 25.1
Capital, cylinder	0 88.6
Mach. oil, regular grades	0 52.6
Imperial gas engine oil	0 59.1
Paraffine	0 31.1

List, less 15% on above.

Imperial Kerosene, tractor	1 50

List less 25%.

Polarine Oil, list	1 50
Polarine Oil, heavy, list	1 50
Polarine A, list	1 50

List, less 25%.

Gargoyle Mobiloil E and Arctic	1 60
Gargoyle Mobiloil, B	1 95
Gargoyle Mobiloil, BB	1 90
Gargoyle, Mobiloil A	1 80

List, less 15% on above.

Fuel Oil, bbl., net	0 10.2
Do., tank cars, net	0 08.2

Prices shown are barrel basis unless otherwise specified. Barrels charged extra.

OLD MATERIALS

See weekly report.

PACKING	Per lb.
Fine jute	$0 17
Coarse jute	0 13
Hemp	0 36
Square braided hemp	0 38
No. 1 Italian	0 44
No. 2 Italian	0 36

F.o.b. Toronto, Montreal.

PAPER	Per 400-ft. roll Montreal	Toronto
Dry Fibre, No. 1, Anch.	1 45	1 45
Do., No. 2, Anch.	0 95	0 95
Do., No. 2 Elephant	0 95	0 95
Tarred Fibre, No. 1 Anchor	1 55	1 55
Do., No. 2, Anchor	1 25	1 25
Elephant Brand, tarred, No. 2	1 25	1 25
Surprise Fibre	1 05	1 05
Stag Sheathing	1 05	1 05
Cyclone, dry	1 45	1 45
Do., tarred	1 70	1 70
Joliette Sheathing	0 95	0 95
Do., tarred	1 25	1 25

Per 100 lbs.

Monarch Sheathing, white	8 75	
Do., gray	6 75	
Straw Sheathing, heavy, dry	5 10	Mont. Toronto.
Imp. White Sheathing	$6 75	....
Imp. Grey Sheathing	5 50	....
Scythe Brand dry straw	4 55	....
Spruce Sheathing, 36" and 72" wide	7 25	
Asbestos Sheathing	13 50	
Carpet Felt	6 50	
Tarred Felt, 7, 10 and 16 oz.	5 35	

F.o.b. Toronto and Montreal and Hamilton.

PASTE	
Stick-Fast	
In barrels, 250 lbs., lb.	0 14
Barrels of 5 lbs., cotton bags, lb.	0 15
In kegs, 125 lbs., lb.	0 16
In 50-lb. boxes, lb.	0 18
In 25-lb. boxes, lb.	0 19
Solpar	
Barrels (200 lbs.), per lb.	0 14
2-lb. pkgs, case lots, lb.	0 16
1-lb. pkgs., case lots, lb.	0 17

PICKS

Clay—	Montreal	Toronto
5 to 6 lbs., doz.	11 50	12 00
6 to 7 lbs., doz.	12 50	13 00
Rock—		
7 lbs.	13 50	12 50
8 lbs.	13 50	12 75

F.o.b. Montreal and Toronto.

PINS, CLOTHES	Per case
5 gross, 4-in. (loose)	$2 25
4 gross (cartons), 4 in.	2 25
Spring, 2 grs. box	1 90

F.o.b. Montreal and Toronto.

PIPE, WROUGHT

Price List No. 51, April 25, 1921.

Standard Buttweld Pipe S/C
Per 100 feet.

Size	Steel Blk.	Galv.	Gen. Wrot. Iron Blk.	Galv.
⅛ in.	$ 6 50	$ 8 50	$	$ ....
¼ in.	4 71	6 81	5 91	8 01
⅜ in.	4 71	6 81	5 91	8 01
½ in.	6 16	7 78	7 95	9 48
¾ in.	7 42	9 49	9 95	12 02
1 in.	10 63	13 69	14 37	17 43
1¼ in.	14 38	18 52	19 44	23 58
1½ in.	17 19	22 14	23 24	18 19
2 in.	23 13	29 79	31 27	37 93
2½ in.	36 56	47 09	.....	.....
3 in.	47 81	61 58	.....	.....
3½ in.	63 02	79 58	.....	.....
4 in.	74 67	94 29	.....	.....

Sandard Lapweld Pipe S/C
Per 100 feet.

Size	Steel Blk.	Galv.	Gen. Wrot. Iron Blk.	Galv.
2 in.	$26 83	$33 49	$34 97	$41 63
2½ in.	40 07	50 60	52 94	63 47
3 in.	52 40	66 17	69 23	83 00
3½ in.	63 94	80 50	84 18	100 74
4 in.	75 76	95 38	99 74	119 36
4½ in.	85 73	108 59	1 16	1 39
5 in.	99 90	126 54	1 35	1 62
6 in.	1 30	1 64	1 76	2 10
7 in.	1 75	2 23	2 32	2 75
8L in.	1 84	2 34	2 44	2 89
8 in.	2 12	2 69	2 81	3 33
9 in.	2 54	3 23	3 36	3 98
10L in.	2 35	2 99	3 12	3 70
10 in.	3 03	3 85	4 02	4 76

Freight equalized on Chatham, Guelph, Hamilton, London, Montreal, Toronto, Welland.

PIPE (Conductor)	Plain	List
2 in., in 10-ft. lengths, list.	$18 40	
3 in. in 10-ft. lengths, list.	22 30	
4 in., in 10-ft. lengths, list.	29 60	
5 in., in 10-ft. lengths, list.	40 00	
6 in., in 10-ft. lengths, list.	49 00	

Less 50/10%.

F.o.b. Toronto, Ottawa, Oshawa.

PIPE, LEAD

See weekly report.

PIPE (SOIL) Med. and extra heavy.	
2 in., 3 in.	10%
4 in.	20%
5, 6 in.	15%
8 inch	Plus 5%

SOIL PIPE FITTINGS	
2, 3, 4, 5, 6, in.	40%
8 in.	plus 5%

PIPE (STOVE)

See prices under Wares, etc.

PITCH	
Pine, black, per bbl.	$13 25
Navy pitch, per bbl.	6 50
Coal tar pitch, per cwt.	1 55

F.o.b. Montreal, Toronto

PLANTERS, CORN	
King of Field, doz.	$13 20
Triumph, doz.	11 00

PLATES, CANADA	Montreal	Toronto
Prices nominal,		
Do., 60 sheets	$9 00	$10 00
Ordinary, 53 sheets	8 75	9 75

PLATES, COKE, TIN Prices only nominal	Tor. Per box	Mont.
IX, 20x28, 112 sheets	24 50	
Do., 56 sheets	13 10	

"DOMINION CROWN BEST"— DOUBLE COATED TISSUE	Nominal
IC, 14x20 base	$15 00
IX, 14x20 base	17 00
IXX, 14x20 base	19 00

F.O.B. Montreal.

PLATES, TERNE (Prices nominal)	
IC, 20x28, 112 sheets	23 00

F.O.B. Toronto or Montreal

POLISH (O-Cedar)	Doz. Net
4-oz. bottles	2 40
12-oz bottles	4 80
1-qt. can	12 00
½-gal. cans	20 00
1-gal. cans	28 00
Net.	
Liquid Veneer—	Doz. Net
4-oz.	$2 40
12-oz.	4 80
32-oz.	10 00
64-oz., each	1 34
128-oz., each	2 34

PUMPS

	Pitcher Spout	Closed Spout
No. 2	$3 10	$3 30
No. 3	3 40	3 65
No. 4	4 05	5 00
		Each
No. 70		7 00
No. 80		9 50

PUMPS, REDWING			
No. 0	$6 85	No. 4	$12 75
No. 1	7 50	No. 5	15 25
No. 2	8 75	No. 6	18 00
No. 3	10 75	No. 6	18 00

F.o.b. Montreal, Toronto, Hamilton, London.

RIVETS AND BURRS

Iron rivets, 7-16 inch and smaller, blacked and tinned, 37½%; Iron burrs, 37½% off list on 200-lb. kegs.

Extras, add 1c to list on 100-lb. kegs; 3c on 50-lb. boxes; 4c on 25-lb. boxes, 8c on 1-lb. pkgs.

Copper rivets, usual proportion of burrs, 27½% off; burrs, add 10%

Extras on Copper Rivets, ½-lb. pkgs., 1c per lb.; ¾-lb. pkgs., 2c lb. Coppered Rivets, net extras, 3c per lb.

F.o.b. Montreal, Toronto, London.

ROOFING	Per square Toronto
Samson, 1-ply, roll	$3 00
Samson, 2-ply, roll	3 50
Samson, 3-ply, roll	4 10
2 ply ready roofing	2 15 2 15
3 ply ready roofing	2 55 2 60

	Mont.	Toronto
Everlastic, 1 ply	2 10	2 10
Everlastic, 2 ply	2 50	2 50
Everlastic, 3 ply	2 95	2 95
Panamoid, 1 ply	1 90	1 90
Panamoid, 2 ply	2 30	2 30
Panamoid, 3 ply	2 75	2 75
Red Star, 2 ply	2 13	2 13
Red Star, 3 ply	2 55	2 55
Amazon, ex. heavy, 80 lbs. to roll	4 75	....

Everlastic Multi-Shingles (4 Shinges in One), sq. $6 50

Everlastic Slate Surface Single Shingles, Tylike (red or green), sq. 7 65 7 80

F.o.b. Montreal.

Everlastic Liquid Roofing cement—

Per gal., in bbls.	0 70	0 70
5 and 10 gal. lots, gal.	0 85	0 85
1 gal. cans, gal., doz.	10 50	10 50
Coal Tar (refined), bbl.	10 25	10 50
Coal tar (crude)	9 00	9 25
Roofix Roofing Cement—		
In bbls., per gal.		0 60
In ½ bbls., per gal.		0 65
In 5s and 10s		0 70
1 gal. cans, per doz.		9 00

F.o.b. Toronto, Montreal and Hamilton.

ROPE	
Pure Manila basis	0 24½
Beaver Manila basis	0 20
New Zealand hemp basis	0 20
Sisal basis	0 18

Above quotations are basis prices. ¾ in. and larger diameter. The following advances over basis are made for smaller sizes:—⅝ in., ½c; 9-16 to 7-16 in. inclusive, 1c; ⅜ in., 1½c; ¼ and 5-16 in., 2c; 3-16 in., 2½c extra.

Single lathe yarn basis	0 18
Double lathe yarn	0 18½
Yacht marline, tarred	57
Halyards	50
Beaver Halyards, wht. pol, ¾ in. basis	0 35
Hemp, deep sea line basis	50
Hemp, tarred ratline basis	48
Hemp, tarred bolt rope basis	45
Marline and Houseline	45

NOTE.—Extra charge for shorter lengths than half coils. 2c per lb additional instead of 1c per lb as formerly.

Italian rope basis on application.

Cotton, ⅛ in.	0 42
Do., 5-32 in.	0 41
Do., 3-16 in.	0 38
Do., ¼ in. and up	0 37

F.o.b. Toronto, Montreal, London. Welland, Hamilton.

TAPES, MEASURING (LUFKIN)—	Each
263—50 ft. Challenge, Steel	$5 30
103—50 ft. Reliable Jr., Steel	5 35
243—50 ft. Rival, Steel	4 67
1243—50 ft., Rival Jr., Steel	4 35
603—50 ft., Metallic	3 38
604—66 ft.	3 92
403—50 ft., Linen	2 57
	Dozen
713—50 ft., Ass Skin	6 95
714—66 ft., Ass Skin	8 35
143—3 ft., Steel Pocket	8 30
145—5 ft., Steel Pocket	11 20
175—5 ft., Linen Pocket	7 30
165—5 ft., Cotton Pocket	1 65

F.o.b Montreal, Toronto, London

SANDPAPER

B. & A. sandpaper, net list.
Star sandpaper, net list.
B. & A. emery cloth, 33 1-3% on list.

F.o.b. Montreal and Toronto.

SCALES	Scale	Stamping extra
Champion—	List	
4 lb.	$ 6 50	$0 40
10 lb.	8 75	0 45
240 lb.	13 75	0 75

Discount 5%.

600 lb.	40 00	1 00
1200 lb.	48 50	1 50
2000 lb.	65 00	1 50
2000 lb. Drop lever.	74 00	1 50

Discount 10/5%.

Champion, even balance 5% discount; standard scales, discount, 10 and 5% off list. No discount allowed on stamping charge. F.o.b. Toronto, Montreal, Hamilton.

SCREWS

Discounts off Standard List adopted Aug. 1, 1908.

Wood, F.H., bright	72½%
Wood, R.H., bright	70%
Wood, O.H., bright	70%
Wood, F.H., brass	60%
Wood, R.H., brass	57½%
Wood, O.H., brass	57½%
Wood, F.H., bronze	55%
Wood, R.H., bronze	52½%
Wood, O.H., bronze	52½%
Square cap	20%
Hexagon cap	20%

GUARANTEED

Axes

and

Lumbering Tools

The very best that can be made

A considerable portion of our large modern plant is devoted to the manufacture of these lines, and we have the most skilled and experienced axe and tool makers in Canada.

We want your orders—and we are going to make it to your interest to place them with us.

Do not order axes, picks, cant hooks or peavies again until you have written for our catalogue and price list.

We Make Our Own Steel

The National Farming Machinery Co., Limited

Montmagny, Quebec, Canada

We want reliable agents in Foreign Countries

If interested tear out this page and place with letters to be answered.

SCREWS, IRON BENCH, No. 14

1 in.	$13 75
1⅛ in.	17 00
1¼ in.	20 00

SCYTHES

	Doz.
Cast Steel	$20 00
Golden Clipper	20 95
Little Giant	22 00
Bush	20 50

SNATHS

	Doz.
00 Patent	$17 50
1 loop	16 80
2 loops	15 80
3 loops	14 70
Bush	18 20

SHEETS, BLACK

See Montreal and Toronto report.

SHEETS, CORRUGATED

See weekly report.

SHEETS, GALVANIZED

See Weekly Reports.

	Queen's Hd.	Fleur-de-lis
28 gauge	$10 00	$ 9 25
26 gauge	9 75	9 00
24 gauge	9 15	8 60
22 gauge	8 80	8 15
18 and 20 ga.	8 10	8 00

F.O.B. Montreal.

SOLDERING COPPERS

See Coppers.

SOLDER, BAR

See weekly report.

SPIDERS

Cast, No. 7, $1; No. 8, $1.05; No. 9, $1.15.

SPOUTS, SAP

Eureka, per M. $16 50

STANDS, WASHTUB

Dowswell, doz. $47 25

STAPLES (Fence)—

Per 100 lb. kegs

Bright	$5 25
Galvanized	6 25

STOVES

	List each
Oil Burning Cooking	
Perfection No. 32, 2-burner	$25 50
Perfection, No. 33, 3 burner	31 00
Perfection No. 34, 4-burner	40 00
No. 22G oven for above stoves	9 00

Discount, 30 per cent. off list.

McClary Glass Front Oven No. 70, each, net	6 00
Detroit Glass Front Oven, No. 85, each, net	....
Hot Blast	Plus %

F.O.B. Sarnia, London, Toronto, Ottawa.

Oil Burning Heaters	List
No. 525, each	$9 50
No. 530, each	10 50
No. 630, each	13 50

Discount 30% off list.

Hot Blast ..... Plus 10%

30% discount of No. 525, No. 530, No. 630 only.

STRETCHERS, CURTAIN—

Star, No. 1, doz.	$27 60
Star, No. 2, doz.	30 00
Sun No. 1	20 00
Sun, No. 2	22 00

STRETCHERS, WIRE

Hercules, doz. $3 60

SWEEPERS—

Carpet (Bissell's)

Amer. Queen, nick. fittings, cyco b.b.	$ 60 00
Club, jap., cyco bearing	120 00
Champion, jap. fittings	45 00
Grand, jap., cyco b.b.	68 00
Grand Rapids, nick., cyco b.b.	55 00
Do., jap., cyco b.b.	50 00
Parlor Queen, nick., cyco b.b.	62 00
Princess, nick., cyco b.b.	57 00
Standard, jap. fittings	46 00
Universal, jap., cyco bear.	48 00
Do., nick., cyco bear.	53 00
Little Daisy	2 00
Little Queen	3 00

SWEEPERS, VACUUM (Bissell's)

	Doz.
Grand Rapids, nickelled	$106 00
Household, japanned	94 00
Superba, nickeled	120 00

F.O.B. factory, Niagara Falls, Ont.

SWINGS—

Ontario, 4-passenger $8 75

TACKS

Discon

Wire Tacks	67½/15%
Revised Hardware Tack List adopted Jan. 20, 1920.	67½/15%
Double-pointed tacks	67½/15%

Shoe findings—List adopted March 24th, 1921.

F.O.B. Toronto, Hamilton, Montreal and London.

TINNERS' TRIMMINGS

See prices under head of Wares.

TOASTERS, ELECTRIC

Universal	7 50
C. G.	5 00

Discount 20 and 10%.

Canadian Beauty	$5 84
Upright, with rack	6 40

TOOLS, HARVEST

Waverley, Wellandvale, Rixford, Maple Leaf, Bedford, 50 and 10% off new list.

F.O.B. Montreal, Toronto, Hamilton, London.

SPADES, SHOVELS AND SCOOPS

	1st Grade	2nd Grade	4th Grade
	%	%	%
Plain Back Shovels and Spades	35	35	35
Draining Tools	35	35	35
Hollow Back Scoops	35	35	35
Sand Shovels	35	35	35
Hollow Back Shovels	35	35	35
Hollow Back Coal Shovels	35	35	35
Riveted Back Scoops	35	35	35
Miners' Spring Point Shovels	35	35	35

Above discounts apply whether goods are sold in carload or less than carloads.

The above discounts apply only to Black List; Black List prices being as follows:

BLACK LIST			
Plain Back Shovels and Spades	$29.00	$28.00	$25.00
Draining Tools, No. 2, black	29.00	27.50	.....
Hollow Back Scoops, No. 2, black	34.50	.....	32.00
Coal Shovels, Hollow Back, No. 2, black	32.00	.....	30.00
Sand Shovels, No. 2, black	27.50	.....	24.00
Hollow Back Shovels, No. 2, black	27.50	.....	24.00
Riveted Back Scoops, No. 2, black	37.50	35.50	34.00
Miners' Spring Point Shovels, No. 2, black	36.50	.....	.....

NET EXTRAS—

For each size larger than No. 2, add 35c dozen net.

Full polished, add $1.00 per dozen net.

Half polished, add 50c per dozen net.

F.O.B. London, Hamilton, Toronto, Gananoque, Ottawa, Collingwood, Sherbrooke, Montreal, Quebec, Halifax, St. John, Moncton, and freight may be equalized thereon. On shipments less than 5 dozen F.O.B. factory only.

TRACK BARN DOOR

Hatch Trolley, per ft.	....
Brackets for above, per doz.	....
National Flat Track, 1¼ in. per ft.	....

TROUGH (EAVE)

O. G. Square bead and half round:

Size in girth.	Per 100 ft.		
8 in.	$15 90	15 in.	$28 80
10 in.	17 70	18 in.	36 50
12 in.	21 20	Less 50/10%.	

F.O.B. Toronto, Oshawa, Ottawa.

TRAPS (GAME)

	Doz. with chain
Victor, No. 1 Giant, doz.	$3 35
Jump, No. 1	3 50
Hawley & Norton, No. 1	5 00
Newhouse, No. 1	7 50

F.O.B. Toronto, London, Hamilton, Montreal.

TUBS, WOOD

No. 0, per dozen	$26 40
No. 1, per dozen	23 10
No. 2, per dozen	20 90
No. 3, per dozen	17 60

F.O.B. Newmarket.

TWINE, BINDER

	per ft.
550 feet	0 17¼
550 feet	0 18¾
600 feet	0 20¼
650 feet	0 21¼

Freight prepaid to nearest station in lots of 300 lbs. and over. Rebate of ⅛ cent lb. on 10,000 lbs. and ¼ cent lb. on 20,000 lb.

TWINE (COTTON)

5-lb. sack, 3-ply, lb.	0 42
Cones, 3-ply, lb.	0 38
Do., 4-ply, lb.	0 41

VALVES AND COCKS

Compression work—Standard	34%
Fuller work—Standard	30%
Basin cocks Fuller, No. 0	30%
Nos. 1 and 2	30%
Bath Cocks—Compression	25%
Flatway stop and waste cocks, Standard	34%
Roundway stop and waste cocks—Standard	34%
Brass steam cocks, stand.	10%
Radiator valves—Standard	23%
removable seat	10%
Globe, angle and check valves, standard	5%
Gate or Straightway	Net
Jenkins Gate Valve	10/7%
Jenkins Globe	10%
J.M.T.	10%
J.M.T. C.	15%
J.M.T. Gate Valves	15%

F.O.B. Toronto.

VALVES, FOOT

	Blk.	Galv.
1¼	0 58	0 83
1½	0 72	1 10
2	0 99	1 60

Penberthy Brass Valves

Gate Valves	15%
Regrinding Valves	10%
Swing Check Valves	5%
Compodisk Valves	10%

WARES, ETC.

Britannic, advance 65%

Scotch Grey Ware, 40%

Colonial, 5%

Imperial Ware, 5%

Pearl, 5%

Premier, list, plus 30%

Canada Ware, list, plus 30%

Crescent, 40%

Diamond, plus 30%

White Ware, 20/10%

Japanned Ware, list, plus 33 1-3%

Japd. Ware, White, list, plus 45%

Plain and Japanned Sprinklers, list plus 33 1-3%

Stamped Ware, plain, 35%

Stamped Ware, retinned, 20/10%

Copper Bottoms, plus 50%

Tinners' Trimmings, plain, 35%

Tinners' Trimmings, retinned, 20/10%

Tinners' Trimmings, General, list, plus 50%

Factory Milk Cans, list, plus 70%

Milk Can Trimmings, list, plus 90%

Cream Cans, list, plus 47½%

Railroad Cans, list, plus 40%

Sheet Iron Ware, list, plus 66 2-3%

Pieced Ware, ordinary, list, plus 75%

Pieced Tinware, C.B., list, plus 90%

Fry Pans, Acme, list, plus 5%

Fry Pans, Quick Meal, plus 50%

Spiders, steel, plus 50%

Fire Shovels, japanned, list, plus 60%

Steel Sinks, galv'zd, list, plus 50%

Steel Sinks, painted, list, plus 50%

Light Galv. Pails and Tubs, list plus, 20%.

Heavy Galv. Pails and Tubs, list plus, 20%.

Hollow Ware, add 40%

Garbage Pails, list, plus 20%.

Jap. Coal Hods, list, plus 80%

Galv. Coal Hods, list, plus 90%

Paper Lined Boards, 10%

Wood-lined Boards, list, plus 10%

Copper Boilers, list, net list.

Copper Tea Kettles, list plus 30%.

Copper Tea and Coffee Pots, list, plus 30%.

Stove and other Pipe, list, plus 100%

Stove Pipe Elbows, black and galv., list, plus, 66 2-3%.

Stove Pipe Thimbles, 40%

F.o.b. Montreal, Toronto, London, Hamilton.

WASHERS, WROUGHT

Round, plain. Sizes given are size of hole. In boxes of 50 lbs. list prices per 100 lbs.—¼ in., $28.00; 5/16 in., $24.40; ⅜ in., $22.80 7/16 in., $21.00; ½ in., $19.60; 9/16 in., $18.80; ⅝ in., $18.60; 11/16 in., $18.40; ¾ in., $18.20; 13/16 in. $18.00; 1 1/16 in., 1⅛ in., 1¼ in. 1 5/16 in., $18.00; 1⅜ in., 1½ in. 1⅝ in., $18.40; 1¾ in., 1⅞ in., 1 in., 2⅛ in., $19.00. Discount 50% f.o.b. Montreal, Hamilton, Toronto. London and Halifax.

Car lots allowance to following points: Windsor, Walkerville, St John, Moncton, Amherst, New Glasgow. Freight allowance: Fort William and West, 10c per 100 lbs. cash in 30 days less 2%.

Net extras, 26 to 40 lbs. of a size $1.00; 25 lbs. of a size or less, $2.00 per 100 lbs. Package allowances—if taken in kegs about 175 lbs. each, allowance 10c per 100 lbs.; if taken in bags about 100 lbs., allowance 15c per 100 lbs.

WEIGHTS, SASH

	Tor.	Lon.	Mont
Section, 1 lb., per -00 lbs.	$5 10	$5 25	$5 50
Section, ½ lb., per 100 lbs.	5 50	5 75	5 50
Solid, 3 to 30 lbs., per cwt.	3 75	4 70	4 50

WHEELBARROWS

Navvy, steel wheel, doz.	$105 00
Garden Steel, doz.	78 75
Light Garden, doz.	85 00

F.O.B. Montreal. Toronto, London

WIRE PRODUCTS

Annealed or Bright.

Advances over base price on sizes lighter than No. 9.

No. 9 and heavier	Base
No. 10	$0 06
No. 11	0 12
No. 12	0 20
No. 13	0 30
No. 14	0 40
No. 15	0 55
No. 16	0 70

Annealing, no extra.

Oiled and Annealed, extra, $0.15.

Coppering and liquor finish, extra, $1.00-$1.50.

Tinning, extra, $2.00-$3.00.

Bright base, $5.00.

Annealed base, $5.00.

Galvanized base, $5.70.

Barbed Wire, $6.20.

Coiled Spring Wire, 9 gauge, Toronto, $5.65; Montreal, $5.75.

Prices subject to change without notice.

Extra net, per 100 lbs.—Oiled wire, 15c.; bright, soft drawn, 25c-70c.

Stovepipe Wire.

No. 18	$9 50
No. 19	10 00

F.O.B. Toronto, London, Hamilton, Montreal, St. John, freight equalized.

WRENCHES, STILLSON

	each
6 inch	$2 00
8 inch	2 25
10 inch	2 50
14 inch	3 50
18 inch	5 00
24 inch	7 25
36 inch	13 50

Discount, 50% Canadian pattern; 40% on genuine.

WRENCHES, CRESCENT, list plus 10%.

WRINGERS, CLOTHES

Domestic, No. 531E	$115 00
Dom. Bench, No. 541EB	174 00
Favorite, No. 511E	105 00
Favorite, No. 512	112 00
Royal Canadian	94 00
Favorite, No. 514	133 00
Ottawa, No. 231E	105 00
Ottawa Bench, No. 341EB	162 00
Challenge, No. 311E	95 00
Warranty	115 00
Bicycle,	95 00
Eze	102 00
Rapid	92 00
Eureka	64 00
Blue Belle	115 00
Do., Folding B	164 00
Rival	105 00
Model	91 00
Imperial	102 00

Discounts from above list, 25%.

Terms—30 days, less 2 per cent. Freight equalized on half dozen machines and upwards with the nearest of the following places to point of destination, viz.: Montreal, Kingston, Ottawa, Toronto, London, Hamilton or St. Marys.

TINKER TOM'S TALKS.

No. 310

Our Problem

—Yours and mine—is to keep Canadian workers busy. It's all right to sympathize with those who are idle in other countries, but we can sympathize better if we're busy!

This means—Buy Canadian Galvanized Sheets—and if you do you'll buy Premier—and if you buy Premier what'll you get ?

The best price

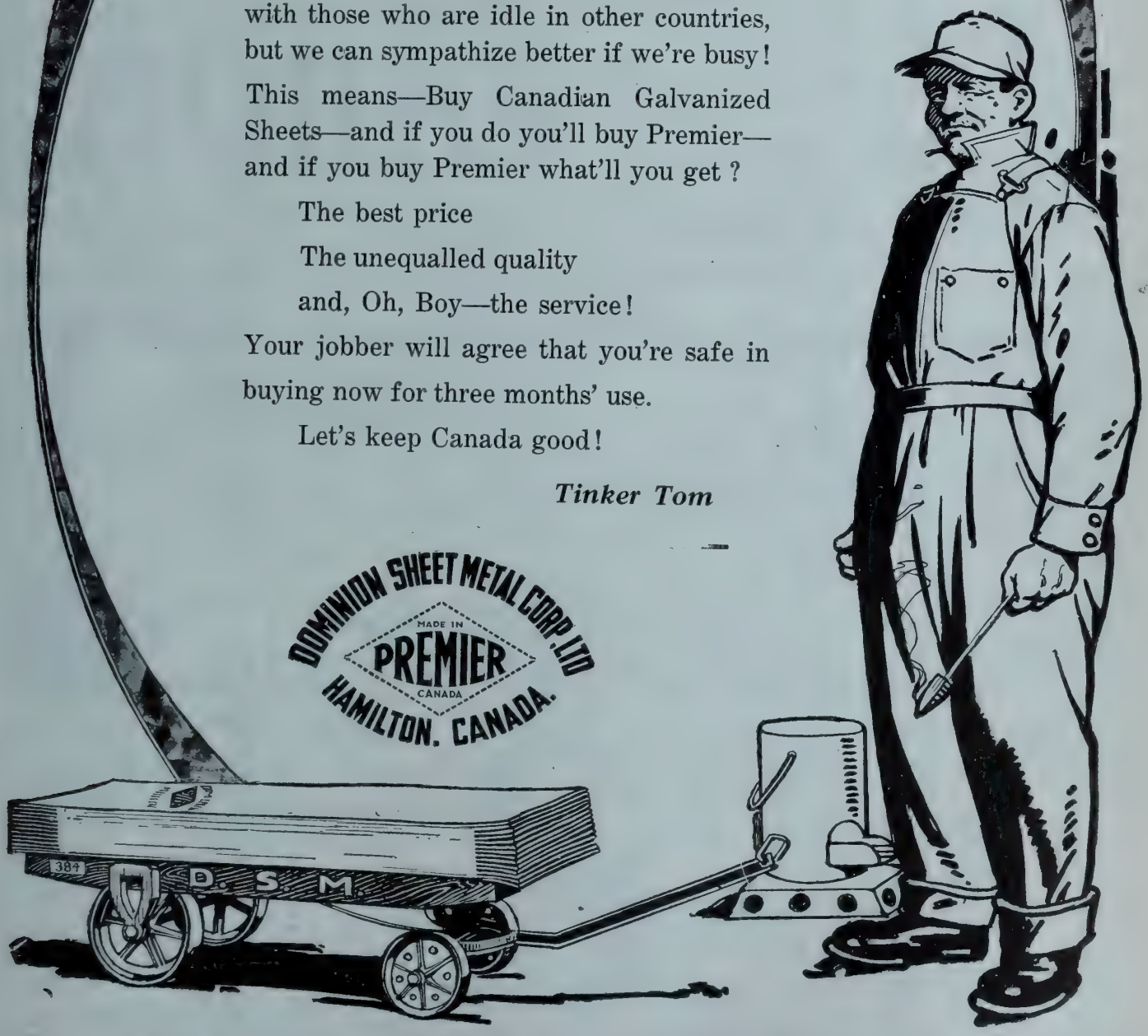
The unequalled quality

and, Oh, Boy—the service!

Your jobber will agree that you're safe in buying now for three months' use.

Let's keep Canada good!

Tinker Tom



If interested tear out this page and place with letters to be answered.

Paints, Oils, Etc.

ALABASTINE
Colors and white—2½-lb. packages, $10.10 for 100 lbs., 5-lb. packages, $9.60 for 100 lbs. F.o.b. Paris or nearest jobbing house.

BLUE STONE	Montreal	Toronto
Per lb., bbls. ..	10	10

COLORS (DRY)	Per lb.
Raw and Burnt Umber, 100 lb. kegs, No. 1	06-09½
Do., pure	11-15
Raw and Burnt Sienna, 100 lb. kegs, lb.	06-09½
Do., pure	16-18
Imp. green, 100-lb. kegs..	22-23
Chrome green, pure	50-56
Chrome yellow	30-45
Brunswick green, 100-lb. keg	11-14½
Indian red, 100-lb. keg	15-20
Do., No. 1, 100-lb. keg	..-07
Lamp black	32-35
Venetian red, best bright	06½-09
Do., No. 1	03¾-05½
Drop black, pure dry	..-20
Golden ocre, 100-lb. kegs	..-09
White ochre, 100-lb. keg..	..-06
Do., barrels	..-05
Yellow ochre, barrels	04-05½
French ochre, barrels	..-10½
Spruce ochre, 100-lb. kegs.	05-08
Can. red oxide, bbls.	02¾-04½
Super magnetic red	0 05
Vermillion	1 00
English vermillion	2 25

F.o.b. Montreal, Toronto.

COLORS IN OIL, PURE	1 lb. tins
Venetian red	0 27
Indian red	0 36
Chrome yellow, pure	0 70
Golden ochre, pure	0 35
French spruce ochre, pure..	0 30
Greens, pure	0 35
Siennas	0 36
Umbers	0 36
Ultramarine blue	0 70
Prussian blue	1 20
Chinese blue	1 20
Drop black	0 42
Ivory black	0 44
Signwriters' black, pure	0 48
Lampblack	0 48
Imperial black, 25-lb. irons.	0 39

F.o.b. Montreal, Toronto

ENAMELS (white)	Gal.
Dougall white enamel	$8 78
Vitralite	8 78
Duralite	7 00
Old Dutch	6 27
B-H "White" Enamel	8 00
Martins, White	7 00
Satinette	6 23
C,P, Co. Albagloss	6 30
C.D. Master Painters'	8 20
Mooramel	7 00
Sunshine, white	7 00
Kyanize	8 00
Solpar	4 50
Paripan	11 00
Jasperlac	5 00
Invincible	7 50
Hillcrest	7 00
Amelite A. & E.	8 40
Adelite, A. & E.	6 15
Floglaze	5 00

GLUE	Per lb.
English, sheet	30-32
White pigsfoot	..-50
Cake bone, 112-lb. bags..	30-32
Hides, 112-lb. bags	35-40
Ground glues, 112-lb. bags—	
English, per lb.	30-32
Canadian, per lb.	27-30
Brantford—	Per case
No. 7, 50 pcks, 1 lb.	$25 00
No. 8, 100 pcks., ½ lb.	28 00
No. 9, 200 pcks., ¼ lb.	35 00

GLASS LIST

United In.	Star or 16 oz.	Double or 24 oz.
Up to 25	$11 00	$16 40
26 to 40	14 00	20 90
41 to 50	15 00	23 00
51 to 60	16 00	24 00
61 to 70	17 00	25 00
71 to 80	.....	27 00
81 to 84	.....	34 00
85 to 90	.....	36 50
91 to 94	.....	37.25
95 to 100	.....	43.75

Discount box glass, Montreal 50%; Toronto, 50%; London, 50%.
Cut size sheet glass, 60/10% off of November, 1919

GLAZIERS' POINTS
Zinc coated, 12c, ½-lb. pkg.
F.o.b. Montreal, Toronto.

LEAD, WHITE (Ground in oil).
Prices are per 100 lbs. in ton lots. Less than ton lots are 35c per 100 lbs. higher than quoted below. F.O.B. Brantford, 50c; London, 55c; Windsor, 60c per 100 lbs. F.o.b. Toronto and Hamilton, 45c per 100 lbs. F.o.b. Fort William and Port Arthur. 75c per 100 lbs.
Maritime differential 50c per 100 lbs. over Montreal.

	Montreal	Toronto
Anchor, Pure	$14 50	$14 95
Champion, Pure	14 50	14 95
Crown Diamond, pure	14 50	14 95
Green Seal	14 50	14 95
I.V. Perfection	14 50	14 95
Ramsay's Pure	14 50	14 95
Moore's Pure	14 50	14 95
Tiger, Pure	14 50	14 95
O.P.W. Dec. Pure..	14 50	14 95
Red Seal	14 50	14 95
O.P.W., English	14 75	15 20
Maple Leaf, pure	14 50	14 95
Elephant Genuine	15 00	15 45

B. B. Genuine Lead, less than tons, Montreal, $16.10, Toronto, 16.55.

LEAD (RED DRY)	Per 100 lbs.
Genuin 560 lb. casks	$11 00
Genuine, 100 lb. casks	12 00
Less quantity	13 00

F.o.b. Montreal, Toronto.

Lead (red in oil)	
25s	0 18
10s	0 19
5s	0 20
1s	0 23

F.o.b. Toronto, Montreal, Hamilton

LINSEED OIL
For prices see weekly report.

LITHARGE
Casks, per cwt. $17 00
Smaller quantities, per lb. 0 20

LIQUID, BRONZING
Bronzing liquid, No. 1 $1.55-$2.15
Banana oil, gal 4 25
F.o.b. Montreal, Toronto

MURESCO	Per 100 lbs. White	Tints
350-lb. bbls.	$7 15	$8 25
200-lbs., half bbls.	8 00	9 10
100-lbs., kegs	8 25	9 35
Cases 20 5-lb. pkgs.	8 80	9 90

F.O.B. Toronto.

OILS—

Fly, Creonoid—	
Barrels, per gal.	0 65
Half-barrels, per gal.	0 70
5s and 10s, per gal.	0 80
1s (1 doz.)	13 00
½ gal. cans, 1 doz. to case	9 00

PAINTS, PREPARED
See weekly report.

Price per gallon, 1 gallon can basis	
Elephant white	$4 35
Sanitone, white	3 85
Sanitone, colors	3 75
C.P. Co., pure, white	4 45
C.P. Co., pure, colors	4 10
C.P. floor paint	3 95
Elephant floor paint	3 70
Victoria floor paint	3 40
B.-H. English, colors	4 10
B.-H. English, white	4 45
B.-H. Fresconette, white	3 85
B.-H. Fresconette, colors	3 75
B.-H. Floor	3 95
B.-H. Porch Floor	4 10
Crown Diamond, white	4 20
Crown Diamond, colors	3 85
Crown Diamond Floor	3 70
Crown Diamond, porch	3 80
Do., Flat Wall Tone, white.	3 85
Do., colors	3 75
Moore's House Colors, white	4 35
Do., House Colors, colors	4 10
Do., Preservo Paint, white.	2 95
Do., colors	2 85
Do., floor paint	3 80
Do., Sani-Flat	3 80
Moore's Porch and Deck Paint	4 10
I.V. Elastica, white	3 95
I.V. Elastica, colors	3 70
I.V. Flatine, int. wall, white..	3 85
I.V. Flatine, int. wall, colors.	3 75
Jamieson's Crown Anchor	3 85
O.P.W. Canada Brand, white	4 45
O.P.W. Canada Brand, colors	4 10
O.P.W. Canada Brand, floor.	3 95
O.P.W. Flat Wall, white	3 85
O.P.W. Flat Wall, colors	3 75
Ramsay's Pure, white	4 30
Ramsay's Pure, colors	3 95
Ramsay's floor	3 80
Ramsay's porch	3 95
Glidden's white	4 45
Glidden's colors	4 10
Martin-Senour, 100%, white..	4 45
Martin-Senour, 100%, colors..	4 10
Martin-Senour, Porch Paint..	4 10
Martin-Senour, Neutone, white	3 85
Martin-Senour, Neutone, colors	3 75
Martin-Senour, Floor Paint..	3 95
Sherwin-Williams, white	4 45
Sherwin-Williams, colors	4 10
Sherwin-Williams, floor	3 95
Sherwin-Williams, porch paint	4 10
Flat Tone, white	3 85
Flat Tone, colors	3 75
Lowe Bros., H.S., white	4 45
Lowe Bros., H.S., color	4 10
Lowe Bros., hard drying floor	3 95
Mellotone, white	3 80
Mellotone, colors	3 75
Maple Leaf, white	4 45
Maple Leaf, colors	4 10
Maple Leaf, floor	3 95
Pearcy's Prepared, colors	3 60
Pearcy's Prepared, white	4 00
Pearcy's Prepared, floor	3 30
A. & E. Adelite, white	4 45
Do., colors	4 10
Do., Industrial white	3 50

Barrett Products

Everjet Elastic Carbon Paint—	Mont.	Tor.
Barrels, per gal.	0 80	0 80
Half-barrels, per gal.	0 85	0 85
5s and 10s, per gal.	0 95	0 95
1s, per case, doz.	12 00	12 00
Everjet Black Enamel—		
Crates 2 doz., 8 oz.	$1 95	$1 95
Crates 12 doz., 8 oz.	1 70	1 70
1-gal. cans, gal	1 50	1 50
5-10 gal. cans, gal.	1 35	1 35
Barrels-half bbls., gal	1 25	1 25
Carbosota Liquid Creosote Oil—		
Barrels	0 60	0 60
Half barrels	0 65	0 65
5s and 10s, gal	0 75	0 95
1s (case 12 gals.)	8 50	9 50
H., T. & A. Co.'s Creosote Oil—		
Barrels	0 45	
Half-barrels	0 50	
5s and 10s	0 60	

F.o.b. Montreal, Toronto.

PARIS GREEN	100-lb. lots
½-lb. paper cartons, per lb.	0 52
1-lb. paper cartons, per lb.	0 50
½-lb. tins, per lb.	0 54
1-lb. tins, per lb.	0 52
25-lb. tins, per lb.	0 48
50 and 100-lb. drums, per lb.	0 46
250-lb. kegs, per lb.	0 44½
600-lb. barrels, per lb.	0 44

Terms, 1% 15, or 30 days net.
F.o.b. Montreal, Toronto, Hamilton, London, Ottawa, Quebec, Moncton, St. John's and Halifax.
Yarmouth and P.E.I. points ¼c per lb. extra.

PUTTY
See Weekly Report.

ROSIN

Barrels, 100 lbs.	$5 00
Less, per lb.	0 08

SHELLAC

	Pure white	Pure orange
Per bbl.	$3 65	$3 25
Gal. jugs	4 15	3 75

F.O.B Toronto, London, Montreal.

SHINGLE STAINS

	Ord. Colors	Greens
M.L. Creosot	1 40	1 60
Solignum	1 25	1 60
Martin Senours	1 40	1 60
Elastica	1 40	1 60
Hillcrest	1 40	1 60
"C.D." Shingle Stain	1 35	1 50

TAR	Mont.	Toronto
Coal Tar, refined	10 25	10 50
Do., crude	9 00	9 25

PAINT AND VARNISH REMOVER

Taxite, 1 gal. cans	3 00
B.H. Vanisher	3 60
Chalco	3 60
Klensa	3 60
Cumoff	3 60
Dougall Lingerwett	3 60
Takeoff	3 60
O.P.W. Presto	3 60
Solvo	3 60
Varn-off	3 25
Adelite	3 60

VARNISHES	Per gal	cans
B.-H. Floor		4 80
B.-H. Maritime Spar		6 03
B.-H. Hard Oil		3 24
B.-H. Gold Medal		4 02
Elastilite		4 50
Granitine Floor Finish		4 50
Hydrox Spar		4 05
C.P.C. Sun Varnish		4 20
C.P.C. Sun Aero Spar		4 50
C.P.C. Sun Waterproof Floor		4 [illegible]
I.V. Elastica, No. 1		5 74
Do., No. 2		5 25
Do., Floor		4 88
Jasperite Interior and Exterior		3 75
Jasperite Indestructo, floor		3 75
Jasperite Pale Hard Oil		2 75
P. & L. No. 61		5 06
Jamieson's Copaline		4 25
M-S Marble-Ite Floor		4 87
M-S Wood-Var		4 87
M-S Durable Spar		5 78
M-S Finest Interior		5 23
Moorlastic Floor		4 25
T. 45 Floor		3 50
Moorvar Interior		3 25
Moore's Spar		5 00
Elastic Interior		3 [illegible]
Mar-not		4 40
Quick Action House		2 65
Rexspar		5 64
Sear-Not		5 18
Solpar, Spar Marine		6 00
Solpar House Spar		4 50
Solpar Floor		4 50
Solpar Interior		3 50
Kyanize Spar		5 15
Kyanize Cabinet Rubbing		4 85
Kyanize Interior and Floor		4 85
Luxeberry light		4 72
Luxeberry granite		4 90
Luxeberry spar		5 62
Ramsay's Universal		3 75
Ramsay's Agate Floor		3 95
Ramsay's 400 Hard Oil		3 25
Ramsay's, No. 720		3 00
Crown Diamond Floor		4 25
"C.D. Big 4" Exterior		5 00
"C.D. Big 4" Interior		4 50
"C.D. Big 4" Floor		4 40
C. D. General Purpose		4 15
C. D. Furniture		2 05
Dougall Univarnish, clear		5 40
Dougall Transparent, spar		6 00
Dougall Transparent, floor		5 20
Copalite		4 00
Adelite, No. 103, Floor		4 56
Adelite, No. 105, Flat		4 56
Adelite, No. 100, Spar		6 00

F.o.b. Montreal, Toronto.

WATER PAINTS	
Rockface, bbls., 250 lb.	0 05
Opalite, 300 lb. bbls.	0 13½
Opalite, 100 lb. kegs	0 14½
1 gal. packages, per pkg.	0 75
½ gal. package, per pkg.	0 40

WATER PAINTS (per 100-lbs.) 5-lb. pkgs.	White	Colors
Decotint	9 00	9 00
Coralite	9 50	9 50
Perfecto	8 50	9 50
Solpar	8 80	9 90
C. D. Wall Coating, white	8 75	
Do., colors	9 25	
A. & E Hygiene Kal.	0 42	0 48
Do. in 100 lb. kegs	0 09	....
Do., in 300 lb. bbls	0 08	....

WASTE	
Cream, Polishing	0 21¾

WHITE

XXX	0 20½	XXX	0 18½
XX	0 18½	XX, grad	0 17½
X	0 17½	XLCR	0 16½
XC	0 16½	X Empire	0 15
		X Press	0 13½

COLORED

		Fancy	0 15
No. 1	0 14¾	Lion	0 13½
No. 7	0 13¾	Standard	0 12
No. 1A	0 12¾	Popular	0 10½
No. 1B	0 11¾	Keen	0 09

Above lines subject to trade discount for quantity.

WAX	
B.H. Wax	0 50
Berry Bros.	0 70
Imperial Floor Wax	0 40
Anchor	0 33
O.P.W. Lion Brand	0 50
Old English	0 67
Johnson's	0 67
Jamieson's liquid wax, gal.	3 50
Ramsay's	0 45
Martin-Senours	0 58
I.V. Wax	0 59
Sherwin-Williams	0 60
Solpar	0 40
Sturgeon French Polish	0 60
Crown Diamond	0 45
Hillcrest	0 45
Plymouth Rock	0 60
Champion White	0 50

F.o.b. Montreal and Toronto.

WHITING	
Gilders, bolted, in bbls.	3 20

WOOD ALCOHOL	Per gal
In five gallons	$2 75
Methylated Spirits	1 90-2 55

F.o.b. Montreal, Toronto, London

GLASS

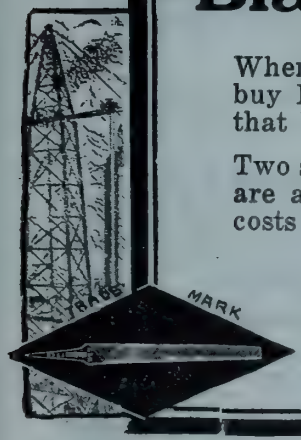
We are receiving quantities of Belgium Window Glass and can quote you very attractive prices for immediate deliveries or for spring import shipments. We stock or manufacture Plate, Bevelled Plate, Mirrors, Figured, Leaded, Wired and Prism Glass.

Write, Phone or Wire for Prices

HOBBS Manufacturing Company, Limited

MONTREAL TORONTO LONDON WINNIPEG

Black Diamond for Cutting



When you buy a file, you buy cutting service. For extra cutting value, buy Black Diamonds. Made since 1863 to a standard of file quality that has won highest honors at expositions and at the bench.

Two simple steps will lead to better filing except where Black Diamonds are already used. Our catalog is free for the asking. A shop trial costs nothing and will show convincing results.



Established 1863

Black Diamond File Works

G.& H. Barnett Company 1078 Frankford Ave. Philadelphia, Pa.

Owned and Operated by Nicholson File Co.

Window Glass

Also Plate, Figured, Bent, and Ornamental Glass

RED S

Stained, Wired, Mirror

Order Early

The Toronto Plate Glass Importing Co., Limited

Don Roadway Toronto

If interested tear out this page and place with letters to be answered.

Winnipeg Hardware Quotations

AMMUNITION

Powder, per keg, $11.00.

Soft shot, per cwt., $15.50; chilled, $17.00; buckshot, $16.30; ball, $16.70.

AMMUNITION, DOMINION

	Blk. List	Lesmok List	Smkless List
BB 'aps	.....	.....	$ 7 00
22 Short	.....	$10 00	10 70
22 S. Mush.	.....	.....	11 50
22 Long	.....	12 00	15 00
22 L. Mush.	.....	.....	16 00
22 L.D. do.	.....	.....	18 70
22 L. Rifle.	.....	14 00	17 50
25 Short	$23 50	.....	.....
32 Short	23 50	.....	70 00
25/20	.....	.....	70 00
25 Colt Auto	.....	.....	53 00
30 Mausey	.....	.....	91 00
32 S. & W.	.....	.....	42 00
32 S. Colt	33 50	.....	.....
32 Colt Auto	.....	.....	63 00
32/30	.....	.....	70 00
38 S. & W.	.....	.....	54 50
44 G. Getter	.....	.....	66 50
44/40	.....	.....	84 00
455 Target	.....	.....	85 00
250 Sav. H.P.	.....	.....	160 00
280 Ross	.....	.....	209 00
25/35	.....	.....	125 50
30/30	.....	.....	144 50
303 Savage	.....	.....	144 50
303 British	.....	.....	190 00
32/40	.....	.....	121 50
32 Special	.....	.....	144 50
32 Rem. Rim.	.....	.....	144 50
33 Win.	.....	.....	190 00
35 Rem. Rim.	.....	.....	159 50
351 Self Ldg.	.....	.....	121 50
38/55	.....	.....	152 00
45/70-405	133 00	.....	.....

Jobbers' Discount on Winchester and Savage Ammunition, 40%; U. M. C., 40% off Dominion List.

Dominion Amunition — Discount 30/20% off Dominion List.

ANVILS

Peter Wright, 60 to 79 lbs., 28c a lb.; 80 lbs. and over, 26c.

Farriers' Clip Horn, 27c a lb.

Norris, 80 lbs. and over, 16c.

AUGER BITS

Standard List Prices per Dozen.

3/16	$6 00	18/16	$12 00
4	5 00	19	14 00
5	5 00	20	14 00
6	5 00	21	16 00
7	5 00	22	16 00
8	5 00	23	18 00
9	6 00	24	18 00
10	6 00	25	21 00
11	7 00	26	21 00
12	7 00	27	24 00
13	8 25	28	24 00
14	8 25	29	27 00
15	9 50	30	27 00
16	9 50	31	30 00
17	12 00	32	30 00

Discounts from standard list prices.

Irwin .....30% on list

Common .....20% on list

AXES

Single Bit	$17 50	$19 00
Double Bit		24 50
Broad Axes		60 00

AXES, BENCH

No. 2	$22 00
No. 3	24 75
No. 4	26 95
No. 5	29 70
No. 6	33 00

BAR IRON

Round and square.—3-16 in., ¼ in., and 5-16 in., $5.95 base. Round and square over 2 in., up to and including 2 ¾in., and flats over 1 in. x 4 in. up to 6 in. wide, $6.40 base. Rounds over 2¾ in. to 6 in., $6.90 base. Swedish iron, $8; sleighshoe steel, $6.25; spring steel, $6.50; machinery steel, $8.

BARS, CROW, $12.00 per 100 lbs.;

BELT LACING

In sides, tanned, $2.50 per lb.; cut, $3.00 per lb.; rawhide, sides, $2.50; cut, $3.00.

Blue Stone (Vitriol), 11½c.

BELTING

Rubber, 6 in. and under 64%; over 6 in., 47%.

Agricultural or No. 1 leather belting, 15/10/10/10% off list.

Standard, 15/10/10% off list. Extra 15%.

The "double" list is just twice the

BOARD, BEAVER Per M ft.

1,000 ft. to 5,000 ft..... $51.50

BOILERS, RANGE

30-gal., each 13 00

BOLTS—

Carriage, ⅜ in. and smaller, up to 6 in., 15%; over 6 in., net list; 7-16 in. and larger, 5%; Machine, ⅜ in. and under, up to 4 in., 32½%; over 4 in., 5%; 7-16 in. and over, 10%; machine set screws, 25%; plough bolts, 12½%; stove bolts, 60%; shaft bolts, 5% adv.; tire bolts, 40%; sleigh shoe bolts, 5% adv.

BORAX Borax, per lb., 14c.

BUTTS

Plated—No. 241 Antique Copper and Dull Brass Finish.

	Per pr.
2½ x 2½ in.	0 39
3 x 3 in.	0 40
3½ x 3½	0 42
4 x 4 in.	0 54
4½ x 4½ in.	0 79
5 x 5 in.	1 38

Wrought Steel—

No. 800	net prices
No. 804	net prices
No. 838	net prices
No. 840	net prices

CARPET FELT Per Roll

16 oz.—50 lbs.	4 70
20 oz.—54 lbs.	5 90

CHAIN

Coil, Elec. Weld, 3-16 in., $19.25; ¼ in., $17.75; 5-16 in., $15.55; ⅜ in., $13.55; 7-16 in., $13.20; ½ in., $12.85; 9-16 in., $12.85; ⅝ in., $12.15; ¾ in., $11.90.

B.B. Short Link—3-16 in., $17.75; 7-16 in., $15.40; ½ in., $15.75; 9-16 in., $15.75; ⅝ in., $14.15; ¾ in., $13.95; ⅞ in., $13.35; 1 in., $13.15.

Logging—¼ in., $21.15; 5-16 in., $17.95; ⅜ in., $15.95; 7-16 in., $15.60; ½ in., $15.25.

CHIMNEYS, LAMP

A, crimp top, per doz., $1.70; B, per doz., $1.90; Rochester plain top, per doz., $2.40.

CHOPPERS, FOOD

Universal, No. 0, $2.30; No. 1, $3.15; No. 2, $3.75; No. 3, $5.00.

CHURNS

Power — No. 0, $9.75; No. 1, $9.85; No. 2, $10.75; No. 3, $12.00; No. 4, $16.00.

Hand — No. 0, $7.75; No. 1, $7.85; No. 2, $8.75; No. 3, $10.00; No. 4, $12.00.

CLEVISES, MALL. 21c per lb.

CLIPPERS, HORSE Each

Stewart, No. 1	$10 88
Hand, Newmarket	8 66

CLOCKS—Alarm

	Each
Big Ben	$4 00
Baby Ben	4 00
America	1 90
Sleepmeter	2 40

CLOTHES LINE WIRE Doz.

50 foot, 19 g.	$4 40
100 foot, 19 g.	7 25

COPPER

Sheet and planished copper, 60c per lb. Tinned, 75c.

CORD SASH

Coils or Hanks.

8, 9, 10 ..... $0 53 lb.

DRILLS

See Eastern list.

Rit stock discount	40%
Blacksmiths' ½ inch shank	25%
Straight shank	25%
Do., wire	25%
Taper shank	25%

EAVETROUGH

Eavetrough, per 100 ft., 8 in., $7.20; 10 in., $7.88; 12 in., $9.00; 15 in., $13.05.

Conductor pipe, 2 in., per 100 ft., $9.00; 3 in., $10.80; 4 in., $13.73; 5 in., $18.90.

ENAMELWARE

See Wares.

FILES

Globe	Discount 50/5%
Nicholson Gen.	Discount 30%

FITTINGS—Malleable

Class A	55%
Class B and C, off new list.	65%
Bushings	20%
Unions, "Dart"—	
¼ to 2-in.	15%
⅛, 2½, 3½ and 4-in.	5%
Nipples, 4 in. and under	40%

FRY PANS Each

Cast iron, No. 8	$1 05
No. 9	1 15

GALVANIZED WARE

See Wares.

GLASS, WINDOW

	Single	Double
Up to 25-in.	$ 7 50	....
26 to 40 in.	9 22	14 18
41 to 50 in.	9 98	14 86
51 to 60 in.	10 30	15 82
61 to 70 in.	10 70	16 42

GLASS (Plate)

20%.

GLOBES, LANTERN Doz

Cold Blast	$ 1 50
Short	1 50
Genuine Ruby	5 00

GRIDDLES, PANCAKE

Round, No. 1	$1 05
No. 2	1 15
Oblong, No. 8L	1 10
No. 9L	1 25
No. 3	1 90

GRINDSTONES

price of "single."

Per 100 lbs., $3.75.

Mounted on steed frames, $7.75 to $10.25.

HARVEST TOOLS. 50% and 10%.

HAMMERS—Adze-Eye, Plain

	Doz.
No. 0, 1½ lb.	$20 20
No. 1, 1¼ lbs.	19 05
No. 1½, 1 lb.	18 95
No. 2, 13 oz.	18 50
No. 22, 1¼ lbs.	15 00
No. 21, 1 lb.	13 65
Bell Face	Doz.
No. 61, 1¼ lbs.	$19 05
No. 61½, 1 lb.	18 95
No. 62, 13 ozs.	18 50
No. 65, 1¼ lbs.	15 00
No. 64, 1 lb.	13 65

HAMMERS, MACHINISTS'

	Doz.
No. 30 up to and including	
No. 1	$18 85
No. 1½	16 15
No. 2	18 50
No. 2¼	20 20

HAMMERS, MASONS'

No. 43, 5 lb. and over, $23 per cwt.

HAMMERS' STRIKING

Double face, No. 38, 5 lbs., $17.00. per cwt.

HINGES—Net prices.

Light Strap.—3 in., 93c per doz. prs.; 4 in., $1.13; 5 in., $1.27; 6 in., $1.60; 8 in., $2.33; 10 in., $3.27.

Light Tee—3 in., 93c per doz. prs.; 4 in., $1.00; 5 in., $1.20; 6 in., $1.40; 8 in., $1.67; 10 in. $2.27.

Heavy Strap.—4 in., $2.25 per doz. prs.; 5 in., $2.80; 6 in., $3; 8 in., $4.05; 10 in., $6.90; 12 in., $8.40; 14 in., $9.90.

Heavy Tee—4 in., $2 per doz. prs.; 5 in., $2.40; 6 in., $2.75; 8 in., $3.15; 10 in., $5.40; 12 in., $8.80; 14 in., $9.20.

Corrugated Strap—4 in., $1.80 per doz. prs.; 5 in., $2.35; 6 in., $3.20; 8 in., $4.90; 10 in., $7.50; 12 in., $11.30.

Corrugated Tee—4 in., $2.15 per doz. prs.; 5 in., $3; 6-in., $3.50; 8 in., $5.90; 10 in., $8.85.

Screw Hook and Strap.—6 in., $4.45 per doz. prs.; 8 in., $4.95; 10 in., $6.60; 12 in., $7.20; 15 in., $7.75; 18 in., $11.35; 21 in., $12.75; 24 in., $16.50.

HORSESHOES

Iron, No. 0 to 1, $9.95; No. 2 and larger, $9.70; snowshoes, No. 0 to No. 1, $10.20; No. 2 and larger, $10.05; hand drilled, No. 0 to 1, $17.50; No. 2 and larger, $17; toe weight, $11.95.

HOSE, GARDEN

	3-ply	Per 100 ft. Multiped
½ in.	$13 50	$21 00
⅝ in.	16 50	.....
¾ in.	17 50	28 00

IRON, GALVANIZED

	Apollo and "Fleur Premier de Lis"
10¾ oz. or 28 Eng.	$10 55
28 Am. or 26 Eng.	10 15
26 Am. or 26 Eng.	9 55
24	9 40
22	9 40
18 and 20	9 25
16	9 10

IRONS, SAD

Common Sad Iron, 6 and over, 18c per lb.; 4 and 5 lbs. 20c per lb.

Mrs. Potts' No. 55, set $2 60

Mrs. Potts, No. 50, set 2 70

Mrs. Potts' common sad iron handles, $2.40 dozen. Mrs. Potts' improved, $3.00 a dozen.

JACKSCREWS

15% on list.

KNIVES—HAY

Heath's	$17 50
Lightning	17 50

LADDERS, STEP

Common, 4 ft., $1.85; 5 ft., $2.15; 6 ft., $2.55; 7 ft., $3; 8 ft., $3.50; 10 ft., $4.75.

LADDERS, EXTENSION

20 to 32 ft., per ft., 87½c; 36 to 40, 41c.

LANTERNS

Cold Blast	
No. 2, Japd.	16 50
No. 2, Coppd.	19 25
No. 2, plain	15 75
Short Globe, doz.	15 75

LATCHES—THUMB, STEEL

	Doz
102	$2 40
103	2 45
104	2 85
Barn Door	
5	3 85
8	4 25
9	6 50

LEAD PIPE, $12.06.

LEAD WASTE, $12.96.

WHITE LEAD

Decorators' pure, 25 lb. drums, $16.10 per 100 lbs.

LINSEED OIL

See weekly report.

MACHINES—WASHING

	Each
Dowswell	$ 9 00
New Century	16 50
Canadian	9 00

MATTOCKS

Pick, $14.25; cutter, $14.25.

MOPS

O-Cedar, No. 1	$16 00
O-Cedar, No. 3	16 00
Self-wringing	6 70
Mop Handles	2 10

MOWERS—LAWN

	12 in.	14 in.	16 in.
Woodyatt	$ 12 00	$12 75	
Empress	14 25	15 00	
Daisy	8 75	9 50	
Star	7 40	7 85	
K—3-blade	9 60	10 25	10 60
C—4-blade	10 70	11 25	11 75
BB—4-bld.	12 45	13 00	13 65

NAILS

Wire, f.o.b. Fort William, $5.00 base; Winnipeg, $5.65. Cut f.o.b. Winnipeg, $7.25.

NAILS, HORSE, 25-lb. Box

	MRM	Capewell	New Peerless
No. 4	....	....	$7 75
No. 5	$5 25	$7 00	5 75
No. 6	5 00	6 75	5 50
No. 7	4 75	6 50	5 25
No. 8	4 75	6 25	5 00
No. 9	4 00	6 00	4 75

"Save the surface and you save all" Paint & Varnish



"Save the surface and you save all" Paint & Varnish

Wa-Ko-Ver Stain
Beautifies All Woodwork

Not only does it beautify, but it wears like iron. You will find it pays in future sales always to recommend Wa-Ko-Ver Stain whenever your customers have worn floors or scratched woodwork to renovate. It restores the freshness of the floors or woodwork, pleases your customers, and makes permanent business for you. The established reputation of this effective, serviceable stain makes it a pleasure to sell. Good displays in your windows, on your counters, or other conspicuous places, remind visitors to your store, and people that would otherwise be "passers-by" of their need for Wa-Ko-Ver stain. This sales-maker will handsomely reward a little sales-effort on your part.

Write Us For Reasons Why You Should Handle This

G. F. Stephens & Co., Limited

Paint and Varnish Makers

Winnipeg **Calgary** **Edmonton**

If interested tear out this page and place with letters to be answered.

Winnipeg Hardware Quotations—Continued

NETTING—POULTRY

1 in. mesh x 24 in.	$6 65
30 in.	8 [illegible]
36 in.	10 [illegible]

NUTS

Square, small lots, blank, $4.50; tapped, $5.00 advance on list; Hexagon, small lots, blank, $4.75; tapped, $5.25 advance on list; case lots all styles, 1c less than above.

OAKUM

Clipper, spun, bale 50 lbs.	$11 50
Clipper, unspun, bale, 50 lbs.	....
Plumbers, bale 50 lbs.	5 00

OILS—	**Gallon**
Kerosene	0 27
Gasoline	0 40
White Rose Gasoline	0 43
En-ar-co Motor Oil, med. and heavy	1 15
Do., ext. heavy	1 25
Black (summer)	0 32½
Black (winter)	0 33
Imperial kerosene tractor	1 [illegible]
Capital cylinder	0 96½
Castor machine	0 60½
Imperial gas engine	0 65
Discount 10%.	
Polarine	1 35
Polarine A	1 35
Polarine heavy	1 35
Gargoyle Mobile A	1 68½
Gargoyle Mobile B	1 93½
Gargoyle Mobile BB	1 88½
Gargoyle Mobile E and Arctic	1 53½
Fuel oil	On application
Discount 25%.	
Wm. Penn Motor, medium	1 53
Do., heavy	1 68
French C, medoum	0 85
French A, heavy	1 20
Transmission, No. 1	0 75
Steam cylinder, No. 650C	1 10
Volunteer, reg. gas engine	0 60
Century caster machine	0 55
Melrose Harvester machine	0 70
25% and 10%.	

PAINTS, PREPARED

See weekly report.
(1 gallon can basis)

Stephens' white	$4 60
Stephens' colors	4 25
Stephens' floor	4 10
Silkstone white	4 00
Silkstone colors	3 90
Stephens' barn	2 35
Stephens' barn, extra color	2 55
Lion white	4 60
Lion colors	4 25
H.D. floor	4 10
Velvetone white	4 00
Velvetone tints	3 90
Ramsay's white	4 45
Do., colors	4 10
Dultone, White	4 00
Do., colors	3 90
Martin-Senour, white	4 60
Senour's floor	4 10
M.S. Neutone, white	4 00
M.S. Neutone, colors	3 90
M.S. Red Schoolhouse	2 50
M.S. Standard Barn	1 37

PAPER, BUILDING

Dry Fibre, No. 1	$1 25
Sunrise	1 00
Anchor, tarred	1 45
O.K. tarred	1 45
Tarred Felt	6 75

PICKS, CLAY

5-6 lb., $12.25 doz.; 6-7 lb., $13.25 doz.; 7-8 lb., $14.25 doz.

PIPE, WROUGHT

New price list being printed.

Per 100 ft.	Blk.	Galv.
⅛ in.		
¼ in.		
⅜ in.		
½ in.		
¾ in.		
1 in.		
1¼ in.		
1½ in.		
2 in.		
2½ in.		
3 in.		
3½ in.		
4 in.		
4½ in.		
5 in.		
6 in.		

PLASTER PARIS, per bbl. $6 00

PLATES, CANADA

18 x 21 per box, blued, $9.75; 18 x 24, blued, $9.75; 20 x 28, blued, $10.00.

POLISH

	Liquid Veneer Doz.	O-Cedar Doz.
4-oz.	$ 2 40	$ 2 40
12-oz.	4 80	4 80
1-quart	10 00	12 00
½-gal.	....	20 00
1-gal.	28 08	28 00

PULLEYS, CLOTHES LINE

	Doz.
No. 58, jap. 5" wheel	$4 90
No. 158, gal. 5" wheel	5 10

PUMP OILERS, GENUINE CANNON

No. 1, $18.50 doz.; No. 3, $21 doz.; No. 2½, $23.50.

PUMPS

Pitcher spout, No. 1, $3 each; No. 2, $3.55 each; No. 3, $3.80 each; No. 4, $4.60 each.

PUTTY

100-lb. irons	$7 20
25-lb. irons, per cwt.	7 80
1½-lb. tins	0 14½

RIVETS AND BURRS

Iron rivets, 30%; copper, No. 8, 42½c; No. 10, 46c; No. 12, 49¼c.

ROPE

British Manila—¼ in., 5-16 in., 24½c; ⅜ in., 24c; 7-16 in., ½ in., 9-16 in., 23½c.; ⅝ in., 23c; ¾ in. and larger, 22½c.

Pure Manila.—¼ in., 5-16 in., 29¾c.; ⅜ in., 29¼c; 7-16 in., ½ in., 9-16 in., 28¾c; ⅝ in., 28¼c; ¾ in. and larger, 27¾c.

Sisal—¼ in., 5-16 in., 22¼c; ⅜ in., 21¾c; 7-16 in., ½ in., 9-16 in., 21¼c; ⅝ in., 20¾; ¾ in. and larger, 20¼c.

Lath yarn, 20¼c.

Cotton Rope—3-16 in., 55c; ¼ in. and up, 54c.

SANDPAPER—

	B. & A. Quire	B. & A. Ream	Star Quire	Star Ream
00, 0	$0 41	$ 7 10	$0 43	$ 7 [illegible]
½	0 43	7 55	0 43	7 [illegible]
1	0 48	8 55	0 45	8 [illegible]
1½	0 52	9 95	0 50	9 [illegible]
2	0 58	11 50	0 60	11 [illegible]
2½	0 75	13 25	0 80	14 65
3	0 85	15 10	0 90	16 70

SASH BALANCES (Caldwell)

50% on list.

SAWS, BUCK

Happy Medium, $17.25; Watch Spring, $17.50; Lance Tooth or Lightning Blades, $20.00.

SCREWS

Bright iron round head, 65%; flat head, 67½%; oval head, 65%; round head, brass, 52½%; flat head brass, 55%; coach, 25%.

Set Screws, 5%. Cap Screws, 15%.

SCYTHES—	**Doz.**
Bramble	$.....
Bush	20 50
Excelsior	.....
Cast	20 00

SHOVELS AND SPADES

Shovels—Fox and Olds, D.H., Sqr. Pt., $16.25 per doz.; D.H., Rd. Pt., $16.25; L.H. Sq. Pt., $16.25; L.H. Rd. Pt., $16.25; Bulldog & Jones, D. H., Rd. Pt., $20.20; D.H., Sq. Pt., $19.85; L.H., Rd. Pt., $19.85; L.H., Sq. Pt., $19.85. Black Cat and Moose & Jones Scoops—No. 4, $23.60; No. 6, $24.35; No. 8, $25.05.

SLEDGES, BLACKSMITHS'

No. 37, 5 lbs. and over, $20.25 per cwt.

SNATHS

No. 2 loop	$17 25
Bush	19 50

STEEL SHEETS, BLACK

10 gauge	$7 15
12 gauge	7 15
14 gauge	7 20
16 gauge	7 30
18-20 gauge	7 80
22-24 gauge	7 85
2½ gauge	7 90
28 gauge	8 15

STANDS	**Each**
Washtub, Reverse Drip	$4 15
Range boiler, 12 in.	1 50

SWEEPERS — VACUUM

	Doz.
Grand Rapids, nickeled	$109 00
Household, japanned	97 00
Superba, nickeled	123 00

SWEEPERS, TOYS, BISSELL'S

Little Daisy, per gross	35 00
Little Queen, per gross	53 00

F.O.B. jobbers' warehouses, Winnipeg.

SOLDER, per lb., 26 to 27c.

SPIKES — BOAT

Pressed, ¼ in., $10.80; 5-16, $10.05; ⅜ in., $9.25; ½ in., $9.

STAPLES

Bright iron, $5.55; Fort William, $6.20, Winnipeg; galvanized staples, ... Fort William .... Winnipeg.

STEEL

Sleighshoe, $6.55 base per cwt.; plow, common, $12; crucible plow, $16.00; angle, $7.00; harrow, $6.55 base; cast, octagon tool steel, 20c base; square tool, 20c base; spring, $6.00; tire, $7.50. Mild, 3-16, ¼, 5-16, $5.95 base. Round, square flat, up to and including ¼, ⅜ to 2 in., $5.95 base. Round and square, over 2 in., and including 2¾ in., flat over ¼ and up to 6 in. wide, $6.40 base; round over 2¾ in. to 6 in., $6.90 base. Band steel, $5.95 base.

STEEL HOOPS

½ in., $8.35; ⅝ in., $8.00; ¾ in. $7.40; ⅞ in., $7.10; 1 in., $7.00 1¼ in., $6.90; 1½ in., $6.80.

STEEL SQUARES

10% on list.

TACKS. Carpet, 70% off list.

TIES. Cow. ...

TIN AND TERNE PLATE—

20 x 28 IC box	$23 75
20 x 28 I.X. box	27 00
20 x 33 I.C. box	28 50
20 x 33 I.X. box	33 50
Terne plates	24 00

TRAPS, GAME—

	Victor Doz.	H. & N. Doz.	Jump Doz.
No. 0	$2 40	$....	$....
No. 1	2 85	5 20	3 85
No. 1½	4 35	7 85	5 70
No. 2	6 00	11 00	9 00
No. 3	10 15	14 70	12 30

TUBS—	**Wood**	**Fibre**
No. 0	$25 55	$29 55
No. 1	22 20	24 35
No. 2	19 00	21 10
No. 3	16 80	18 00

TURPENTINE

See weekly report.

TWINE (WRAPPING)	**Lb.**
Cotton, 3-ply, cones	$0 40
Cotton, 3-ply, balls	0 45
Cotton, 4-ply, cones	0 48
Cotton, 4-ply, balls	0 47

VARNISHES—

Stephens' Luminette, gal.	$4 00
Stephens' Exalite, gal.	4 75
Lion Brand Color Varnish, per gal.	4 50

WARES, ETC.—

Scotch Grey Graniteware.

Colonial Imperial, Pearl, list plus 2½% advance.

Premier, Canada, Diamond, plus 40%

Whitewear, 22½% off.

Japanned Ware, list, plus 45%

Japanned Ware, white, list plus 57½%

Japanned Sprinklers, list plus 45%.

Stamped Ware, plain, 20-10-2½% discount.

Stamped Ware, retinned, 15-5-5%

Pieced Tinware, ordinary, list plus 90%

Pieced Tinware, copper bottoms, list plus 105%

Sheetiron Ware, list plus 72½%.

Light Galvanized Pails, plus 31½%.

Tubs—
Light, plus 31½%.
Heavy, 62½%
Pails and Tubs, plus 72½%
Jap. Coal Hods, list plus 92½%
Galvanized Coal Hods, list plus 102½%

WASHERS—

Size	Case lots	Less
3-16 in.	15 50	$16 00
¼ in.	13 70	14 20
5-16 in.	12 90	13 40
⅜ in.	12 00	12 50
7-16 in.	11 30	11 80
½ in.	10 90	11 40
9-16 in.	10 80	11 30
⅝ in.	10 70	11 20
¾ in.	10 60	11 10
⅞ in.	10 50	11 00
1 in.	10 50	11 00
1⅛ in.	10 50	11 00
1¼ in.	10 70	11 20
1⅜ in.	10 70	11 20
1 7-16 in.	10 70	11 20
1½ in.	10 70	11 20

WASTE

Cream, polishing	0 24½

WHITE

XXX Extra	$0 21
XX Grand	0 20
XLCR	0 19
X Empire	0 17½
X Press	0 16

COLORED

Fancy	$0 17½
Lion	0 16
Standard	0 14½
Popular J	0 13
Keen	0 11½

Above lines subject to trade discount for quantity.

WEIGHTS, SASH	**Per 100 lbs.**
Sectional	$7 50
Solid	7 00

WELL WHEELS	**Doz.**
Cast, covered, 8 in.	$11 60
Cast, plain, 10 in.	15 60
12 in.	18 85
14 in	24 00

WHEELBARROWS	**Each**
U. S.	$ 6 60
General purpose	7 90
Stone	13 75
Navvy, doz.	105 00

WIRE — BARB

Lyman, 4-point, $5.00 Winnipeg; Glidden Cattle, 2-pt., $4.80 Winnipeg; Baker, 2-pt., $4.70 Winnipeg; plain twist, cwt., Winnipeg, $7.00 100 lbs.; galvanized, Winnipeg, No. 9, $7.80; No. 12, $8.05; coil spring, plain, Winnipeg, No. 9, $6.30; No. 12, $6.50.

Patented screen in 100-ft. rolls. $3.50 per 100 sq. feet.

WIRE — PLAIN

Bale ties, 14-gauge, single loop, $7.10 Winnipeg, $6.45 Fort William.

Brass snare wire, per lb., 90c.

WIRE — ANNEALED

No. 9, $6.00; No. 10, $6.06; No. 12, $6.20; No. 14, $6.40; No. 15, $6.55; No. 16, $6.70 per 100 lbs.

WRENCHES — NUT

Agricultural—	
6-inch	$ 9 00
8-inch	10 80
10-inch	12 60
12-inch	16 20
15-inch	21 60
Perfect Handle—	
6 inch	15 00
8 inch	17 50
10 inch	.....
12 inch	.....
15 inch	.....
18 inch	.....

WRENCHES—PIPE

Trimo—30% off list.
Stillson—30% off list.

	— Dozen—	
Always Ready	**Black**	**N. P**
No. 1	$4 60	$ 5 00
No. 2	6 30	6 75

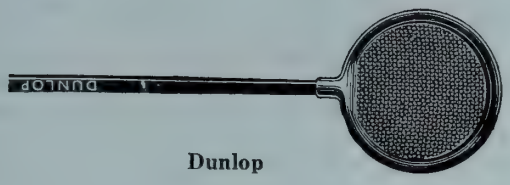
WRINGERS, CLOTHES	**Doz**
Universal	$49 50
New Eze	76 50
Regent	69 00

The Trade Mark behind the "Hardware House of Quality"

DIAMOND A BRAND — ASHDOWN'S GUARANTEE

The Largest Wholesale Hardware Dealers in Canada

Fly Swatters Screen Doors Window Screens



Dunlop



Canada



Fly Swatters in several styles are offered: The Dunlop, "B-B." and Canada. Dunlop is made of 2-ply, non-rusting, flexible joint screen, with a pliable rubber cushion around entire edge (both sides). B.B. and Canada are also well made. Canada is a lower-priced article. You haven't much time to spare; order now and be in on these good sales.



Kasement Screen Doors. Each door has 22 genuine mortise and tenon joints. They are well made and hang trim, neat and straight as a die long after the house exterior grows weather-beaten and aged. Called "Kasement" because they overlap the door instead of hanging between the casing. Will not sag or warp. Guaranteed. This is a sure good seller.

Window Screens. These excellent screens are perfectly adjustable; made of hardwood; oil finished; edges of wire cloth entirely covered with wood; angle irons fit closely to wire, leaving no space for flies to enter. The perfect adjustment is obtained by means of double, dove-tailed tongues. This is a good, seasonable item and one that you should have now.

Other Screen Doors. These are excellent doors of kiln-dried pine, hardwood dowels, glued joints. Finished in grained quartered oak. Stiles ⅞ x 4 inches. We also offer a little better grade door to similar specifications and a higher-priced door in kiln-dried, clear pine, filled and varnished.



Good Business Follows Seasonable Displays

You should lose no time in ordering your screen doors, window screens, and fly swatters. There are many indications of an early Spring and that means early sales for you — if you're ready. Good, well-planned displays of these goods, made a little in advance of the actual need for these products, will ripen up your prospects. It will turn their minds to their needs in this line, and not only stimulate, but actually create, good profitable business for you.

The J. H. Ashdown Hardware Co., Limited

Winnipeg, Canada

Calgary **Saskatoon**

If interested tear out this page and place with letters to be answered.

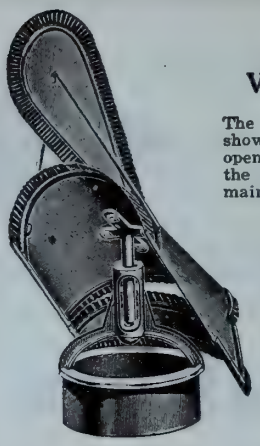


You can tell an Arnettized Store as soon as you enter it, because its arrangement and display are the utmost in store efficiency.

Write us for illustrated catalog and details of Arnett Service for your store.

Thomas Lewis Arnett
SOURIS, MAN.





O-Rib-O
Volcano Chimney Top

The Deflector — the lower slanting part shown — receives wind through the sloped opening, directing it over the chimney on the "blow-pipe" principle, creating and maintaining a continuous draft.

Cures the worst chimneys, and closes sales with a bang. Homes, stores, churches, factories are all your prospects.

Order to-day.

O-Rib-O
Manufacturing Co.
Winnipeg, Manitoba

"Dazee Brand" Woodenware

Buy Western-made Washboards, Step Ladders, Bake Boards, Ironing Boards, Clothes Horses, Tub Stands, etc. For sale by all jobbers. We guarantee the quality will please you. If jobber does not supply you write us direct.

The Brett Mfg. Co., Limited
WINNIPEG, MAN.

When Writing to Advertisers
Kindly Mention this Paper

Just a few words about Hardware and Metal

HARDWARE AND METAL is Canada's national hardware weekly and has been published every Saturday since 1888 by the MacLean Publishing Co., Toronto, who publish fifteen papers.

HARDWARE AND METAL'S circulation is national, and has been audited by the Audit Bureau of Circulations.

HARDWARE AND METAL is edited by a staff of editors who have had practical hardware experience.

HARDWARE AND METAL'S weekly market service is one of its strongest features. Our reports are used as a basis for Canadian Government's annual report on wholesale prices.

Write to any 100 retail hardware dealers in Canada, asking them "Do you subscribe to HARDWARE AND METAL?"

If you will do this, you will use HARDWARE AND METAL too, for it is better than any other medium in Canada, gets your proposals home to the men of value to you as sellers of your goods.

***HARDWARE AND METAL*---Montreal, Toronto, Winnipeg**

If interested tear out this page and place with letters to be answered.

Why has Hardware and Metal Such a Large Western Canada Circulation?

There are many reasons why Hardware and Metal covers Western Canada as thoroughly as the other parts of the Dominion. Some of the outstanding reasons are:—

Hardware and Metal is the *only* hardware paper giving a weekly market service from Winnipeg.

Hardware and Metal is the *only* hardware paper giving a weekly news section for Western Canada.

Hardware and Metal is the *only* hardware publication giving the trade in Western Canada a weekly market service from Montreal, Toronto, London and Pittsburgh — and Westerners are even more interested than any others in the activities in the primary markets of the East.

Hardware and Metal is the *only* publication in Canada giving the Western hardware trade a weekly service covering the activities of the hardware trade in a National way.

Hardware and Metal is the *only* hardware publication giving the Western Canada trade a weekly market service on paints, oils, varnishes, etc.

Hardware and Metal is the *only* hardware publication giving the trade any Western Canada weekly information regarding, "What Other Merchants Are Doing," Legislation, New Hardware Goods, Illustrated Articles on Display, Advertising, Etc.

Hardware and Metal during the twelve months of the year, supplies the Western Canada hardware trade with more market information, more new goods information, publishes more illustrations of window displays, store interiors, and retailers' advertisements than all the other Canadian hardware trade publications combined.

Incidentally, Hardware and Metal is the *only* hardware trade publication in Canada that will supply you with an Audit Bureau of Circulations statement, thus proving what it really has in the way of circulation in Western Canada.

MORAL—*If you are interested in Western Canada trade, advertise in the paper that is read by the Westerners and has gained its present dominating position in the West, as well as in other parts of Canada through 33 years of honest effort to give the trade each week the best in hardware trade newspaper service.*

HARDWARE AND METAL

"Canada's National Hardware Weekly"

143 University Avenue, Toronto, Canada

Montreal Branch, Southam Building **Winnipeg Branch, Union Trust Building**

Published every Saturday since 1888. The only weekly hardware paper in Canada and the only hardware paper in Canada that gives you a circulation statement audited by the Audit Bureau of Circulations.

THE BUYERS' GUIDE

If what you want is not here, write us, and we will tell you where to get it. Let us suggest that you consult also the advertisers' index, facing the inside back cover, after having secured advertisers' names from the directory. The information you may desire may be found in the advertising pages. This department is maintained for the benefit and convenience of our readers. The insertion of advertisers' headings is gladly undertaken, but does not become part of any advertising contract.

ABRASIVES
The Carborundum Co., Niagara Falls, N.Y.
Canadian Hart Products Ltd., Hamilton, Ont.
The Cleveland Stone Co., Cleveland, Ohio.

AGRICULTURAL PRODUCTS
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

AIR COCKS
James Morrison Brass Mfg. Co., Ltd., Toronto.

ALUMINUM
British Aluminium Co., Toronto.
Canada Metal Co., Toronto.
A. C. Leslie & Co., Montreal.

ALUMINUM CASTINGS
The Toronto Lock Mfg. Co., Toronto.

ALUMINUM WARE
The Aluminum Goods Mfg. Co., Manitowoc, Wis.
The Aluminum Specialties Co., Ltd., Toronto.
The Aluminium Ware Mfg. Co., Oakville, Ont.
Buncher & Haseler, Ltd., Birmingham, Eng.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Landers, Frary & Clark, New Britain, Conn.
McLain, The Louis, Co., Toronto.
Napper & Davenport, Birmingham, Eng.
W. D. Shambrook & Co., Hamilton.
E. T. Wright & Co., Limited, Hamilton, Ont.

AMMUNITION
The Dominion Cartridge Co., Ltd., Montreal, Que.
Dupont Powder Co., Wilmington, Del.

ANVILS
Thos. Davidson Mfg. Co., Ltd., Montreal.

ARMS
The Fraser Co., Agents B.S.A., Montreal, Que.
Savage Arms Corpn., Utica, N.Y.

ART GLASS
Hobbs Mfg. Co., Montreal, Que.
Ontario Plate Glass, Ltd., The, Hamilton, Ont.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
The Toronto Plate Glass & Importing Co., Toronto.

ASBESTOS
Wm. J. Brown, Montreal, Que.

AUTO ACCESSORIES, EQUIPMENT AND SUPPLIES (JOBBERS)
Hyslop Bros., Toronto.
Samuel Trees & Co., Ltd., Toronto.

AUTO ACCESSORIES, EQUIPMENT AND SUPPLIES (MANUFACTURERS)
Adams & Elting Co., Toronto.
Ames, Holden, McCready, Limited, Montreal.
The Armeroid Co., Toronto.
The Air-Tite Mfg. Co., St. Thomas, Ont.
Boston Varnish Co., Everett Station, Boston, Mass.
Burgess-Norton Mfg. Co., Geneva, Ill.
Canada Cycle & Motor Co., Ltd., Weston, Ont.
Canadian National Carbon Co., Toronto.
Canadian Winkley Co., Ltd., Windsor, Ont.
Cannon Oiler Co., Keithsburg, Ill.
The Carborundum Co., Niagara Falls, N.Y.
Canada Dry Cells, Ltd., Winnipeg.
The Chicago Flexible Shaft Co., Chicago, Ill.
The Dominion Chain Co., Ltd., Niagara Falls, Ont.
The Dustbane Mfg. Co., Ottawa, Ont.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
The Eclipse Mfg. Co., Indianapolis, Ind.
Goodell-Pratt Co., Greenfield, Mass.
Gutta Percha & Rubber, Ltd., Toronto.
The Hamilton Cotton Co., Limited, Hamilton, Ont.
Will. B. Lane, Chicago, Ill.
Ren Automotive Supply Mfg. Co., Preston, Ont.
Smith & Hemenway Co., Inc., Irvington, N.J.
Trimont Mfg. Co., Roxbury, Mass.
Wilkinson & Kompass, Hamilton.
J. H. Williams & Co., Ltd., St. Catharines, Ont.

AUTOMATIC SCREW MACHINE PRODUCTS
Burgess-Norton Mfg. Co., Geneva, Ill.

AUTOMOBILE PARTS
Burgess-Norton Mfg. Co., Geneva, Ill.
Canada Foundries & Forgings, Ltd., Welland, Ont.

AXES
Burgess-Norton Mfg. Co., Geneva, Ill.
Can. Foundries and Forgings, Ltd., Brockville, Ont.
Shurly-Dietrich Co., Ltd., Galt, Ont.

BABBITT METAL
Canada Metal Co., Toronto.
Great Western Smelting & Refining Co., Limited, Vancouver, B.C.
Hoyt Metal Co., Toronto.
United Brassfounders & Engineers, Limited, Manchester, Eng.

BAIT, FISHING
Allcock, Laight & Westwood Co., Toronto, Ont.

BARB WIRE
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.

BARREL COVERS
E. B. Eddy Co., Hull, Que.

BATTERIES, DRY
Burgess Batteries Ltd., Winnipeg, Man.
Canadian National Carbon Co., Ltd., Toronto.
Canada Dry Cells Ltd., Winnipeg.

BATTERIES, FLASHLIGHT
Burgess Batteries Ltd., Winnipeg, Man.
Canadian National Carbon Co., Ltd., Toronto.

BATHS, ENAMELLED AND COPPER
Canada Metal Co., Toronto.

BATHROOM FIXTURES
The Gendron Mfg. Co., Ltd., Toronto.
Landers, Frary & Clark, New Britain, Conn.

BALE TIES
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
Laidlaw Bale-Tie Co., Limited, Hamilton, Ont.

BELTING, TRANSMISSION, ELEVATOR AND CONVEYOR
The Dominion Belting Co., Ltd., Hamilton, Ont.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Ltd., Toronto.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

BELTING, STITCHED COTTON DUCK
Dominion Belting Co., Hamilton, Ont.

BELTING, RUBBER
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Ltd., Toronto.

BENDS, BRASS, IRON AND LEAD
Jas. Morrison Brass Mfg. Co., Toronto.

BEVELS
Brown & Sharpe Mfg. Co., Providence, R.I.
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
L. S. Starrett Co., Athol, Mass.

BIBBS, BASIN AND BATH COCKS, COMPRESSION
Jas. Morrison Brass Mfg. Co., Toronto.
United Brassfounders & Engineers, Limited, Manchester, Eng.

BIBBS, BASIN AND BATH COCKS, FULLER
Jas. Morrison Brass Mfg. Co., Toronto.

BOLTS AND NUTS
London Bolt & Hinge Works, London, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Stanley Works, The, New Britain, Conn.
Wilkinson & Kompass, Hamilton.

BOLTS, EYE
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man
J. H. Williams & Co., Ltd., St. Catharines, Ont.

BOLTS, FLUSH
The Toronto Lock Mfg. Co., Toronto.

BORING BARS
J. H. Williams & Co., Ltd., St. Catharines, Ont.

BOOTS, RUBBER
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

BOOT CALKS AND TOOLS
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

BOX OPENING TOOLS
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

BOXES, TIN
A. R. Whittall Can Co., Ltd., Montreal.

BRADS, WIRE
The Western Wire & Nail Co., London, Ont.

BRASS CASTINGS AND GOODS
Canada Metal Co., Toronto.
Jas. Cartland & Sons, Ltd., Birmingham, Eng.
Jas. Morrison Brass Mfg. Co., Toronto.
Stratford Brass Co., Ltd., Stratford, Ont.
Frederick Giles & Sons, Birmingham, England.
The Toronto Lock Mfg. Co., Toronto.
United Brassfounders & Engineers, Limited, Manchester, Eng.

BRASS SHEETS AND RODS
A. C. Leslie & Co., Montreal.
Canada Metal Co., Toronto.
Graham Nail Works, The, Toronto.
Laidlaw Bale Tie Co., Hamilton.
Stanley Works, The, New Britain, Conn.

BARN DOOR HANGERS
Beatty Bros., Limited, Fergus, Ont.
Canada Steel Goods Co., Hamilton, Ont.
N. Slater Co., Limited, Hamilton, Ont.
The Stanley Works, New Britain, Conn.
Taylor-Forbes Co., Guelph, Ont.

BASKETS
Walter Woods & Co., Hamilton, Ont.

BEARINGS
Burgess-Norton Mfg. Co., Geneva, Ill.

BLACK LEAD
John Oakey & Co., Ltd., London, Eng.

BLASTING SUPPLIES
Dupont Powder Co., Wilmington, Del.

BOX STRAPPING
The Stanley Works, New Britain, Conn.

BITS, AUGER
E. C. Atkins & Co., Hamilton, Ont.
Millers Falls Company, Millers Falls, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Rule & Level Co., New Britain, Conn.
Wilkinson & Kompass, Hamilton.
Whites Limited, Collingwood, Ont.

BITS, FORSTNER
Progressive Mfg. Co., Torrington, Conn.

BITS, EXTENSION
Millers Falls Company, Millers Falls, Mass.

BICYCLES
Canada Cycle & Motor Co., Toronto.
Hyslop Bros., Ltd., Toronto.

BICYCLE PARTS
Burgess-Norton Mfg. Co., Geneva, Ill.

BIRCH SEATS
Canadian Veneering Co., Montreal, Que.

BRACKETS, SHELF
Canada Steel Goods Co., Hamilton.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Stanley Works, New Britain, Conn.

BRACES
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
The Peck, Stow & Wilcox Co., Southington, Conn.
Vaughan & Bushnell, Chicago, Ill.

BRAKES
Canada Cycle & Motor Co., Ltd., Toronto, Ont.

BRAKE LINING
The Hamilton Cotton Co., Limited, Hamilton, Ont.

BRASS FITTINGS AND RODS
James Morrison Brass Mfg. Co., Ltd., Toronto.

BREAD AND CAKE MAKERS
Thos. Davidson Mfg. Co., Ltd., Montreal.
Landers, Frary & Clark, New Britain, Conn.

BREAST DRILLS
Stanley Rule & Level Co., New Britain, Conn.
Goodell-Pratt Co., Greenfield, Mass.

BRONZE CASTINGS
The Toronto Lock Mfg. Co., Toronto.
United Brassfounders & Engineers, Limited, Manchester, Eng.

BRUSH AND BROOM MANUFACTURERS
The Boeckh Company, Ltd., Toronto.
Meakins & Sons, Ltd., Hamilton.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Ltd., Port Elgin, Ont.
Walter Woods & Co., Hamilton.

BRUSHES, SHAVING, MANUFACTURERS
The Boeckh Company, Limited, Toronto, Ont.
Meakins & Sons, Limited, Hamilton, Ont.
Rubberset Co., Ltd., Toronto, Ont.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.

BRUSHES, FLOOR, MANUFACTURERS
The Boeckh Company, Limited, Toronto, Ont.
Meakins & Sons, Ltd., Hamilton, Ont.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.

BRUSHES, GENERAL, MANUFACTURERS
The Boeckh Company, Limited, Toronto, Ont.
Meakins & Sons, Ltd., Hamilton, Ont.
T. S. Simms & Co., Ltd., Fairville, St. John, N B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.

BRUSHES, SCRUB, SHOE AND STOVE MANUFACTURERS
The Boeckh Company, Limited, Toronto, Ont.
Meakins and Sons, Limited, Hamilton, Ont.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.

BUILDING PAPERS
The Barrett Co., Ltd.
D. J. Ladd & Co., Winnipeg, Man.
Alex. McArthur & Co., Montreal, Que.

BURLAP, DECORATIVE WALL
The Dominion Oilcloth & Linoleum Co., Ltd., Montreal.

BUSINESS MACHINES
The International Business Machines Ltd., Toronto.
The National Cash Register Co., Toronto.

BUTTONS, ELECTRIC PUSH
The Toronto Lock Mfg. Co., Toronto.

BUTTER MOLDS
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
Walter Woods & Co., Hamilton, Can.

BUTTER WORKERS
Beatty Bros., Ltd., Fergus, Ont.

BUTTS AND HINGES
Canada Foundries & Forgings, Brockville, Ont.
Canada Steel Goods Co., Hamilton.
Caverhill, Learmont & Co., Montreal.
Chicago Spring Butt Co., Chicago, Ill.
The Stanley Works, New Britain, Conn.
The Toronto Lock Mfg. Co., Toronto.
Whites Limited, Collingwood, Ont.

BURRS
The Stanley Works, New Britain, Conn.
Parmenter & Bulloch, Gananoque.

Barrett Roofings, Cements Industrial Paints etc.

First Sales *Easy*—Repeat Sales *Sure*

When you handle Barrett Products you are aided by two strong selling forces:

(1) Our big national advertising campaign in the leading newspapers, farm journals and technical magazines. This advertising is creating new business for Barrett Dealers in every city, town and village throughout the Dominion.

(2) The high quality of the products themselves. This *keeps* the business. The railroads, the large industrial concerns, and many thousands of individual users know from their own experience that the Barrett trade-mark stands for sure dependability and sound economy.

Are you carrying *all* these famous Barrett Products?

Take up your pencil and check this list.

- [ ] Everlastic "Rubber" Roofing
- [ ] Everlastic Liquid Roofing Cement
- [ ] Plastic Elastigum Patching Cement
- [ ] Liquid Elastigum
- [ ] Everjet Elastic Carbon Paint
- [ ] Creonoid (Fly Oil) Lice Destroyer and Cow Spray

The demand for these products far exceeds the demand for any similar products on the Canadian market. Their sale is increasing by leaps and bounds. Don't miss the opportunity to cash in on this big and growing demand.



The Barrett Company LIMITED

MONTREAL TORONTO ST. JOHN, N.B.
WINNIPEG VANCOUVER HALIFAX, N.S.

If interested tear out this page and place with letters to be answered.

THE BUYERS' GUIDE

BUILDERS' BRASS FOUNDRY
Frederick Giles & Sons, Birmingham, England.

BUILDERS' CASTINGS OF ALL KINDS
The Katie Foundry Co., Galt, Ont.

BUILDERS' HARDWARE
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Canada Steel Goods Co., Hamilton, Ont.
Jas. Cartland & Son, Ltd., Birmingham, Eng.
Chicago Spring Butt Co., Chicago, Ill.
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.
N. Slater Co., Limited/ Hamilton, Ont.
Stanley Davies, Weston, Ont.
The Stanley Works, New Britain, Conn.
Stratford Brass Co., Ltd., Stratford, Ont.
The Toronto Lock Mfg. Co., Toronto.
Whites Limited, Collingwood, Ont.

BUILDERS' SUPPLIES
The Barrett Co., Ltd.

BUMPERS, RUBBER
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

CABINET HARDWARE
Stratford Brass Co., Ltd., Stratford, Ont.

CALKS, BOOT
The Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

CALIPERS AND DIVIDERS
Brown & Sharpe Mfg. Co., Providence, R.I.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

CALIPER GAUGES
J. H. Williams & Co., Ltd., St. Catharines, Ont.

CAMP FURNITURE AND GOODS
The Woods Mfg. Co., Ltd., Ottawa, Ont.

CANOES
The Canadian Canoe Co., Ltd., Peterborough, Ont.
The Peterborough Canoe Co., Ltd., Peterborough, Ont.

CANS
The A. R. Whittall Can. Co., Ltd., Montreal.

CANS, OIL
Cannon Oiler Co., Keithsburg, Ill.

CAN OPENERS
The United Royalties Corp., New York, N.Y.

CARBON REMOVER
The Dustbane Mfg. Co., Ottawa, Ont.

CARBORUNDUM
Carborundum Co., Niagara Falls, N.Y.
The Canadian Hart Products Ltd., Hamilton, Ont.

CARRIAGE HARDWARE
Stratford Brass Co., Ltd., Stratford, Ont.
Wilkinson & Kompass, Hamilton, Ont.

CARPET, SWEEPERS
Bissell Carpet Sweeper Co., of Canada, Ltd., Niagara Falls, Ont.
Walter Woods & Co., Hamilton.

CARRIERS, HAY
Beatty Bros., Ltd., Fergus, Ont.

CARTRIDGES
Dominion Cartridge Co., Ltd., Montreal.

CASEMENT FASTENINGS AND FITTINGS
Frederick Giles & Sons, Birmingham, Eng.

CASTERS
Canada Foundries & Forgings, Ltd., Brockville.
The Toronto Lock Mfg. Co., Toronto.

CATCHES, SCREEN DOOR
Burgess-Norton Mfg. Co., Geneva, Ill.

CEMENT
The Barrett Co., Ltd.

CEMENT, RUBBER
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

CEMENT, ROOFING
The Barrett Co., Ltd.
Geo. W. Reed & Co., Ltd., Montreal, Que.

CHAINS, CUT-LINK
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.

CHAINS (TIRE)
The Dominion Chain Co., Niagara Falls, Ont.

CHAIN PIPE WRENCHES
J. H. Williams & Co., Ltd., St. Catharines, Ont.

CHAIR SEATS
Canadian Veneering Co., Acton Vale, Que.

CHISELS, CAPE, COLD, ETC.
Brown-Boggs Co., Ltd., Hamilton, Ont.
Goodell-Pratt Co., Greenfield, Mass.
The Peck, Stow & Wilcox Co., Southington, Con..
Stanley Rule & Level Co., New Britain, Conn.
The Toronto Lock Mfg. Co., Toronto.
The Warren Tool & Forge Co., Warren, Ohio.

CHECKING FLOOR HINGES
Chicago Spring Butt Co., Chicago, Ill.
The Toronto Lock Mfg. Co., Toronto, Ont.

CHOPPERS, FOOD
F. W. Lamplough & Co., Montreal, Que.
Landers, Frary & Clark, New Britain, Conn.

CHOPPERS, ICE
Burgess-Norton Mfg. Co., Geneva, Ill.

CHUCKS
Goodell-Pratt Co., Greenfield, Mass.

CHUCKS, TAP
Greenfield Tap & Die Corp. of Canada, Ltd., Galt, Ont.

CHURNS, HAND AND POWER
Beatty Bros., Ltd., Fergus.
J. J. Blow, London, Eng.
The Dazey Churn Co., St. Louis, Mo.
Dowswell, Lees Co., Hamilton.
Landers, Frary & Clark, New Britain, Conn.
Maxwells, Ltd., St. Marys, Ont.
Walter Woods & Co., Ltd., Hamilton, Ont.

CHURN, MIXER
The United Royalties Corp., New York, N.Y.

CLAMPS, "C"
J. H. Williams & Co., Ltd., St. Catharines, Ont.

CLAMPS, MITRE AND DRAW
Burgess-Norton Mfg. Co., Geneva, Ill.

CLAMPS
Canada Foundries & Forgings, Ltd., Brockville

CLEAVERS
Burgess-Norton Mfg. Co., Geneva, Ill.
J. H. Williams & Co., Ltd., St. Catharines, Ont.

CLEAN-OUT DOORS
The Katie Foundry Co., Galt, Ont.

CLEVISES, MALLEABLE
The International Malleable Iron Co., Ltd., Guelph.

CLIPPERS, HORSE
The Flexible Shaft Co., Limited, Toronto.

CLIPPERS, HORSE AND COW
The Flexible Shaft Co., Ltd., Toronto.

CLOCKS
The New Haven Clock Co., New Haven, Conn.
The Western Clock Co., Peterborough, Ont.

CLOSET SEATS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Canadian Veneering Co., Acton Vale, Que.

CLOTHES DRYERS
The Aero Mfg. Co., Ltd., Sherbrooke, Que.
Dowswell Lees & Co., Ltd., Hamilton, Ont.

CLOTHES LINE (WIRE)
The Western Wire & Nail Co., London, Ont.

CLOTHES LINE REELS
The United Royalties Corp., New York, N.Y.

CLOTHES PINS
Wm. Cane & Sons, Ltd., Newmarket, Ont.

CLOTHES RACKS
Walter Woods & Co., Ltd., Hamilton, Ont.

CLOTHES REELS
The Katie Foundry Co., Galt, Ont.

CLOTHES WASHERS AND WRINGERS, ELECTRIC
Beatty Bros. Limited, Fergus, Ont.

COLLAR PADS
American Pad & Textile Co., Chatham.

COFFEE PERCOLATORS AND URNS
Landers, Frary & Clark, New Britain, Conn.

CORRUGATED FASTENERS
The Stanley Works, New Britain, Conn.

CONVEYORS, OVERHEAD
Beatty Bros., Ltd., Fergus, Ont.

COAL CHUTES
The Katie Foundry Co., Galt, Ont.

COAL HODS
Thos. Davidson Mfg. Co., Montreal, Que.

COBBLERS' SETS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Katie Foundry Co., Galt, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

CONCRETE REINFORCING TWISTED SQUARES
Burlington Steel Co., Ltd., Hamilton, Ont.

CONDENSATION UNITS
The Westco Pumps Ltd., Toronto.

CONDUCTOR PIPE, HOOKS, HEADS, ETC.
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Wheeler & Bain, Toronto.

CONNECTING RODS
J. H. Williams & Co., Ltd., St. Catharines, Ont.

COOKING WARE, GLASS
The Corning Glass Works, Corning, N.Y.

COPING SAWS
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

CORK CARPETS
The Dominion Oilcloth & Linoleum Co., Limited, Montreal, Que.

COTTON GLOVES
American Pad & Textile Co., Chatham.

COTTER PINS
James Austin & Sons, Ltd., London, Eng.

CORDAGE
The Aero Mfg. Co., Ltd., Sherbrooke, Que.
Consumers Cordage Co., Montreal and Halifax.
Doon Twines Ltd., Kitchener, Ont.
Plymouth Cordage Co., Welland, Ont., and North Plymouth, Mass.

CORNERS, CHEST
The Brainerd Mfg. Co., East Rochester, N.Y.

COUNTERS
Thomas Lewis Arnett, Souris, Man.

COUNTER-SINKS
Goodell-Pratt Co., Greenfield, Mass.

COUPLINGS, PUMP ROD
Edward E. Johnson Inc., St. Paul, Minn.

CRANK SHAFTS
J. H. Williams & Co., Ltd., St. Catharines, Ont.

CROWBARS
B. J. Coghlin & Co., Montreal.
The Warren Tool & Forge Co., Warren, Ohio.

CULTIVATORS
C. S. Norcross & Sons, Bushnell, Ill.

CULVERTS, METAL
The Pedlar People Ltd., Oshawa, Ont.

CURTAIN POLE FITTINGS
G. B. Birch & Co., Birmingham, Eng.

CUTLERY
Adcock & Brewer, Ltd., Montreal, Que.
The Acme Shear Co., Bridgeport, Conn.
Bridgeport Hdwe. Co., Bridgeport, Conn.
Burgess-Norton Mfg. Co., Geneva, Ill.
Geo. Butler & Co., Ltd., Sheffield, Eng.
The Canadian Wm. A. Rogers Co., Ltd., Toronto.
G. L. Cohoon, Montreal.
Thos. Ellin & Co., Ltd., Sheffield, Eng.
Fred. Ellis & Son, Sheffield, Eng.
Geneva Cutlery Co., Geneva, N.Y.
James Hutton & Co., Montreal, Que.
Jonathan Crookes & Son, Ltd., Sheffield, Eng.
F. W. Lamplough & Co., Montreal, Que.
Landers, Frary & Clark, New Britain, Conn.
A. Macfarlane & Co., Ltd., Montreal, Que.
Oneida Community, Ltd., Oneida, N.Y.
Wm. Rogers Mfg. Co., Niagara Falls, Ont.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
Wiebusch & Hilger, New York.
Marples & Co., Sheffield, England.

CUTTERS
A. S. and A. L. Brown & Co., Montreal, Que.
Butterfield & Co., Inc., Rock Island, Que.
Trimont Mfg. Co., Roxbury (Boston, Mass.)

CUSPIDORS
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.

DAIRY PAILS
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.

DAMPERS, STOVE PIPE
Can. Foundries & Forgings, Brockville, Ont.

DESKS, SCHOOL
Can. Foundries & Forgings, Brockville, Ont.

DIAPHRAGMS, RUBBER
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Ltd., Toronto.

DIES, STOCKS, ETC.
Butterfield & Co., Rock Island, Que.
Can. Foundries & Forgings, Ltd., Welland, Ont.
Greenfield Tap & Die Corporation, Galt, Ont.

DISH WASHER, ELECTRIC
The Hurley Machine Co., Limited, Toronto.

DISPLAY RACKS AND STANDS
Cameron & Co., Toronto.

DOG HARDWARE
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.

DOORS
Kasement Skrene Dore Co., Toronto, Ont.
Sanderson-Harold Co., Ltd., Paris, Ont.

DOOR BELLS
The Toronto Lock Mfg. Co., Toronto, Ont.

DOOR BOLTS
Canada Steel Goods Co., Hamilton, Ont.
The Stanley Works, New Britain, Conn.

DOOR KNOBS
Cartland & Son, Ltd., James, Birmingham, Eng.
Stanley Davies, Weston, Ont.
Frederick Giles & Sons, Birmingham, England.
The Toronto Lock Mfg. Co., Toronto, Ont.

DOOR CHECKS
The Toronto Lock Mfg. Co., Toronto, Ont.

DOOR HANGERS
Can. Foundries & Forgings, Ltd., Welland, Ont.
Can. Steel Goods Co., Hamilton, Ont.
N. Slater Co., Limited, Hamilton, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

DOOR SPRINGS
Jas. Cartland & Son, Ltd., Birmingham, Eng.
Chicago Spring Butt Co., Chicago, Ill.
The Kasement Skrene Dore Co., Toronto, Ont.

DOOR PULLS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Kasement Skrene Dore Co., Toronto, Ont.
Stratford Brass Co., Ltd., Stratford, Ont.

DOOR STRIP
Atlas Iron, Wire & General Metal Works, Toronto.
The Peck, Stow & Wilcox Co., Southington, Conn.

DRAINERS, CELLAR
James Morrison Brass Mfg. Co., Ltd., Toronto, Ont.

DRILLS, BREAST
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
Millers Falls Company, Millers Falls, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.

DRILL CHUCKS
Goodell-Pratt Co., Greenfield, Mass.

DRILLS, BLACKSMITHS'
Can. Foundries & Forgings, Ltd., Brockville, Ont.

DRILLS
Butterfield & Co., Rock Island, Que.
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Rule & Level Co., New Britain, Conn.
The Toronto Lock Mfg. Co., Toronto, Ont.
Wilkinson & Kompass, Hamilton, Ont.
The Sheffield Twist Drill & Steel Co., Ltd., Sheffield, England.

DROP FORGINGS
Can. Foundries & Forgings, Ltd., Welland, Ont.
J. H. Williams & Co., Ltd., St. Catharines, Ont.

DRY COLORS
Brandram-Henderson, Montreal.
Canada Paint Co., Ltd., Montreal.
R. C. Jamieson & Co., Ltd., Montreal.
Sherwin-Williams Co., Ltd., Montreal.
A. Ramsay & Son Co., Montreal.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
G. F. Stephens & Co., Ltd., Winnipeg.
Martin-Senour Co., Ltd., Montreal.
McArthur Irwin, Ltd., Montreal.

DRY CELLS
Canada Dry Cells, Ltd., Winnipeg.
Canadian National Carbon Co., Toronto.

DUSTERS
Channell Limited, Toronto.

DYNAMITE
Canadian Explosives, Ltd., Montreal, P.Q.
Du Pont American Industries, Wilmington, Del.

EAVESTROUGH
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Wheeler & Bain, Toronto.

EGG BEATERS
Collette Mfg. Co., Collingwood.
The United Royalties Corp., New York., N.Y.

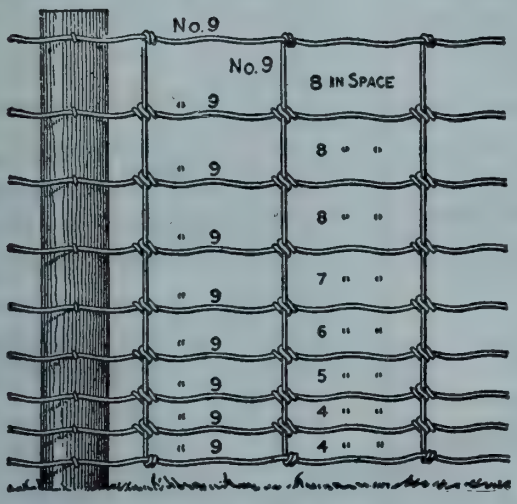
EGG CASES
Miller Bros. Co., Limited, Montreal.
Walter Woods & Co., Hamilton.

EGG CASE FILLERS
Miller Bros. & Co., Limited, Montreal.
Walter Woods & Co., Hamilton.

"IDEAL" WOVEN WIRE

MADE IN CANADA

FARM AND ORNAMENTAL FENCES



STYLE No. 950, HEAVY

The majority of Canadian farm-owners know that "Ideal" Farm Fence will give service—will last—and that "Ideal" is made as represented.

Illustrated folder, sent free on request, shows many different styles of "Ideal" Fence suitable for enclosing

HORSES, CATTLE, SHEEP, HOGS, POULTRY, RABBITS, ETC.

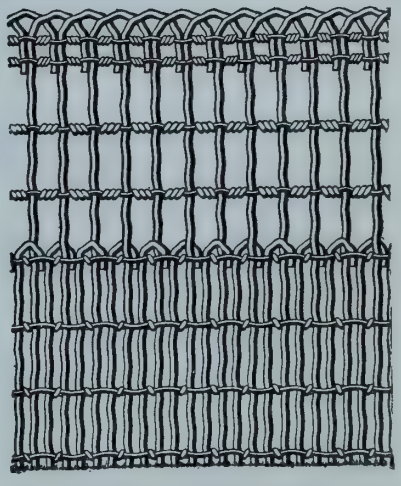
"IDEAL" ORNAMENTAL FENCE AND GATES

for

CHURCHES, SCHOOLS, PARKS CEMETERIES, LAWNS, Etc.

Made in a number of ornamental designs, in any height and in any length required, complete in the roll ready to erect.

Illustrated catalogue sent free on request.



STYLE 138, "IDEAL" LAWN FENCE

At all times we carry a large stock of "Ideal" Farm and Stock Gates, Barb Wire, Brace Wire, Fence Staples, Fence Stretchers, etc.

Also manufacturers of Cushion Springs and Cushion Spring Constructions for Furniture, Carriages, Automobiles, etc.

Ideal Fence & Spring Co. of Canada, Limited

1506-7 McDougall St. - Windsor, Ont., Canada

If interested tear out this page and place with letters to be answered.

THE BUYERS' GUIDE

EJECTORS AND SYPHONS
Jas. Morrison Brass Mfg. Co., Toronto.
United Brassfounders & Engineers, Limited, Manchester, Eng.

ELBOWS
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.

ELECTRIC APPLIANCES
The Canadian Westinghouse Co., Ltd., Hamilton, Ont.
The Equator Mfg. Co., Ltd., Hamilton, Ont.
The McClary Mfg. Co., London, Ont.
The National Electric Heating Co., Ltd., Toronto.
The Renfrew Electric Products Ltd., Renfrew, Ont.

ELECTRIC FANS
Canadian Westinghouse Co., Ltd., Hamilton, Ont.

ELECTRIC GRATES
Barton-Netting Co., Ltd., Windsor, Ont.

ELECTRIC LIGHTING SUPPLIES
The Barton-Netting Co., Ltd., Windsor, Ont.

ELECTRIC MOTORS AND GENERATORS
Canadian Westinghouse Co., Limited, Hamilton, Ont.

ELECTRIC SPECIALTIES
Canadian Westinghouse Co., Ltd., Hamilton, Ont.
Canadian National Carbon Co., Toronto.
Landers, Frary & Clark, New Britain, Conn.
National Electric Heating Co., Toronto.

ELECTRIC SUPPLIES
Canadian Westinghouse Co., Ltd., Hamilton, Ont.

ELECTROPLATE WARE
W. J. Anthony & Sons, Ltd., Bormingham, Eng.

EMERY GLASS AND PAPERS
John Oakey & Sons, London, Eng.

EMERY (GRAIN AND SHEETS)
James Hutton & Co., Montreal, Que.
John Oakey & Co., Ltd., London, Eng.

EMERY GRINDERS
Western Hardware Mfg. Co., Milwaukee, Wis.

EMERY WHEEL DRESSERS
Burgess-Norton Mfg. Co., Geneva, Ill.
The Canadian Hart Products Ltd., Hamilton, Ont.

ENAMELS
The Barrett Co., Ltd.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
Sturgeons, Ltd., Toronto.

ENAMEL, STOVE PIPE
The Deco-Tint Co., Montreal, Que.
Sanderson Pearcy & Co., Limited, Toronto, Ont.

ENAMELLED WARE
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
The McClary Mfg. Co., Ltd., London, Ont.
Sheet Metal Products Co. of Canada, Ltd., Toronto.
Republic Stamping & Enameling Co., Toronto.

ENGINES, GAS
The London Gas Power Co., Ltd., London, Ont.

EQUIPMENT, STORE
Thomas Lewis Arnett, Winnipeg.
Cameron & Co., Toronto.

ESCUTCHEON PINS
Parmenter & Bulloch Co., Ltd., Gananoque, Ont.

EXPLOSIVES
Canadian Explosives, Ltd., Montreal, P.Q.
Du Pont American Industries, Wilmington, Del.

EXTINGUISHERS, FIRE
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

FANLIGHT OPENERS
Jas. Cartland & Sons, Ltd., Birmingham, Eng.

FASTENERS, CASEMENT, STORM, SASH & SCREEN
Burgess-Norton Mfg. Co., Geneva, Ill.
Stanley Davies, Weston, Ont.
Stratford Brass Co., Ltd., Stratford, Ont.
The Stanley Works, New Britain, Conn.
The Toronto Lock Mfg. Co., Toronto.

FAUCETS, PETROLEUM
Can. Foundries & Forgings, Ltd., Brockville, Ont.

FEED BOXES
Can. Foundries & Forgings, Ltd., Brockville, Ont.

FEED COOKERS
Wheeler & Bain, Toronto.

FELTOL
The Dominion Oilcloth & Linoleum Co., Limited, Montreal, Que.

FELTS (TARRED AND CARPET)
The Barrett Co., Ltd.
D. J. Ladd & Co., Winnipeg, Man.
Alex. McArthur & Co., Montreal, Que.

FENCING AND GATES
Banwell-Hoxie Wire Fence Co., Hamilton.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.

FENCE POSTS
The Burlington Products, Ltd., Hamilton, Ont.
The Canadian Steel & Wire Co., Ltd., Hamilton.

FENCING, STAPLES AND HOOKS
The Western Wire & Nail Co., London, Ont.

FENCES, WOVEN WIRE, FARM AND ORNAMENTAL
Banwell-Hoxie Wire Fence Co., Hamilton.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
Wheeler & Bain, Toronto.

FILES
E. C. Atkins Co., Hamilton, Can.
G. & H. Barnett Co., Philadelphia, Pa.
Henry Disston & Sons, Limited, Toronto.
Nicholson File Co., Port Hope, Ont.
Simonds Canada Saw Co., Montreal.
Wilkinson & Kompass, Hamilton, Ont.

FILLERS
Boston Varnish Co., Everett St'n, Boston, Mass.
Sanderson Pearcy & Co., Limited, Toronto, Ont.

FIRE DOOR FITTINGS
N. Slater Co., Limited, Hamilton, Ont.
Taylor-Forbes Co., Guelph, Ont.
The Toronto Lock Mfg. Co., Toronto.

FIRE EXTINGUISHERS
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

FIRE DEPARTMENT SUPPLIES
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Ltd., Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.
United Brassfounders & Engineers, Limited, Manchester, Eng.

FIRE ESCAPES
The Dennis Wire & Iron Wks., Co., Ltd., London.

FIREPLACE FIXTURES, OPEN GRATES, BASKET GRATES

DAMPERS AND DUMPS
The Barton Netting Co., Ltd., Windsor, Ont.
The Toronto Lock Mfg. Co., Toronto.

FIREPLACE SCREENS
Canada Wire & Iron Goods Co., Hamilton, Ont.

FISHING TACKLE AND ACCESSORIES
Allcock, Laight & Westwood Co., Ltd., Toronto.
Marble Arms & Mfg. Co., Gladstone, Mich.

FLAGS
The Woods Mfg. Co., Ltd., Ottawa, Ont.

FLASHLIGHTS, ELECTRIC
Canadian National Carbon Co., Toronto.

FLATWARE
Oneida Community, Ltd., Oneida, N.Y.

FLOATS
Empire Level Mfg. Co., Milwaukee, Wis.

FLAT SWATERS
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

FOOD CHOPPERS
F. W. Lamplough & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.

FOOTBALLS
Jabez Cliff & Co., Ltd., Walsall, Eng.

FLINT CLOTHS
John Oakey & Sons, London, Eng.

FLOOR CHECKS, SINGLE OR DOUBLE
Chicago Spring Butt Co., Chicago, Ill.

FLOOR DRESSING
The Commercial Oil Co., Ltd., Hamilton, Ont.
Imperial Oil, Ltd., Toronto, Ont.
Sanderson Pearcy & Co., Limited, Toronto, Ont.

FLOOR STANDS
Jenkins Bros., Ltd., Montreal.

FOOT WARMERS
The Chicago Flexible Shaft Co., Chicago, Ill.

FLOOR WAX
The Deco-Tint Co., Montreal, Que.
S. C. Johnson & Sons, Inc., Brantford, Ont.

FORCE CUPS
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

FORGINGS
Can. Foundries & Forgings, Ltd., Welland, Ont.

FORGINGS, DROP
Can. Foundries & Forgings, Ltd., Welland, Ont.

FUNNELS
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.

FURNACES
Burrow Stewart & Milne, Ltd., Hamilton.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Empire Stove & Furnace Co., Ltd., Owen Sound, Ont.
The Enterprise Foundry Co,, Ltd., Sackville, N.B.
Findlay Bros., Ltd., Carleton Place, Ont.
The Galt Stove & Furnace Co., Ltd., Galt, Ont.
The Hall-Zryd Foundry Co., Ltd., Hespeler, Ont.
McClary Mfg. Co., Limited, London, Ont.
The Monitor Stove Co., Ltd., Toronto, Ont.
Jas. Stewart Mfg. Co., Ltd., Woodstock, Ont.

FURNITURE POLISH
Canada Paint Co., Ltd., Montreal.
Channel Limited, Toronto.
The Deco-Tint Co., Montreal, Que.
Imperial Oil, Ltd., Toronto, Ont.
Sherwin-Williams Co., Ltd., Montreal.

FUSES, ELECTRIC
Canadian Westinghouse Co., Limited, Hamilton.

FUSE WIRE
Canada Metal Co., Ltd., Toronto.

GALVANIZED PIPE
Canada Metal Co., Ltd., Toronto.

GALVANIZED STEEL SHEETS
Dominion Sheet Metal Co., Ltd., Hamilton, Ont.
A. C. Leslie & Co., Montreal.

GALVANIZED WARE
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
The McClary Mfg. Co., London, Ont.
Sheet Metal Products, Ltd., Toronto.

GALVANIZED STEEL SHEETS
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man

GALVANIZING
Thos. Davidson Mfg. Co., Ltd., Montreal.

GARDEN CULTIVATORS AND WEEDERS
C. S. Norcross & Sons, Bushnell, Ill.
Eureka Planter Co., Woodstock.

GARAGE HARDWARE
Canada Steel Goods Co., Hamilton, Ont.
N. Slater Co., Limited, Hamilton, Ont.
The Stanley Works, New Britain, Conn.

GARBAGE CANS
Thos. Davidson Mfg. Co., Ltd., Montreal.
Sheet Metal Products, Ltd., Toronto.
The Steel Trough & Machine Co., Ltd., Tweed, Ont

GAS WATER HEATERS
Jas. Morrison Brass Mfg. Co., Toronto.

GASKETS, RUBBER
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Gutta Percha & Rubber Ltd., Toronto.

GASOLINE
Imperial Oil Co., Ltd., Toronto, Ont.
The North Star Oil & Refining Co., Limited, Winnipeg.

GASOLINE TANKS AND PUMPS
S. F. Bowser Company, Ltd., Toronto, Can.
The Steel Trough & Machine Co., Ltd., Tweed, Ont

GATES, GALVANIZED
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.

GATES, STEEL AND WIRE
Banwell-Hoxie Wire Fence Co., Hamilton.

GAUGE COCKS, STANDARD AND HEAVY
The James Morrison Brass Mfg. Co., Ltd., Toronto.

GAUGES
Brown & Sharpe Mfg. Co., Providence, R.I.
Goodell Pratt Co., Greenfield, Mass.
Greenfield Tap and Die Corporation, Galt, Ont.
The James Morrison Mfg. Co., Ltd., Toronto.
L. S. Starrett Co., Athol, Mass.
Stanley Works Co., New Britain, Conn.
J. H. Williams & Co., Ltd., St. Catharines, Ont.

GENERAL RUBBER SPECIALTIES
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

GLASS BENDERS
Toronto Plate Glass Importing Co., Toronto.

GLASS, CARRIAGE
Hobbs Mfg. Co., Montreal, Que.
The Ontario Plate Glass, Ltd., Hamilton, Ont.

GLASS CUTTERS
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.

GLASS CUTTING BOARDS
The Lufkin Rule Co., of Canada, Ltd., Windsor.

GLASS, DOOR
The Consolidated Plate Glass Co. of Canada, Limited, Toronto.
Hobbs Mfg. Co., Montreal, Que.
The Ontario Plate Glass, Ltd., Hamilton, Ont.

GLASS, FANCY
The Consolidated Plate Glass Co. of Canada, Limited, Toronto, Ont.
Hobbs Mfg. Co., Montreal, Que.
The Ontario Plate Glass Ltd., Hamilton, Ont.

GLASS, WINDOW PLATE, ORNAMENTAL
The Consolidated Plate Glass Co. of Canada, Limited, Toronto.
Hobbs Mfg. Co., Montreal, Que.
Ontario Plate Glass, Ltd., Hamilton, Ont.
A. Ramsay, Son & Co., Montreal.
The Regina Plate Glass Co., Ltd., Regina, Sask.
The Saskatchewan Glass & Supply Co., Ltd., Moose Jaw, Sask.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
G. F. Stephens & Co., Ltd., Winnipeg.
Toronto Plate Glass Importing Co., Toronto.

GLAZIERS' DIAMONDS
A. Ramsay, Son & Co., Montreal.

GLOVES AND MITTS
American Pad & Textile Co., Ltd., Chatham, Ont.
The Hamilton Carhartt Co., Ltd., Toronto.

GLUE, SHEET AND GROUND
A. Ramsay, Son & Co., Montreal.
Sanderson Pearcy & Co., Limited, Toronto, Ont.

GOLF BAGS
The Woods Mfg. Co., Ltd., Ottawa, Ont.

GOLF BALLS
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

GRANITE WARE
Sheet Metal Products, Ltd., Toronto.

GRATES
The Barton Netting Co., Ltd., Windsor, Ont.

GREASE AND OIL CUPS
The James Morrison Brass Mfg. Co., Ltd., Toronto.

GRINDERS, HAND AND POWER
The Carborundum Co., Niagara Falls, N. Y.
A. G. & A. L. Brown & Co., Montreal, Que.
The Cleveland Stone Co., Cleveland, Ohio.
The Star Specialty Mfg. Co., Chicago, Ill.
Taylor-Forbes Co., Ltd., Guelph, Ont.
Western Hardware Mfg. Co., Milwaukee, Wis.

GRINDING WHEELS
The Carborundum Co., Niagara Falls, N.Y.
The Canadian Hart Products Ltd., Hamilton, Ont.
The Cleveland Stone Co., Cleveland, Ohio.

GRINDSTONES
The Carborundum Co., Niagara Falls, N.Y.
The Cleveland Stone Co., Cleveland, Ohio.

GRINDSTONE FIXTURES
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Cleveland Stone Co., Cleveland, Ohio.

GUARDS, WIRE
Canada Wire & Iron Goods Co., Hamilton, Ont.

GUNS
The Fraser Co., Agents B.S.A., Montreal, Que.
Savage Arms Corporation, Utica, N.Y.

GUN PARTS
The Fraser Co., Agents B.S.A., Montreal, Que

GUNSIGHTS
Marble Arms & Mfg. Co., Gladstone, Mich.

HACK SAWS
Brown & Sharpe Mfg. Co., Providence, R.I.
Clemson Bros., Inc., Hamilton, Ont.
Diamond Saw and Stamping Works, Buffalo, N.Y.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Co., Millers Falls, Mass.
L. S. Starrett Co., Athol, Mass

HACK SAW BLADES
E. C. Atkins & Co., Hamilton, Ont.
Clemson Bros., Inc., Hamilton, Ont.
Diamond Saw & Stamping Works, Buffalo, N.Y.
Goodell-Pratt Co., Greenfield, Mass.
Henry Disston & Sons, Ltd., Toronto.
Millers Falls Company, Millers Falls, Mass.
Smith & Hemenway Co., Inc., Irvington, N. J.

HACK SAW FRAMES
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Brown & Sharpe Mfg. Co., Providence, R. I.
Henry Disston & Sons, Limited, Toronto.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
L. S. Starrett Co., Athol, Mass.

The Farmer Makes Hay When The Sun Shines
The Dealer Sells Fence When It Rains

The other day when I stepped into a big department store to wait until a heavy rainstorm passed over, I saw the floor manager and his clerks quickly clearing off a counter for the purpose of displaying umbrellas. Raincoats and rubbers were also much in evidence. It seemed like good merchandising to me. They were actually cashing in on that rainstorm. The umbrellas sold like hot cakes. I bought one myself.

Suppose I had asked for an umbrella and they had told me they were out of stock but would have a supply next day. Would they have sold me an umbrella? No—I wanted it then. I had the desire to buy. The next day was bright and I didn't need one. This store would never have sold me an umbrella if they had not been ready to make the most of their opportunity when I walked in.

The Public Want
What They Want
When They Want It.

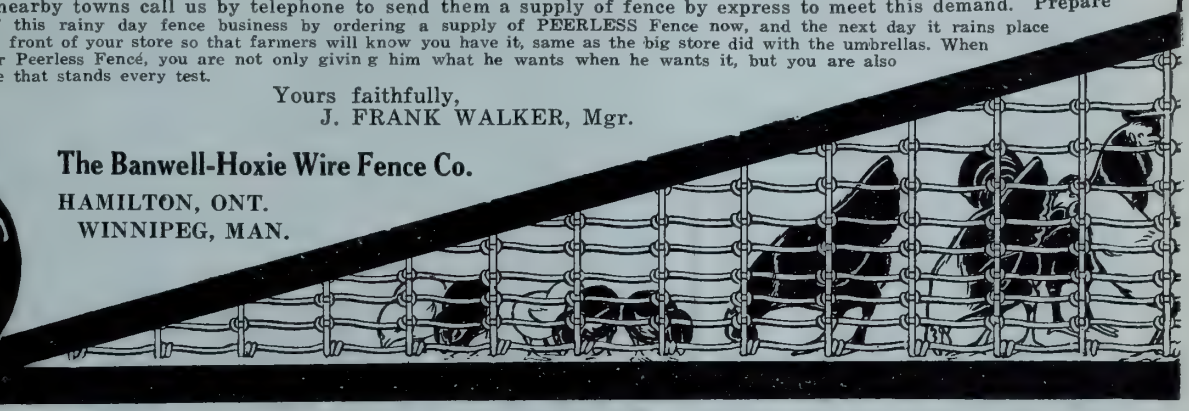
Here's How This Applies To Fence:

At this time of year farmers are busy on the land, and too busy to erect fences until it starts to rain, and then they rush to town to buy. They haven't time to write to a Mail Order House because they want it that very day. On rainy days dealers in nearby towns call us by telephone to send them a supply of fence by express to meet this demand. Prepare to get a share of this rainy day fence business by ordering a supply of PEERLESS Fence now, and the next day it rains place a few rolls of it in front of your store so that farmers will know you have it, same as the big store did with the umbrellas. When you sell the farmer Peerless Fencé, you are not only givin g him what he wants when he wants it, but you are also giving him a fence that stands every test.

Yours faithfully,
J. FRANK WALKER, Mgr.

The Banwell-Hoxie Wire Fence Co.
HAMILTON, ONT.
WINNIPEG, MAN.

PEERLESS THE ALL AROUND FENCE



Look for the Green Box

Hack Saw users look for the green box when they buy hack saws, to be sure they get the Star.

And so must you if you would have satisfied customers.

Insist on the genuine.

Star Hack Saws are now sold by Clemson Bros., who have made them since the beginning.

Canadian Office and Warehouse:
304 Imperial Office Building
Hamilton, Ontario

STAR HACK SAWS

Now Sold by
CLEMSON BROS. INC.
MIDDLETOWN, N.Y.
Makers Since 1883



Service Counts!

Corrugated Eavetrough, Conductor Pipe and Elbows, Ridge Roll, Valleys, and a large stock of Galvanized and Black Sheets.

"We Ship While Others Are Thinking About It."

Wheeler & Bain
Toronto, Canada

If interested tear out this page and place with letters to be answered.

THE BUYERS' GUIDE

HACK SAW MACHINES
Diamond Saw & Stamping Works, Buffalo, N. Y.
Goodell-Pratt Co., Greenfield, Mass.

HAME CHAINS
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.

HAMMERS
Canada Foundries & Forgings, Brockville, Ont.
The Peck, Stow & Wilcox Co., Southington, Conn.
Stanley Works, New Britain, Conn.
Vaughan & Bushnell, Chicago, Ill.
The Warren Tool & Forge Co., Warren, Ohio.

HAND DRILLS
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.

HANDLES
J. H. Still Mfg. Co., St. Thomas, Ont.

HANDLES, CHEST AND DRAWER
Burgess-Norton Mfg. Co., Geneva, Ill.
The Brainerd Mfg. Co., East Rochester, N. Y.
N. Slater Co., Limited, Hamilton, Ont.
Taylor-Forbes & Co., Limited, Guelph, Ont.

HANDLES, DOOR
The Toronto Lock Mfg. Co., Toronto.

HANDLES, CRANK, BALANCE, MACHINE
J. H. Williams & Co., Ltd., St. Catharines, Ont.

HAND PULLS
North Bros., Mfg. Co., Philadelphia, Pa.

HAND TAPS
Greenfield Tap and Die Corp.

HANGERS, BARN DOOR
Canada Steel Goods Co., Ltd., Hamilton, Ont.
Beatty Bros., Ltd., Fergus, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
N. Slater Ltd., Hamilton, Ont.
Taylor-Forbes & Co., Limited, Guelph, Ont.
The Toronto Lock Mfg. Co., Toronto.

HANGERS, DOOR
Beatty Bros., Ltd., Fergus, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Canada Steel Goods Co., Hamilton, Ont.
F. E. Myers & Bro., Ashland, Ohio.
N. Slater Co., Limited, Hamilton, Ont.
Taylor-Forbes & Co., Limited, Guelph, Ont.
The Stanley Works, New Britain, Conn.

HANGERS, DOOR AND TRACK
Beatty Bros., Ltd., Fergus, Ont.
Canada Steel Goods Co., Hamilton, Ont.
N. Slater Limited, Hamilton, Ont.

HANGERS, STORM, SASH AND SCREEN
The Stanley Works, New Britain, Conn.

HARDWARE, DOOR
The Hamilton Stove & Heater Co., Hamilton.
Taylor-Forbes & Co., Limited, Guelph, Ont.

HARDWARE, BARN DOOR
Beatty Bros., Limited, Fergus, Ont.

HARDWARE, FINISHING
Taylor-Forbes & Co., Limited, Guelph, Ont.

HARDWARE SPECIALTIES
The Brainerd Mfg. Co., East Rochester, N.Y.
Burgess-Norton Mfg. Co., Geneva, Ill.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Can. Forgings & Forgings, Ltd., Brockville, Ont.
Chicago Spring Butt Co., Chicago, Ill.
Landers, Frary & Clark, New Britain, Conn.
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.
N. Slater Co., Limited, Stratford, Ont.
Stratford Brass Co., Ltd., Stratford, Ont.
Taylor-Forbes Co., Guelph, Ont.

HARDWARE STORE FITTINGS
Stratford Brass Co., Ltd., Stratford, Ont.

HARNESS HARDWARE
Sanderson Pearcy & Co., Limited, Toronto, Ont.
The Niagara Metal Stamping Corporation, Niagara
Samuel Trees & Co., Ltd., Toronto.

HATCHETS
Burgess-Norton Mfg. Co., Geneva, Ill.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Marble Arms & Mfg. Co., Gladstone, Mich.
The Peck, Stow & Wilcox Co., Southington, Conn.

HASPS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Brainerd Mfg. Co., East Rochester, N.Y.
Canada Steel Goods Co., Hamilton, Ont.
The Toronto Lock Mfg. Co., Toronto, Ont.

HAWKS, ALUMINUM
Empire Level Mfg. Co., Milwaukee, Wis.

HEADLIGHT, GLASS
Hobbs Mfg. Co., Montreal, Que.
The Ontario Plate Glass, Ltd., Hamilton, Ont.

HEATERS
Anthes Foundry, Ltd., Winnipeg, Man.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
The McClary Mfg. Co., Ltd., London, Ont.
Jas. Morrison Brass Mfg. Co., Ltd., Toronto, Ont.
O-Rib-O Mfg. Co., Winnipeg, Man.
Jas. Stewart Mfg. Co., Ltd., Woodstock, Ont.
Sheet Metal Products, Ltd., Toronto.

HEATERS, AUTO
Chicago Flexible Shaft Co., Chicago, Ill.

HEATERS, ELECTRIC
Canadian Westinghouse Co., Limited, Hamilton, Ont.
Landers, Frary & Clarke, New Britain, Conn.
The National Electric Heating Co., Ltd., Toronto.
The Renfrew Electric Products Ltd., Renfrew, Ont.

HEAVY HARDWARE SPECIALTIES
Burgess-Norton Mfg. Co., Geneva, Ill.

HEELS AND SOLES, RUBBER
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Ltd., Toronto.

HINGES, BOX AND REFRIGERATOR
The Brainerd Mfg. Co., East Rochester, N.Y.

HINGES, ORNAMENTAL
The Lawson Mfg. Co., Chicago, Ill.
The Stanley Works, New Britain, Conn.

HOOKS, HAT AND COAT
The Brainerd Mfg. Co., East Rochester, N.Y.
Jas. Cartland & Sons, Ltd., Birmingham, Eng.
Can. Foundries & Forgings, Ltd., Brockville, Ont
Taylor-Forbes Co., Limited, Guelph, Ont.

HINGES, SPRING
Chicago Spring Butt Co., Chicago, Ill.
The Lawson Mfg. Co., Chicago, Ill.
Taylor-Forbes Co., Guelph, Ont.
The Toronto Lock Mfg. Co., Toronto.

HINGES, STRAP AND TEE
Canada Steel Goods Co., Hamilton, Can.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
N. Slater Co., Limited, Hamilton, Ont.

HOCKEY STICKS
Hall-Zryd Foundry Co., Limited, Hespeler, Ont.
The St. Marys Wood Specialty Co., Ltd., St. Marys
J. H. Still Mfg. Co., St. Thomas.

HOES
The Warren Tool & Forge Co., Warren, Ohio.

HOISTS
Manitoba Steel & Iron Co., Winnipeg, Man.

HOIST HOOKS
Williams & Co., J. H., Brooklyn, N.Y.

HOLLOW WARE
Can. Foundries & Forgings, Ltd., Brockville, Ont
Landers, Frary & Clark, New Britain, Conn.

HORSE BLANKETS AND HORSE COVERS
The Woods Mfg. Co., Ltd., Ottawa, Ont.

HONES, RAZOR
The Carborundum Co., Niagara Falls, N.Y.
The Canadian Hart Products Ltd., Hamilton, Ont

HOOKS, FISH
Allcock, Laight & Westwood Co., Toronto, Ont.

HORSE SHOES
Wilkinson & Kompass, Hamilton.

HORSE SHOE PADS
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

HOSE CLAMPS
The Ontario Lantern & Lamp Co., Ltd., Hamilton.

HOSE, FITTINGS AND SUPPLIES
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Dominion Rubber Systems, Ltd., Montreal, Que.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.
United Brassfounders & Engineers, Limited, Manchester, Eng.

HOSE MENDERS
The Ontario Lantern & Lamp Co., Ltd., Hamilton.

HOT AIR REGISTERS
Barton Netting Co., Limited, Windsor, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont
Jas. Stewart Mfg. Co., Woodstock, Ont.

HOUSEHOLD APPLIANCES
Canadian Westinghouse Co., Limited, Hamilton, Ont.

HOUSEHOLD PAILS
Wm. Cane & Sons, Hamilton, Ont.

ICE CREAM FREEZERS
Wm. Cane & Sons, Co., Ltd., Newmarket, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
North Bros. Mfg. Co., Philadelphia, Pa.

INCUBATORS
Collins Mfg. Co., Toronto.

INDICATORS, SPEED
Brown & Sharpe Mfg. Co., Providence, R.I.
Henry Disston & Sons, Limited, Toronto.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

INJECTORS, AUTOMATIC
Jas. Morrison Brass Mfg. Co., Toronto, Ont.
United Brassfounders & Engineers, Limited, Manchester, Eng.

INSTRUMENTS OF PRECISION
Brown & Sharpe Mfg. Co., Provdence, R.I.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

INSURANCE
The Canadian Hardware & Implement Underwriters, Winnipeg, Man.

IRON, MERCHANTS BAR
London Rolling Mill Co., Ltd., The, London, Ont

IRON, CORRUGATED
Canada Metal Co., Toronto.

IRON HANDLES
Can. Foundries & Forgings, Ltd., Brockville, Ont

IRON AND STEEL BARS
A. C. Leslie & Co., Ltd., Montreal.
The Steel Co., of Canada, Ltd., Hamilton, Ont
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man
Nova Scotia Steel Co., New Glasgow, N.S.

IRON, BAR
London Rolling Mill Co., Ltd., The, London, Ont

IRONS
Can. Foundries & Forgings, Ltd., Brockville, Ont
Taylor-Forbes Co., Ltd., Guelph, Ont.

IRONS, ELECTRIC
The Canadian Westinghouse Co., Ltd., Hamilton, Ont.
The National Electric Heating Co., Ltd., Toronto
The Renfrew Electric Products Ltd., Renfrew, Ont.

IRONING BOARDS
The Stratford Mfg. Co., Stratford, Ont.

IRONING MACHINES, ELECTRIC
Altorfer Bros., Peoria, Ill.
The Hurley Machine Co., Limited, Toronto.

IRON FOR STAYBOLTS
London Rolling Mill Co., Ltd., The, London, Ont.

IRONWORK, BUILDERS'
The Dennis Wire & Iron Works, Ltd., London.

JACK PLANES
Stanley Works, New Britain, Conn.

JACK SCREWS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Millers Falls Company, Millers Falls, Mass.

JAPANS
Boston Varnish Co., Everett Stn., Boston, Mass.
Sanderson Pearcy & Co., Limited, Toronto, Ont
The Sherwin-Williams Co., Ltd., Montreal, Que.

JARS, FRUIT
The Dominion Glass Co., Ltd., Montreal, Que.
Walter Woods & Co., Hamilton, Ont.

KETTLES
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Thos. Davidson, Mfg. Co., Ltd., Montreal.
The Wentworth Mfg. Co., Limited, Hamilton, Ont.

KEYHOLE SAWS
E. C. Atkins & Co., Hamilton, Ont.
Bridgeport Hardware Co., Bridgeport, Conn.

KITCHEN WARE
Thos. Davidson Mfg. Co., Ltd., Montreal.
The McClary Mfg. Co., London, Ont.
Sheet Metal Products Co., Toronto.

KNIVES, BEET
E. C. Atkins & Co., Hamilton, Ont.

KNIVES, CORN
E. C. Atkins & Co., Hamilton, Ont.

KNIVES, CUTTING
Landers, Frary & Clark, New Britain, Conn.

KNIFE CLEANER
The Vono Co., Dudley Port, Staffs, Eng.

KNIVES, MACHINE
E. C. Atkins & Co., Hamilton, Ont.

KNIVES, POCKET AND TABLE
Geo. Butler & Co., Ltd., Sheffield, Eng.
G. L. Cohoon, Montreal.
Thos. Ellin & Co., Limited, Sheffield, Eng.
Jonathan Crookes & Son, Ltd., Ltd., Sheffield, Eng.
James Hutton & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
F. W. Lamplough & Co., Montreal, Que.
Whites Limited, Collingwood, Ont.
Wiebusch & Hilger, New York.
Marples & Co., Sheffield, England.
T. E. Rowbotham & Son, Sheffield, England.

KNIVES, SPORTSMEN'S
Marble Arms & Mfg. Co., Gladstone, Mich.

KNIVES, PUTTY
Brideport Mfg. Co., Bridgeport, Conn.
Sanderson Pearcy & Co., Limited, Toronto, Ont

KNOBS, DRAWER
The Brainerd Mfg. Co., East Rochester, N.Y.

KNOCKERS, DOOR
The Toronto Lock Mfg. Co., Toronto.

LADDERS, STEP, EXTENSION, STORE, ETC.
Beatty Bros., Ltd., Fergus, Ont.
N. Slater Co., Ltd., Hamilton, Ont.
The Stratford Mfg. Co., Stratford, Ont.

LAMPS, NITROGEN AND TUNGSTEN
The Canadian Tungsten Lamp Co., Hamilton, Ont.

LAMP BLACK
L. Martin Co., New York, N.Y.
A. Ramsay & Son Co., Montreal.

LAMP BURNERS
The Ontario Lantern & Lamp Co., Ltd., Hamilton.

LAMP CHIMNEYS
Walter Woods & Co., Hamilton.

LAMPS AND LANTERNS, GASOLINE
The Coleman Lamp Co., Limited, Toronto.
National Stamping & Electric Wks., Chicago, Ill.

LAMPS, LANTERNS, ELECTRIC, HAND
Canadian National Carbon Co., Toronto.
National Stamping & Electric Wks., Chicago, Ill.
The Ontario Lantern & Lamp Co., Hamilton, Ont.

LAMPS, ELECTRIC
Canadian Westinghouse Co., Limited, Hamilton
The Ontario Lantern & Lamp Co., Hamilton, Ont.

LAMPS AND LANTERNS, GASOLINE AND KEROSENE
The Coleman Lamp Co., Limited, Toronto.
National Stamping & Electric Works, Chicago.
The Ontario Lantern & Lamp Co., Ltd., Hamilton.

LANTERNS OIL
Thos. Davidson Mfg. Co., Montreal.
The Ontario Lantern & Lamp Co., Ltd., Hamilton.
E. T. Wright & Co., Limited, Hamilton, Ont.

LATCHES
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Gendron Mfg. Co., Ltd., Toronto.
Taylor-Forbes Co., Limited, Guelph, Ont.
The Toronto Lock Mfg. Co., Toronto, Ont.

LATH METAL
Pedlar People, Ltd., Oshawa, Ont.

LATHE DOGS, DROP FORGED
J. H. Williams & Co., St. Catharines, Ont.

LATHE DOGS
J. H. Williams & Co., St. Catharines, Ont.

LAWN MOWERS
Can. Foundries & Forgings, Ltd., Brockville.
The Eureka Planter Co., Ltd., Woodstock, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.
Whites Limited, Collingwood, Ont.

LAWN SEATS
The Stratford Mfg. Co., Stratford, Ont.

LAWN SPRINKLERS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
United Brassfounders & Engineers, Limited, Manchester, Eng.

LAWN SWINGS
The Stratford Mfg. Co., Stratford, Ont.

LEAD, BLACK
John Oakey & Sons, London, Eng.

BISSELL'S New Toy Sweepers

MADE in an entirely new way, these Bissell's Toy Sweepers are easily the neatest, most attractive and the best mechanically, of any toy sweeper now, or heretofore marketed.

Not only this, but the installation of special machinery and processes to manufacture them on a big production basis, makes possible the low prices quoted.

The toy sweeper has always ranked high as an educational toy that pleases the youngsters. The habit of neatness that it fosters appeals to mothers, and its realism to the children themselves.

From a selling standpoint, aside from producing its immediate profit from the sale, it is a potent suggestion to the mother for a full size Bissell.

Ready for delivery in July

Through jobbers or direct.

Write for Colored Illustrations

Jobbing Terms on Request

Bissell Carpet Sweeper Co., of Canada Limited

Niagara Falls, Ont. (Factory) **and Grand Rapids, Mich.**

Bissell's "Little Daisy"

This model is 7 in. long, 4½ in. wide and 2 in. high, with 24 in. handle. It is finished deep blue with lettering and border stripes in pale yellow. The handle is stained to match the case; wheels are red and the brush pulleys natural. The bright coppered bail harmonizes attractively with the blue.

Grand Rapids Prices—Per Doz. $2.00; *Half Gross* $11.50; *Gross* $23.00; *Retail* 35c (40c *in Western Provinces except City of Winnipeg*)

Bissell's "Little Queen"

The "Little Queen" is larger than the "Daisy." Is more finely finished and all together a very fine toy sweeper. The case has a gloss mahogany grain finish with gilt lettering. The handle and brush pulleys are stained mahogany with shellac finish, the wheels being a gloss black, while the bright copper finished bail adds richness to the whole. Size 7¾ in. long, 4½ in. wide and 2 in. high. Handle 24 in. long.

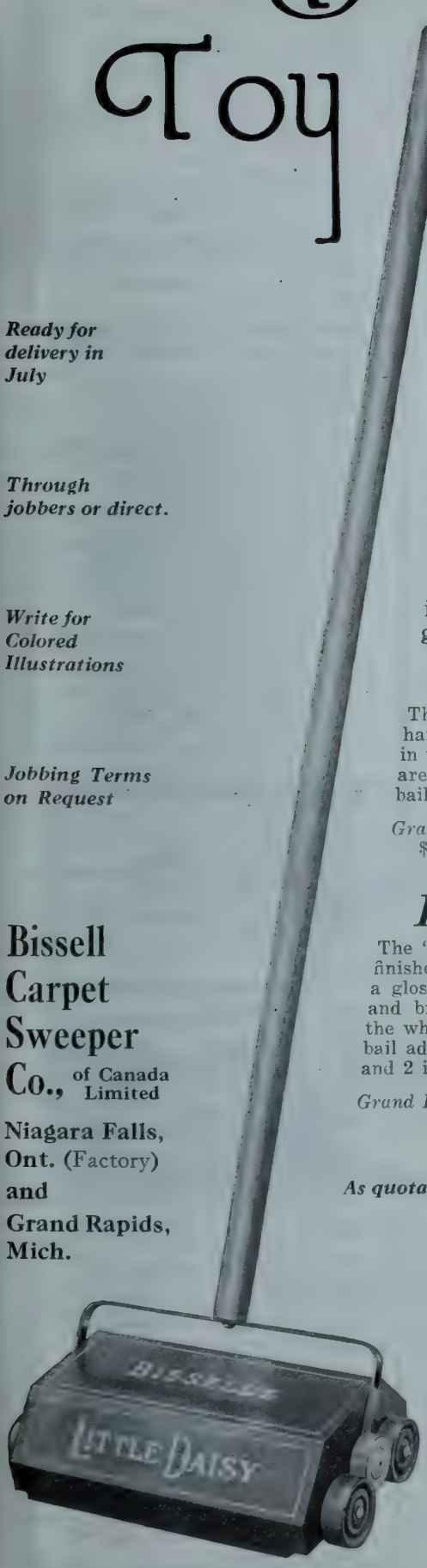
Grand Rapids Prices—Per Doz. $3.00; *Half Gross* $17.50; *Gross* $35.00; *Retail* 60c.

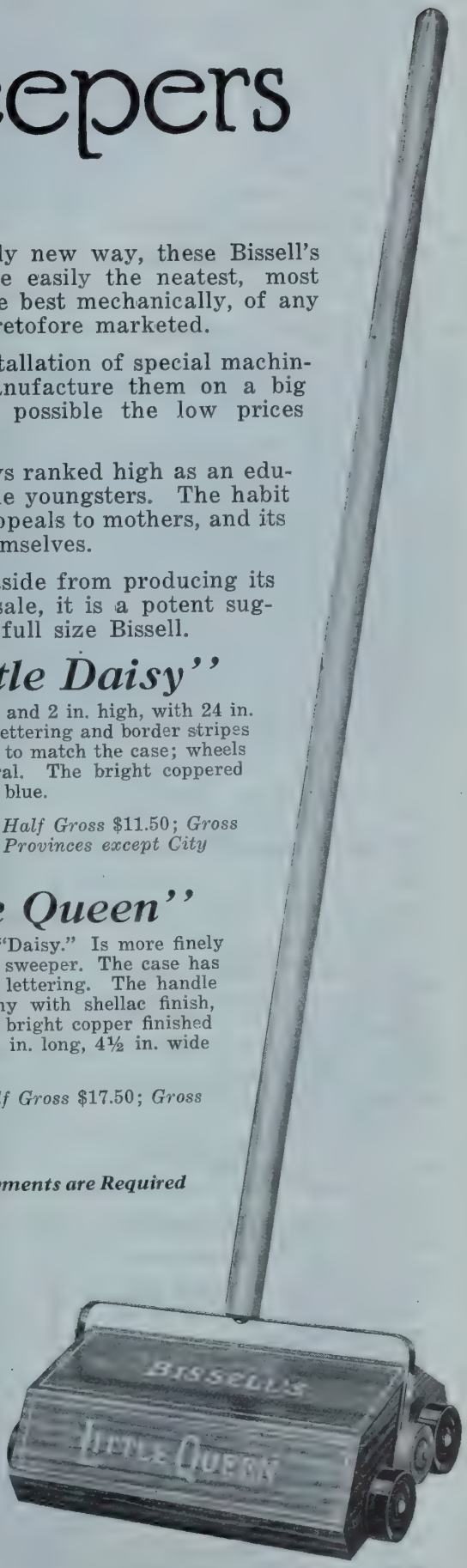
As quotations are Grand Rapids Prices, Payments are Required in United States Funds

Both models packed in assorted cartons of 3 and 6 dozen

Extra packing charge of 15c per dozen on less than 3 dozen lots

Shipping Weight Approximately 120 lbs. to the Gross





If interested tear out this page and place with letters to be answered.

THE BUYERS' GUIDE

LEAD, CALKING AND PIG
The Canada Metal Co., Limited, Toronto, Ont.
The Great Western Smelting & Refining Co., Vancouver, B.C.

LEAD PENCILS
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.

LEAD SHEETS AND PIPE
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
A. C. Leslie & Co., Montreal.

LEAD TRAPS AND BENDS
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.

LEAD WASHERS
Canada Metal Co., Ltd., Toronto.

LENS
The Ontario Plate Glass, Ltd., Hamilton, Ont.

LETTERS AND FIGURES, EMBOSSED
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.
The Toronto Lock Mfg. Co., Toronto.

LEVELS
Campbell Agencies, Toronto.
Henry Disston & Sons, Limited, Toronto.
Empire Level Mfg. Co., Milwaukee, Wis.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
J. Sand & Sons, Detroit, Mich.
Stanley Rule & Level Co., New Britain, Conn.
L. S. Starrett Co., Athol, Mass.
Whites Limited, Collingwood, Ont.

LEVELS, ALUMINUM
Campbell Agencies, Toronto.
Empire Level Mfg. Co., Milwaukee, Wis.
Goodell Pratt Co., Greenfield, Mass.
J. Sand & Sons, Detroit, Mich.

LEVELS, MASONS
Henry Disston & Sons, Limited, Toronto.
Empire Level Mfg. Co., Milwaukee, Wis.

LINES, WIRE, CLOTHES
Walter Woods & Co., Hamilton.
Western Wire & Nail Co., London.

LINOLEUM, PLAIN AND PRINTED
The Dominion Oilcloth & Linoleum Co., Ltd., Montreal, Que.

LINOLEUMS, BATTLESHIP
The Dominion Oilcloth & Linoleum Co., Limited, Montreal, Que.

LINOLEUM RUGS
The Dominion Oilcloth & Linoleum Co., Limited, Montreal, Que.

LINOLEUM FINISHES
Boston Varnish Co., Everett Stn., Boston, Mass.

LINSEED OIL
Brandram-Henderson, Montreal.
The Canada Paint Co., Limited, Winnipeg, Man.
The Canada Linseed Oil Co., Ltd., Montreal, Que.
Dominion Linseed Oil Co., Baden and Toronto.
R. C. Jamieson & Co., Ltd., Montreal.
Ontario Oil & Turpentine Co., Ltd., Toronto.
A. Ramsay & Son Co., Montreal.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
The Sherwin-Williams Co., Ltd., Montreal, Que.

LOCKS
The Belleville Hardware & Lock Mfg. Co., Belleville, Ont.
The Hamilton Stove & Heater Co., Hamilton, Ont.
The National Machinery & Supply Co., Limited, Hamilton, Ont.
The Toronto Lock Mfg. Co., Toronto.

LOCK WASHER EQUIPMENT
Sleeper & Hartley, Inc., Worcester, Mass.

LOCKERS
Canada Wire & Iron Goods Co., Hamilton, Ont.
Dennis Wire & Iron Works Co., Ltd., London, Ont.

LOCOMOTIVE TOOLS
J. H. Williams & Co., St. Catharines, Ont.

LUMBER TOOLS
Thos. Pink & Co., Pembroke, Ont.
T. F. Shurly Co., Ltd., St. Catharines, Ont.

MACHINES, DOUBLE CUTTING
E. C. Atkins & Co., Hamilton, Ont.

MACHINISTS' TOOLS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
J. H. Williams & Co., St. Catharines, Ont.

MALLEABLE IRON CASTINGS
The International Malleable Iron Co., Ltd., Guelph, Ont.

MANTLES
The Barton Netting Co., Ltd., Windsor, Ont.
Thomas Lewis Arnett, Souris, Man.

MANGLES, CLOTHES
Taylor-Forbes Co., Limited, Guelph. Ont.

MANTLES, GAS
R. M. Moore & Co., Ltd., Vancouver, B.C.

MAULS
The Warren Tool & Forge Co., Warren, Ohio.

MATTOCKS
The Warren Tool & Forge Co., Warren, Ohio.

MATS AND MATTING, RUBBER
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Ltd., Toronto, Ont.

MAULS
Can. Foundries & Forgings, Ltd., Brockville, Ont.

MEAT CHOPPERS
Landers, Frary & Clark, New Britain, Conn.

MECHANICAL RUBBER PRODUCTS
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

METAL BOXES AND DRAWERS
Cameron & Co., Toronto, Ont.

METAL CUTTING SAWS
Clemson Bros., Inc., Hamilton, Ont.

METAL SAWS, POWER
Clemson Bros., Inc., Hamilton, Ont.

METAL STAMPINGS
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.

METALS, EXPANDED, INGOT, SHEET, TUBE, ETC.
Canada Metal Co., Toronto, Ont.
Hoyt Metal Co., Toronto, Ont.
A. C. Leslie & Co., Montreal, Que.
United Brassfounders & Engineers, Limited, Manchester, Eng.

METAL SPECIALTIES
Burgess-Norton Mfg. Co., Geneva, Ill.
Hamilton Stamp & Stencil Wks., Hamilton, Ont.
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.
O-Rib-O Mfg. Co., Winnipeg, Man.

METAL STORE AND FRONT CONSTRUCTION
The Consolidated Plate Glass Co. of Canada, Limited, Toronto.

MENDERS, GRANITEWARE, POT AND PAN
Collette Mfg. Co., Collingwood, Ont.
H. Nagle Co., Montreal, Que.

MICA
Mica Co. of Canada, Ltd., Hull, Que.

MICROMETERS
Brown & Sharpe Mfg. Co., Providence, R.I.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

MILK CANS
Thos. Davidson Mfg. Co., Ltd., Montreal.
The McClary Mfg. Co., London, Ont.
Sheet Metal Products, Ltd., Toronto.

MIRRORS
Hobbs Mfg. Co., Montreal, Que.
Ontario Plate Glass, Ltd., Hamilton, Ont.
Saskatchewan Glass & Supply Co., Ltd., Moose Jaw, Saskatchewan.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
Toronto Plate Glass Importing Co., Toronto.

MITRE BOXES
E. C. Atkins & Co., Hamilton, Ont.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
Stanley Works, New Britain, Conn.

MITRE BOX SAWS
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto.

MOLASSES GATES
Can. Foundries & Forgings, Ltd., Brockville, Ont.

MOPS
Can. Foundries & Forgings, Ltd., Brockville, Ont.

MOTOR CARS
Ford Motor Co. of Canada, Ltd., Ford, Ont.

NAIL MACHINERY
Sleeper & Hartly, Inc., Worcester, Mass.

NAILS, WIRE AND CUT
Canada Metal Co., Ltd., Toronto.
The Graham Nail Works, Toronto.
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Western Wire & Nail Co., London, Ont.
Whites Limited, Collingwood, Ont.

NAIL PULLERS
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Millers Falls Company, Millers Falls, Mass.
Smith & Hemenway Co., Inc., Irvington, N.J.

NAME PLATE TRANSFERS
Canada Decalcomania Co., Ltd., Toronto.

NITROGEN LAMPS
The Canadian Tungsten Lamp Co., Ltd., Hamilton.

NUTS, THUMB
J. H. Williams & Co., Brooklyn, N.Y.

OILCLOTH BINDER
The Metal Weatherstrip Co., Ottawa, Ont.

OILCLOTH, FLOOR AND STAIR
The Dominion Oilcloth & Linoleum Co., Ltd., Montreal.

OILCLOTH, RUGS, FLOOR
The Dominion Oilcloth & Linoleum Co., Limited, Montreal, Que.

OIL CANS
Cannon Oiler Co., Keithsburg, Ill.

OIL, COAL
Imperial Oil Co., Ltd., Toronto.

OILS, CYLINDER
J. H. Ashdown Co., Ltd., Winnipeg, Man.
Canadian Oil Co., Toronto, Ont.
Imperial Oil Co., Ltd., Toronto.
The North Star Oil & Refining Co., Limited, Winnipeg, Man.

OIL CAKE AND MEAL
Dominion Linseed Oil Co., Toronto.
Sherwin Williams Co., Winnipeg.

OIL HOLE COVERS
Canadian Winkley Co., Windsor.

OIL, MOTOR, ROAD, HARNESS, NEATSFOOT, SEPARATOR AND GAS ENGINE
The Commercial Oil Co., Ltd., Hamilton, Ont.
Imperial Oil, Ltd., Toronto.
The North Star Oil & Refining Co., Limited, Winnipeg, Man.
Canadian Oil Co., Winnipeg.

OIL STONES
The Canadian Hart Products, Ltd., Hamilton, Ont

OIL STOVES
Thos. Davidson Mfg. Co., Detroit, Mich.
The McClary Mfg. Co., Ltd., London, Ont.
Sheet Metal Products, Ltd., Toronto.

OIL STORAGE AND DISTRIBUTING SYSTEMS
S. F. Bowser Company, Ltd., Toronto, Ont.

OIL TANKS AND PUMPS
S. F. Bowser Company, Ltd., Toronto, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.

OILERS
Cannon Oiler Co., Keithsburg, Ill.
Thos. Davidson Mfg. Co., Ltd., Montreal.

ORNAMENTAL FENCE
Atlas Iron, Wire & General Metal Works, Toronto.
Banwell Hoxie Wire Fence Co., Ltd., Hamilton.

ORNAMENTAL IRON AND WIRE WORK
Canada Wire & Iron Goods Co., Hamilton, Ont.
Dennis Wire and Iron Works, London, Ont.

PACKINGS
Wm. J. Brown, Montreal, Que.
Consumers Cordage Co., Montreal and Halifax.
The Dominion Rubber Systems, Ltd., Montreal, Que.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Ltd., Toronto.
Jenkins Bros., Ltd., Montreal.

PACKING RUBBER
The Dominion Rubber Systems, Ltd., Montreal, Que.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Co., Ltd., Toronto.

PADS FOR HORSES
American Pad and Textile Co., Chatham.
The Burlington Windsor Blanket Co., Ltd., Toronto.

PADLOCKS
C. O. Clark & Bro., Montreal, Que.

PAINT, COLD WATER
The Deco-Tint Co., Montreal, Que.

PAINT, READY-MIXED, HOUSE, BARN, ROOF, FLAT WALL, CONCRETE, FLOOR, CEMENT, ALUMINUM, MARINE AND DECK
The Barrett Co., Ltd.
The Brandram-Henderson, Ltd., Montreal.
Canada Paint Co., Montreal.
The Flint Varnish & Color Works of Canada, Limited, Montreal, Que.
The Glidden Co., Ltd., Toronto.
Imperial Varnish & Color Co., Ltd., Montreal.
S. C. Johnson & Sons, Inc., Brantford, Ont.
Lowe Bros., Ltd., Toronto, Ont.
Martin-Senour Co., Ltd., Montreal.
McArthur-Irwin, Ltd., Montreal.
Benjamin Moore & Co., Toronto.
The Ottawa Paint Works, Ltd., Ottawa, Ont.
A. Ramsay & Son Co., Montreal.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
Scarfe & Co., Limited, Brantford, Ont.
Sherwin-Williams Co., Montreal.
G. F. Stephens & Co., Ltd., Winnipeg.

PAINT BRUSHES
The Boeckh Company, Ltd., Toronto.
Meakins & Sons, Hamilton.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
T. S. Simms & Co., Ltd., Fairville, St. John,

PAINT AND VARNISH REMOVER
Adams & Elting Co., Ltd., Toronto, Ont.
Brandram-Henderson, Ltd., Montreal, Que.
Canada Paint Co., Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal.
Lowe Bros. Co., Ltd., Toronto, Ont.
Martin-Senour Co., Ltd., Montreal, Que.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
Sherwin-Williams Co., Montreal.
A. Ramsay & Son Co., Montreal.

PAINT, OIL, STORAGE AND HANDLING SYSTEMS
S. F. Bowser Company, Ltd., Toronto, Can.

PARIS GREEN
Canada Paint Co., Montreal.
McArthur-Irwin, Ltd., Montreal.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
Sherwin-Williams Co., Montreal.

PAPER BAGS
Walter Woods & Co., Hamilton.

PASSAGE CLOTH
The Dominion Oilcloth & Linoleum Co., Limited, Montreal, Que.

PAILS
Thos. Davidson Mfg. Co., Ltd., Montreal.

PAILS, HOUSEHOLD
Sheet Metal Products, Ltd., Toronto, Ont.

PAILS, WOODEN
Wm. Cane & Sons Co., Ltd., Hull, Que.

PAILS, GALVANIZED AND TIN
Sheet Metal Products, Ltd., Toronto.
The Steel Trough & Machine Co., Ltd., Tweed.

PERCOLATORS, COFFEE
Landers, Frary & Clark, New Britain, Conn.

PETROLEUM FAUCETS
Landers, Frary & Clark, New Britain, Conn.

PHOSPHOR TIN AND COPPER
The Hoyt Metal Co., Limited, Toronto.
United Brassfounders & Engineers, Limited, Manchester, Eng.

PICKS
The Warren Tool & Forge Co., Warren, Ohio.

PICK HANDLES
J. H. Still Mfg. Co., St. Thomas, Ont.

PIG IRON
A. C. Leslie & Co., Ltd., Montreal.
Nova Scotia Steel Co., New Glasgow, N.S.
Steel Co. of Canada, Ltd., Hamilton.

PINS, ESCUTCHEON
Parmenter & Bulloch, Gananoque.

PIPE, ACID RESISTING
The Hoyt Metal Co., Ltd., Toronto, Ont.

PIPE CUTTERS (STAND)
Trimont Mfg. Co., Roxbury (Boston, Mass).

PIPE CLEANERS
PIPE STOCKS AND DIES
Greenfield Tap & Die Corporation, Galt, Ont.

PIPE, BLACK AND GALVANIZED
American Rolling Mills, Middleton, Ohio.
Canada Metal Co., Toronto.
The Jas. Morrison Brass Mfg. Co., Ltd., Toronto.
Thos. Davidson Mfg. Co., Ltd., Montreal.

PIPE FITTINGS
The International Malleable Iron Co., Ltd., Guelph.
Fittings, Limited, Oshawa, Ont.

OUR COLORED GRADES
1B, 1A, 7, 1, 5

OUR WHITE GRADES
Jap, XC, X, XX, XXX

We can supply you with cotton waste at prices lower than any others for equal quality. Better write us your needs to-day.

ACME WASTE MFG. CO., LIMITED
492 Wellington St. W., Toronto



IMPERIAL SOLDERING PASTE
for Electricians, etc.

ROSEN, FLUX and ACID CORE SOLDER

THE CANADA METAL CO., LIMITED
TORONTO HAMILTON MONTREAL WINNIPEG VANCOUVER



No. 71 Fire Pot. List Price Each $27. 20. Ask for discount

C. & L. Fire Pot No. 71

will give satisfactory service under all conditions. It is Smokeless, Odorless and Noiseless and has a sub-flame so that the burner can be turned down low when not in use, thus saving time and fuel. The No. 71 will heat 12-lb. soldering coppers as fast as two mechanics can use them. The maker's guarantee is behind every tool. Jobbers supply at factory price. **Send for catalog.**

CLAYTON & LAMBERT MFG. CO.
10615 Knodell Ave., DETROIT, MICH., U.S.A.

BRASS TACKS
Brass and Brass Plated

FURNITURE AND CHAIR NAILS

All Kinds of Cut Tacks and Small Nails

Dominion Tack & Nail Co.
Limited
Galt - Canada

Here is a real money-maker for dealers— "Comfort" Flat Iron — "Heats as it Irons."

Every housewife wants one. Spring-time is profit-time. We supply cuts of ads free and pay for first ad in your local newspaper.

Write your jobber

NAT ONAL STAMPING & ELECTRIC WORKS
icago, Illinois

Heats Itself Sells Itself



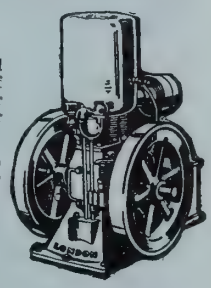
Heats While it Irons

"COMFORT" Self-Heating IRON

"Perfect" is a Bold Word

But, nevertheless, we use it in describing the

LONDON ENGINE



Perfect in design, workmanship, material and efficiency — perfect with the same degree of accuracy as the shells turned out by our mechanics, expert mechanics, during the war years.

Reliable Dealers Everywhere!

The "London" is a fully guaranteed engine that will bring prestige with its sale.

London Gas Power Co., Ltd.
29 York St. London, Canada

29

Tuck's Genuine Packings

Asbestos and Others for High Pressure, Steam, Hydraulic and Other Purposes

Trial Orders Solicited—Our Packings Do the Rest

Insist Upon Having the TRADE  Packing Bearing Our MARK

TUCK & COMPANY, LIMITED
LONDON LIVERPOOL CARDIFF, ETC.

Canadian Representative
Wm. J. Brown, 117 Youville Square, Montreal

Stocks Carried in All Sizes TEL. No. MAIN 2387

We have a large stock of

Carriage and Machine Bolts

Coach Screws

Rivets, Nuts and Washers



Orders Filled and Shipped Immediately

London Bolt & Hinge Works
London, Canada

THE BUYERS' GUIDE

PIPE, GALVANIZED CONDUCTOR
Thos. Davidson Mfg. Co., Ltd., Montreal.
Wheeler & Bain, Toronto.

PIPE, LEAD
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.

PIPE, RAIN WATER CONDUCTOR
Canada Metal Co., Toronto.

PIPE, STOVE AND FURNACE
Collins Mfg. Co., Toronto.

PISTON PINS
Burgess-Norton Mfg. Co., Geneva, Ill.

PISTON ROD PACKING
Dunlop Tire & Rubber Co., Ltd., Toronto.

PISTON AND VALVE PACKINGS
The Barrett Co., Ltd.

PISTOLS
Savage Arms Corpn., Utica, N.Y.

PLANES
Caverhill, Learmont & Co., Montreal.
Stanley Rule & Level Co., New Britain, Conn.
Whites, Limited, Collingwood, Ont.

PLIERS
A. G. and A. L. Brown & Co., Montreal, Que.
Matthias Klein & Sons, Chicago, Ill.
F. W. Lamplough & Co., Montreal, Que.
The Peck, Stow & Wilcox Co., Southington, Conn.

PLIERS, CUTTING
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
F. W. Lamplough & Co., Montreal, Que.

PLIERS, COMBINATION
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Can. Foundries & Forgings, Ltd., Brockville.
Goodell-Pratt Co., Greenfield, Mass.

PLUGS, RUBBER
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

PLUMBERS' SUPPLIES, RUBBER
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

PLUMBERS' TOOLS
The Jas. Morrison Brass Mfg. Co., Ltd., Toronto.
J. H. Williams & Co., Ltd., St. Catharines, Ont.

POLISHES, AUTO AND FURNITURE
The Buffalo Specialty Co., Bridgeburg, Ont.
Channell Limited, Toronto, Ont.

POLISHING HEADS
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.

POLISHES, KNIFE
Jas. Oakey & Sons, Ltd., London, England.

POLISHES, METAL
The Deco-Tint Co., Montreal, Que.

POSTS, ANGLE IRON
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.

POSTS, FENCE, STEEL
Burlington Steel Co., Ltd., Hamilton, Ont.

POST HOLE DIGGERS
Can. Foundries & Forgings Ltd., Brockville, Ont.
Canada Wire & Iron Goods Co., Hamilton, Ont.

POULTRY EQUIPMENT
The Collins Mfg. Co., Toronto, Ont.

POULTRY NETTING
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
A. C. Leslie & Co., Ltd., Montreal.

POULTRY LEG BANDS
Rideau Specialty Co., Smiths Falls, Ont.

POWDER, SMOKELESS
E. I. du Pont de Nemours & Co., Wilmington, Del.

PRISMS, SIDEWALK
Hobbs Mfg. Co., Montreal, Que.

PRUNING SHEARS
Adcock & Brewer, Ltd., Montreal.
The Peck, Stow & Wilcox Co., Southington, Conn.

PULLS, DRAWER
Taylor-Forbes Co., Limited, Guelph, Ont.

PUSH AND PULL PLATES
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.
The Toronto Lock Mfg. Co., Toronto.

PULLEYS, CLOTHES
The Katie Foundry Co., Galt, Ont.

PUMPING SYSTEMS, AUTOMATIC
The Westco Pumps Ltd., Toronto.

PUMPS
Beatty Bros., Ltd., Fergus.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
R. McDougall Co., Ltd., Galt.
F. E. Meyers & Bro., Ashland, Ohio.
United Brassfounders & Engineers, Limited, Manchester, Eng.
The Westco Pumps Ltd., Toronto.

PUMP, HAND AND POWER, FOR PAINTS, OILS, OIL AND GASOLINE
S. F. Bowser Company, Ltd., Toronto, Can.

PUMPS, CURB, FOR OIL AND GASOLINE
S. F. Bowser Company, Ltd., Toronto, Can.

PUMPS, SELF-MEASURING
S. F. Bowser Company, Ltd., Toronto, Can.

PUMPS, SEMI-ROTARY
Can. Foundries & Forgings, Ltd., Brockville, Ont.
United Brassfounders & Engineers, Limited, Manchester, Eng.

PUMPS, GASOLINE
S. F. Bowser Company, Ltd., Toronto, Can.

PUMP OILERS
Cannon Oiler Co., Keithsburg, Ill.

PUNCHES, CENTRE DRIVE, ETC.
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Mayhew Steel Products, Inc., New York.
Stanley Works, New Britain, Conn.

PUNCHES, BELT
E. C. Atkins & Co., Hamilton, Ont.

PUNCHES, TICKET
Bridgeport Hdwe. Mfg. Co.,, Bridgeport, Conn.

PUTTY
Brandram-Henderson, Montreal.
R. C. Jamieson & Co., Ltd., Montreal.
Canada Paint Co., Montreal.
Benjamin Moore & Co., Ltd., Toronto.
A. Ramsay & Son Co., Montreal.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
G. F. Stephens & Co., Ltd., Winnipeg.
Sherwin-Williams Co., Montreal.

PULLEYS
The Aero Mfg. Co., Ltd., Sherbrooke, Que.
Can. Foundries and Forgings, Ltd., Brockville, Ont.

QUOITS
Can. Foundries and Forgings, Ltd., Brockville, Ont.

RACKS, HAY
Can. Foundries and Forgings, Ltd., Brockville, Ont.

RADIATORS, AUTO
The North Star Oil & Refining Co., Limited, Winnipeg, Man.

RADIATOR VALVES
Jenkins Bros., Ltd., Montreal.
United Brassfounders & Engineers, Limited, Manchester, Eng.

RAILROAD TRACK TOOLS
The Warren Tool & Forge Co., Warren, Ohio.

RAILROAD SUPPLIES, RUBBER
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.

RAKES
Shurly-Dietrich Co., Ltd., Galt, Ont.

RAZORS
Auto-Strop Safety Razor Co., Toronto, Ont.
Geo. Butler & Co., Ltd., Sheffield, Eng.
Campbell Agencies, Toronto, Ont.
Caverhill, Learmont & Co., Montreal.
G. L. Cohoon, Montreal.
Thos. Ellin & Co., Limited, Sheffield, Eng.
Geneva Cutlery Co., Geneva, N.Y.
James Hutton & Co., Montreal.
Gillette Safety Razor Co., Ltd., Montreal.
F. W. Lamplough & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.
The Mab Co., Birmingham and Sheffield, Eng.
A. Macfarlane & Co., Limited, Montreal, Que.
Marples & Co., Sheffield, Eng.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
Wiebusch & Hilger, New York.

RATCHET DRILLS
Goodell-Pratt Co., Greenfield, Mass.

REAMERS
Millers Falls Company, Millers Falls, Mass.
Butterfield & Co., Rock Island, Que.
Taylor-Forbes Co., Ltd., Guelph, Ont.

RECIPROCATING DRILLS
Goodell-Pratt Co., Greenfield, Mass.

REFRIGERATORS
Thos. Davidson Mfg. Co., Ltd., Montreal.
Sanderson-Harold Co., Ltd., Paris, Ont.

REELS, FISHING
Allcock, Laight & Westwood Co., Toronto, Ont.

REGISTERS, (HOT AIR)
Canada Foundries & Forgings, Brockville.
Jas. Stewart Mfg. Co., Woodstock, Ont.

RIFLES
The Fraser Co., Agents B.S.A., Montreal, Que.
The Remington U.M.C. Co., Windsor, Ont.

RIVETS
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man
Parmenter-Bulloch Co., Gananoque, Ont.

RIVET BURRS
The Union Iron & Metal Co., Ltd., Toronto.

ROBES, SLEEPING
The Woods Mfg. Co., Ltd., Ottawa, Ont.

ROD ENDS
J. H. Williams & Co., St. Catharines, Ont.

RODS, PISTON AND PUMP
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

RODS, RADIUS FORD
Burgess-Norton Mfg. Co., Geneva, Ill.

RODS, STRAIGHTENED
The Graham Nail Works, Toronto.

ROOFING CEMENT AND PAINT
The Barrett Co., Ltd.
D. J. Ladd & Co., Winnipeg, Man.

ROOFING, METAL
Pedlar People, Ltd., Oshawa, Ont.

ROOFING, READY
The Barrett Co., Ltd.
The Brantford Roofing Co., Ltd., Brantford, Ont
D. J. Ladd & Co., Winnipeg, Man.
Geo. W. Reed & Co., Ltd., Montreal, Que.
The Ruberoid Co., Ltd., Montreal.
Alex. McArthur & Co., Montreal, Que.

ROOFING, RUBBER
The Barrett Co., Ltd.
Geo. W. Reed & Co., Ltd., Montreal, Que.

ROPE
Doon Twines, Ltd., Kitchener, Ont.
Plymouth Cordage Co., Welland, Ont., and Plymouth, Mass.
Consumers Cordage Co., Montreal, Que.
Independent Cordage Co., Toronto, Ont.

ROPE, WIRE
Canada Wire & Iron Goods Co., Hamilton, Ont.

ROSIN
Ontario Oil & Turpentine Co., Ltd., Toronto, Ont.
Sanderson Pearcy & Co., Limited, Toronto, Ont.

RUBBER SHEET, VULCANIZED
Wm. J. Brown, Montreal, Que.

RUBBER PRODUCTS
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Gutta Percha & Rubber, Ltd., Toronto.

RULES
Brown & Sharpe Mfg. Co., Providence, R.I.
Goodell-Pratt Co., Greenfield, Mass.
The Lufkin Rule Co., Windsor, Ont.
The Stanley Rule & Level Co., New Britain, Conn.
L. S. Starrett Co., Athol, Mass.

RULES, STEEL, STRAIGHT AND FOLDING
RULES, FOLDING BOXWOOD
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.
The Stanley Rule & Level Co., New Britain, Conn.

RULES, SPRING JOINT
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

RULES, BOARD AND LOG
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.
The Stanley Rule & Level Co., New Britain, Conn.

SADDLERY HARDWARE
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.

SAFETY RAZORS
Auto-Strop Safety Razor Co., Toronto, Ont.
The Gillette Safety Razor Co., Limited, Montreal.
Sanderson Pearcy & Co., Limited, Toronto, Ont.

SAFES
J. J. Taylor Limited, Toronto.
Goldie & McCulloch Ltd., Galt, Ont.

SASH WEIGHTS
Canadian Die Casting Co., Ltd., Montreal, Que.

SAWS, BUCK
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto.

SAWS, CROSSCUT AND BAND
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto.
T. F. Shurly Co., Ltd.,, St. Catharines.
Shurly-Dietrich Co., Ltd., Galt, Ont.

SAWSET
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto.
Taylor-Forbes Co., Limited, Guelph, Ont.

SAWS, COMPASS
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto.

SAWS, COPING
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto.
Millers Falls Company, Millers Falls, Mass.

SAWS, BUTCHERS' AND KITCHEN
E. C. Atkins & Co., Hamilton, Ont.
Burgess-Norton Mfg. Co., Geneva, Ill.
Henry Disston & Sons, Limited. Toronto.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
Shurly-Dietrich Co., Ltd., Galt, Ont.

SAWS, HAND AND CIRCULAR
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto.
T. F. Shurly Co., Ltd., St. Catharines, Ont.
Shurley-Dietrich Co., Ltd., Galt, Ont.

SAW BLADES, HACK
E. C. Atkins & Co., Hamilton, Ont.
Clemson Bros., Inc., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto.
Millers Falls Company, Millers Falls, Mass.

SAW FRAMES, HACK
E. C. Atkins & Co., Hamilton, Ont.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.

SAW GUARDS
E. C. Atkins & Co., Hamilton, Ont.

SAWS, HACK
E. C. Atkins & Co., Hamilton, Ont.
Clemson Bros., Inc., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto.
Goodell-Pratt Co., Greenfield, Mass.
The Millers Falls Co., Millers Falls, Mass.

SAW MACHINES, HACK
E. C. Atkins & Co., Hamilton, Ont.
Clemson Bros., Inc., Hamilton, Ont.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.

SAWS, METAL CUTTING
Clemson Bros., Inc., Hamilton, Ont.

SAWS, KEYHOLE
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto.

SCISSORS
The Acme Shear Co., Bridgeport, Conn.
Thos. Ellin & Co., Ltd., Sheffield, Eng.
Landers, Frary & Clarke, New Britain, Conn.
Marples & Co., Sheffield, England.
R. S. Mitchell, Sheffield, England.
Wiebusch & Hilger, New York.

SCALES
Braun & Bonnick, Ltd., Toronto, Ont.
Burrow, Stewart & Milne Co., Limited, Hamilton.
Landers, Frary & Clark, New Britain, Conn.

SCALES, MACHINISTS
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

SCREWS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

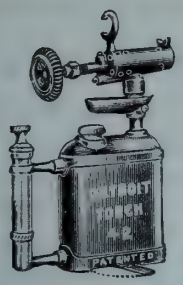
SCREWS, THUMB
J. H. Williams & Co., Ltd., St. Catharines, Ont.

SCREENS
Canada Wire & Iron Goods Co., Hamilton.

SCREEN DOORS
The Kasement Skrene Dore Co., Toronto.
N. Slater Co., Limited, Hamilton, Ont.
Sanderson-Harold Co., Ltd., Paris, Ont.

SCREEN WINDOWS
The Kasement Skrene Dore Co., Toronto.
Sanderson-Harold Co., Ltd., Paris, Ont.

SCREENS, WELL
Edward E. Johnson Inc., St. Paul, Minn.



In design and construction it is the best torch of this type on the market to-day.

Detroit Torch

Takes Little Space

Our No. 42 Auto or Electricians' Torch has oblong tank and is very popular with mechanics desiring a tool that will take up little space in a kit.

Tank is made of heavy brass throughout. Supports on botton of tank prevent torch from tipping over when placed on bench—not in the way when torch is not in use. Fitted with patented tapered burner, with hook and support for soldering coppers. Valve wheel is of wire and always cool, giving operator full control of flame at all times. Automatic pump of simple construction forms the handle.

Detroit Torch & Mfg. Co.
Detroit, Michigan

NAILS
WIRE
BALE TIES

WIRE HOOPS FOR KEGS *and* BARRELS

STRAIGHTENED RODS
COPPERED AND TINNED WIRE

The quality of our product is highly commended.

THE GRAHAM NAIL WORKS
Operated by the CANADA METAL CO., Ltd.
TORONTO

Maple Leaf Stitched Cotton Belting
Longer Life



Maple Leaf Stitched Cotton Duck Belting, has proved itself, and satisfied critical mechanical men in hard machine-shop use where belting is severely tested. Its construction of stitched cotton duck wins out.

For the dealer it means new customers, profits and repeat orders.

Write to-day.

The Dominion Belting Co., Limited
Hamilton, Canada



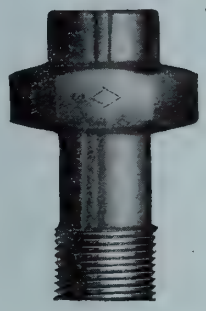
BUILDING
Is Picking Up

The outlook for the building trade is bright. You will need complete stocks of Stratford Builders' Hardware. Have you got them?

We manufacture Furniture trimmings of all kinds, Sash Locks, Sash Lifts, Casement Fasteners, Door Pulls, Hat Hooks, Transom Catches, Key Plates, Flush Bolts, Sash, Push and Pull Plates, House Numbers, Door Knockers, Casement Adjusters, etc.

The Stratford Brass Company
Limited
Stratford, Ontario

Fittings
Limited



Manufacturers of Malleable and Cast Iron Pipe Fittings

Oshawa

WILKINSON & KOMPASS
TORONTO HAMILTON WINNIPEG
IRON AND STEEL
HEAVY HARDWARE
MILL SUPPLIES
AUTOMOBILE ACCESSORIES
WE SHIP PROMPTLY

Walter Woods & Co.

Brooms
Brushes
Baskets

Wooden
Ware
Willow
Ware

Hamilton and Winnipeg

If interested tear out this page and place with letters to be answered.

THE BUYERS' GUIDE

SCREW DRIVERS
The Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Burgess-Norton Mfg. Co., Geneva, Ill.
Millers Falls Company, Millers Falls, Mass.

SCREW MACHINES
Stratford Brass Co., Ltd., Stratford, Ont.

SCYTHESTONES
The Cleveland Stone Co., Cleveland, Ohio.

SEALERS
The Dominion Glass Co., Ltd., Montreal, Que.

SEATS
Canadian Veneering Co., Acton Vale, Que.

SEWING MACHINES, ELECTRIC AND MOTORS
Canadian Westinghouse Co., Limited, Hamilton, Ont.

SHARPENERS, KNIFE
The Canadian Hart Products Ltd., Hamilton, Ont.

SHEARS
The Acme Shear Co., Bridgeport, Conn.
R. Heinisch Sons Works, Newark, N.J.
Landers, Frary & Clark, New Britain, Conn.
Wiebusch & Hilger, New York.
J. Wiss & Sons, Inc., Newark, N.J.

SHEARING MACHINES, SHEEP
Flexible Shaft Co., Ltd., Toronto, Ont.

SHEATHING
The Barrett Co., Ltd.
D. J. Ladd & Co., Winnipeg, Man.

SHEETING
Alex. McArthur & Co., Montreal, Que.

SHEETS, GALVANIZED AND BLACK
American Rolling Mills, Middleton, Ohio.
A. C. Leslie & Co., Montreal, Que.
Dominion Sheet Metal Co., Hamilton.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

SHEET METAL PRODUCTS
Sheet Metal Products Co., Toronto.
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.

SHELVING
Thomas Lewis Arnett, Souris, Man.

SHINGLES, STEEL
Pedlar People Ltd., Oshawa, Ont.

SHOP BARRELS
The Steel Trough & Machine Co., Ltd., Tweed, Ont.

SHOW CASES
Cameron & Co., Toronto.
Thomas Lewis Arnett, Souris, Man.

SICKLES
Wiebusch & Hilger, Ltd., New York, N.Y.

SIDING, METAL
Pedlar People, Ltd., Oshawa, Ont.

SIGHTS, GUN AND RIFLE
Marble Arms & Mfg. Co., Gladstone, Mich.

SIGNS, STREET
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.

SILVERWARE
Fenton Bros., Ltd., Sheffield, England.
Oneida Community, Ltd., Niagara Falls, Ont.
Messrs. Wm. A. Rogers and His Son, Niagara Falls, Ont.

SILVER-PLATED WARE
Oneida Community, Ltd., Niagara Falls, Ont.
Sanderson Pearcy & Co., Limited, Toronto, Ont.

SINKS
Can. Foundries & Forgings, Ltd., Brockville, Ont.

SKI
The Northland Ski Mfg. Co., St. Paul, Minn.

SKI ACCESSORIES, BINDINGS, WAX AND POLES
The Northland Ski Mfg. Co., St. Paul, Minn.

SKATES
Canada Cycle & Motor Co., Ltd., Weston, Ont.

SLEDGES, BLACKSMITH, COAL, STONE
Can. Foundries & Forgings, Ltd., Brockville.
Warren Forge & Tool Co., Warren, Ohio.

SNAPS, HARNESS
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.

SNIPS (TINNERS')
A. S. & A. L. Brown Co., Montreal, Que.
Wiebusch & Hilger, New York.
The Peck, Stow & Wilcox Co., Southington, Conn.
J. Wiss & Sons, Inc., Newark, N. J.

SNOW SHOES
The Northland Ski Mfg. Co., St. Paul, Minn.

SNOWSHOE HARNESS
The Northland Ski Mfg. Co., St. Paul, Minn.

SOCKETS, WIRE ROPE
J. H. Williams & Co., Ltd., St. Catharines, Ont.

SOLDER
Canada Metal Co., Toronto.
Great Western Smelting & Refining Co., Ltd., Vancouver, B. C.
Hoyt Metal Co., Toronto.

SOLDERING PASTE
Canada Metal Co., Toronto.
The Hoyt Metal Co., Toronto.

SOLDERALL
Thos. Davidson Mfg. Co., Ltd., Montreal.

SOLES, HALF
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

SOAP DISHES
Landers, Frary & Clark, New Britain, Conn.

SPARK PLUGS
Canada Cycle & Motor Co., Ltd., Weston, Ont.
The Canadian National Carbon Co., Ltd., Toronto.
Champion Spark Plug Co., Windsor, Ont.
The Eclipse Mfg. Co., Indianapolis, Ind.
Hyslop Bros., Toronto.

SPANNERS
J. H. Williams & Co., Ltd., St. Catharines, Ont.

SPIDERS
Can. Foundries & Forgings, Ltd., Brockville, Ont.

SPOKE SHAVES
E. C. Atkins & Co., Hamilton, Ont.
Millers Falls Company, Millers Falls, Mass.
Stanley Works, New Britain, Conn.

SPORTSMEN'S SPECIALTIES
The Marble Arms & Mfg. Co., Gladstone, Mich.

SPRAYERS
Canadian Potato Machinery Co., Ltd., Galt, Ont.
Collins Mfg. Co., Toronto.
Thos. Davidson Mfg. Co., Ltd., Montreal.
The New Perfection Sprayer Co., Galt, Ont.
Spramotor Co., London, Ont.
United Brassfounders & Engineers, Limited, Manchester, Eng.

SPRINGS
B. J. Coghlin Co., Ltd., Montreal, Que.

SPRING AND WIRE COILING MACHINERY
Sleeper & Hartly, Inc., Worcester, Mass.

SPRINGS, WINDMILL
Burgess-Norton Mfg. Co., Geneva, Ill.

SPRING DIES
Greenfield Tap & Die Corporation, Galt, Ont.

SQUARES
The Peck, Stow & Wilcox Co., Southington, Conn.

STABLE FITTINGS
Beatty Bros., Fergus, Ont.
Can. Foundries & Forgings, Brockville.

STAINS
The Barrett Co., Ltd.,
Brandram-Henderson, Montreal.
Canada Paint Co., Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal, Que.
The Flint Varnish & Color Works of Canada, Limited. Montreal, Que.
Lowe Bros., Ltd., Toronto.
Martin-Senour Co., Ltd., Montreal.
McArthur-Irwin, Ltd., Montreal.
Benjamin Moore & Co., Ltd., Toronto.
The Ottawa Paint Works, Ltd., Ottawa, Ont.
A. Ramsay & Sons Co., Montreal.
Sanderson Pearcy & Co., Ltd., Toronto
Sherwin-Williams Co., Montreal.
G. F. Stephens & Co., Winnipeg.
Sturgeons, Ltd., Toronto.

STAINS, STRAW HAT
The Deco-Tint Co., Montreal, Que.
Sanderson Pearcy & Co., Limited, Toronto, Ont.

STAMPINGS
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.

STAPLES
Canada Steel Goods Co., Hamilton.
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Western Wire & Nail Co., London.

STEAMERS AND BOILERS
Thos. Davidson Mfg. Co., Ltd., Montreal.

STEEL, REINFORCING
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
London Rolling Mill Co., London, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

STEEL BARS FOR REINFORCEMENT, ALL SHAPES
Burlington Products Limited, Hamilton, Ont.

STEEL STRIP
Dominion Sheet Metal Co.,, Ltd., Hamilton.

STEEL LOCKERS AND SHELVING
Dennis Wire & Iron Works, London, Ont.

STEEL, MILD, SLEIGH SHOE, TIRE
London Rolling Mill Co., London, Ont.
Manitoba Steel & Iron Co., Winnipeg, Man.

STEEL BANDS
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man

STENCILS AND INK
Hamilton Stamp & Stencil Co., Hamilton.

STOOLS
The Steel Trough & Machine Co., Ltd., Tweed, Ont.

STONES, SHARPENING
The Western Hardware Mfg. Co., Milwaukee, Wis

STORE FIXTURES
Cameron & Co., Toronto.
Thomas Lewis Arnett, Winnipeg.

STORE FRONT CONSTRUCTION, METAL
Hobbs Mfg. Co., Montreal, Que.

STOVES AND RANGES
Burrow, Stewart & Milne Co., Ltd., Hamilton, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Empire Stove & Furnace Co., Ltd., Owen Sound, Ontario.
Findlay Bros. Co., Ltd., Carleton Place, Ont.
The Enterprise Foundry Co., Ltd., Sackville, N.B
The Galt Stove & Furnace Co., Ltd., Galt, Ont.
The Hamilton Stove & Heater Co., Hamilton, Ont
The McClary Mfg. Co., Ltd., London, Ont.
Jas. Stewart Mfg. Co., Ltd., Woodstock.

STOVES, ELECTRIC
Canadian Westinghouse Co., Limited.
The McClary Mfg. Co., London, Ont.
National Electric Heating Co., Ltd., Toronto, Ont.
Renfrew Electric Products, Ltd., Renfrew, Ont.

STOVES, OIL
The McClary Mfg. Co., London, Ont.

STOVES, GAS, COAL AND WOOD
Burrow, Stewart & Milne Co., Ltd., Hamilton.
The McClary Mfg. Co., Ltd., London, Ont.

STOVES, GASOLINE
National Stamping & Electric Works, Chicago.

STOVE PIPE
Collins Mfg. Co., Toronto.
The McClary Mfg. Co., London, Ont.
O-Rib-O Mfg. Co., Winnipeg, Man.
Thos. Davidson Mfg. Co., Ltd., Montreal.

STRETCHERS, WIRE
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
Burgess-Norton Mfg. Co., Geneva, Ill.

SWEAT PADS
American Pad & Textile Co., Chatham.

SWITCH AND RECEPTACLE PLATES (FLUSH TYPE)
Ontario Lantern & Lamp Co., Ltd., Hamilton, Ont.

SWIVELS, HOOK
J. H. Williams & Co., Ltd., St. Catharines, Ont.

TACKS
The Dominion Tack & Nail Co., Ltd., Galt, Ont.

TANKS, CISTERN
Beatty Bros., Ltd., Fergus, Ont.

TANKS, GALVANIZED STEEL
Beatty Bros., Ltd., Fergus, Ont.

TANKS FOR PAINT OILS, OIL, GASOLINE, KEROSENE, ETC.
S. F. Bowser Company, Ltd., Toronto, Ont.

TANKS AND PUMPS, LUBRICATING OIL STORAGE
S. F. Bowser Company, Ltd., Toronto, Ont.

TANKS, WOOD
Beatty Bros., Ltd., Fergus, Ont.

TAPS
Butterfield & Co., Rock Island, Que.
Wells Bros. Co. of Canada, Galt, Ont.

TAP HOLDERS
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.

TAPPING ATTACHMENTS
Wells Bros. of Canada, Galt.

TAPE, RUBBER FRICTION
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

TAPES, MEASURING, STEEL AND WOOD
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

TAPES, MEASURING
Brown & Sharpe Mfg. Co., Providence, R.I.
L. S. Starrett Co., Athol, Mass.

TAPES, POCKET
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.
L. S. Starrett Co., Athol, Mass.

TARPAULIN
The Woods Mfg. Co., Ltd., Ottawa, Ont.

TEA POTS AND URNS, TEA BALL
Landers, Frary & Clark, New Britain, Conn.

TENTS
The Woods Mfg. Co., Ltd., Ottawa, Ont.

THERMOS BOTTLES
The Thermos Bottle Co., Ltd., Toronto, Ont.

THIMBLES, SMOKE PIPE
Can. Foundries & Forgings, Ltd., Brockville, Ont.

TILING, WALLS AND FLOOR
Barton Netting Co., Windsor, Ont.

TILING, RUBBER
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Co., Ltd., Toronto.

TINSMITHS' MACHINERY
Brown-Boggs Co., Hamilton, Ont.

TINWARE
Sheet Metal Products, Ltd., Toronto.

TIN PLATE
O-Rib-O Mfg. Co., Winnipeg, Man.

TIRES AND TUBES, AUTOMOBILE, MOTOR TRUCK AND BICYCLE
Ames, Holden, McCready, Limited, Montreal.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.
Hyslop Bros., Toronto, Ont.

TIES, WALL AND VENEER
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.

TIRE COVERS
American Pad & Textile Co., Ltd., Chatham, Ont.

TIRE PATCH
The Air-Tite Mfg. Co., St. Thomas, Ont.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

TIRE ACCESSORIES
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

TOBOGGANS
The Northland Ski Mfg. Co., St. Paul, Minn.

TOBOGGAN CUSHIONS AND ACCESSORIES
The Northland Ski Mfg. Co., St. Paul, Minn.

TORCHES
Clayton & Lambert Mfg. Co., Detroit, Mich.
The Detroit Torch & Mfg. Co., Detroit, Mich.
John Shaw & Sons, Ltd., Wolverhampton, Eng.

TOOLS, BLACKSMITHS'
Jardine & Co., Ltd., A. B., Hespeler, Ont.
The Warren Tool & Forge Co., Warren, Ohio.

TOOLS, CEMENT
E. C. Atkins & Co., Hamilton, Ont.

TOOLS
Chicago Flexible Shaft Co., Chicago, Ill.
B. J. Coghlin Co., Ltd., Montreal, Que.
Goodell-Pratt Co., Greenfield, Mass.
Jardine & Co., Ltd., A. B., Hespeler, Ont.
Matthias Klein & Sons, Chicago, Ill.
The Millers Falls Co., Millers Falls, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Smith & Hemenway Co., Inc., Irvington, N.J.
The Warren Tool & Forge Co., Warren, Ohio.
Whites Limited, Collingwood, Ont.

TOOLS, HARVEST
Beatty Bros., Ltd., Fergus, Ont.
F. E. Myers & Bro., Ashland, O.

THE BUYERS' GUIDE

TRANSFER DECALCOMANIA
Canada Decalcomania Co., Ltd., Toronto.

TRANSFER SPECIALTIES
The Union Transit Co., Glasgow, Scotland.

TRAPS, BRASS, IRON, LEAD
Canada Metal Co., Toronto.
The James Morrison Brass Mfg. Co., Ltd., Toronto.
United Brassfounders & Engineers, Limited, Manchester, Eng.

TRAPS, STEAM
The James Morrison Brass Mfg. Co., Ltd., Toronto.

TRAPS, GAME
The Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.
Oneida Community, Ltd., Niagara Falls, Ont.

TOOLS, LOGGING AND LUMBERING
Thos. Pink Co., Ltd., Pembroke, Ont.
The Warren Tool & Forge Co., Warren, Ohio.

TOOL HOLDERS (CUTTERS)
J. H. Williams & Co., Ltd., St. Catharines, Ont.

TOOLS, MACHINISTS'
Brown & Sharpe Mfg. Co., Providence, R.I.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Goodell-Pratt Co., Greenfield, Mass.
A. B. Jardine & Co., Limited, Hespeler, Ont.
L. S. Starrett Co., Athol, Mass.

TOOLS, SMALL
The Quality Tool Works, Montreal, Que.
J. H. Williams & Co., Ltd., St. Catharines, Ont.

TOOLS, TROWEL
E. C. Atkins & Co., Hamilton, Ont.

TOYS
The American Flyer Mfg. Co., Ltd., Chicago, Ill.
Thos. Davidson Mfg. Co., Montreal, Que.
Gendron Mfg. Co., Ltd., Toronto.
J. H. Hanson Co., Limited, Montreal, Que.
S. H. Whyte Co., Ltd., Winnipeg, Man.

TRAINS, TOY
The American Flyer Mfg. Co., Ltd., Chicago, Ill.

TROUGHS
Beatty Bros., Fergus, Ont.

TRAMMEL POINTS
Stanley Works, New Britain, Conn.

TROUGHS, HOG
Beatty Bros., Ltd., Fergus, Ont.

TROWELS
Henry Disston & Sons, Limited, Toronto.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

TRUCKS, MOTOR
The Ford Motor Co. of Canada, Ltd., Ford, Ont.

TRUCKS, WAREHOUSE
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Kribs, Ltd., Wm. A., Hespeler, Ont.

TRY SQUARES
Henry Disston & Sons, Limited, Toronto.
Stanley Works, New Britain, Conn.

TUNGSTEN LAMPS
The Canadian Tungsten Lamp Co., Hamilton, Ont.

TUBS
Wm. Cane & Sons Co., Newmarket, Ont.

TUBES, AUTO, TRUCK AND BICYCLE
Gutta Percha & Rubber Ltd., Toronto.

TUBING, BRASS
The James Morrison Brass Mfg. Co., Ltd., Toronto.

TUBING, RUBBER
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Ltd., Toronto, Ont.

TUNGSTEN LAMPS
The Canadian Tungsten Lamp Co., Ltd., Hamilton.

TURPENTINE
Ontario Oil & Turpentine Co., Ltd., Toronto.

TWINES
Consumers' Cordage Co., Montreal and Halifax.
Doon Twines, Ltd., Kitchener, Ont.
The Sterling Twine Co., Ltd., Walkerton, Ont.
Walter Woods & Co., Hamilton.

VACUUM CLEANERS AND SWEEPERS
Bissell Carpet Sweeper Co. of Canada, Ltd., Niagara Falls, N.Y.
The Hurley Machine Co., Ltd., Toronto.
Landers, Frary & Clark, New Britain, Conn.
The National Electric Heating Co., Ltd., Toronto.

VALVES, ACID RESISTING
Hoyt Metal Co., Toronto, Ont.

VALVES, RADIATOR AND AIR, IRON BODY, COMPOSITION, GLOBE, ANGLE, CHECK
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Jenkins Bros., Ltd., Montreal, Que.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
James Morrison Brass Mfg. Co., Toronto.
United Brass Founders & Engineers, Limited, Manchester, Eng.

VALVES, RUBBER PUMPS
Gutta Percha & Rubber Ltd., Toronto.

VARNISHES, AUTO, COACH, HOUSE, MARINE
Berry Bros., Walkerville.
Boston Varnish Co., Everett Station, Boston.
Brandram-Henderson, Ltd., Montreal.
Canada Paint Co., Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal.
The Flint Varnish & Color Works of Canada Limited, Montreal, Que.
Glidden Co., Ltd., Toronto, Ont.
Imperial Varnish & Color Co., Ltd., Toronto.
International Varnish Co., Ltd., Montreal.
Lowe Bros., Limited, Toronto.
McArthur Irwin, Montreal, Que.
Martin-Senour Co., Ltd., Montreal.
Benjamin Moore & Co., Ltd., Toronto.
A. Ramsay & Son, Montreal.
Pratt & Lambert, Bridgeport, Ont.
Sanderson, Pearcy & Co., Ltd., Toronto, Ont.
Scarfe & Co., Ltd., Brantford, Ont.
Sherwin-Williams Co., Montreal, Que.
G. F. Stephens & Co., Ltd., Winnipeg.
Wilkinson & Kompass, Hamilton.

VEHICLES, CHILDREN'S
The Gendron Mfg. Co., Ltd., Toronto, Ont.
The Woodstock Wagon & Mfg. Co., Ltd., Woodstock.
S. H. Whyte Co., Ltd., Winnipeg, Man.

VENEER SEATS
Canadian Veneering Co., Acton Vale, Que.

VENTILATORS
Wheeler & Bain, Toronto.

VISES
A. G. & A. L. Brown & Co., Montreal, Que.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Works, New Britain, Conn.
The Warren Tool & Forge Co., Warren, Ohio.

VISES, CHAIN PIPE, CLAMP, MOUNT
J. H. Williams & Co., Ltd., St. Catharines, Ont.

WAGON HARDWARE
Burgess-Norton Mfg. Co., Geneva, Ill.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
The Stanley Works, New Britain, Conn.

WALL COVERINGS
The Dominion Oilcloth & Linoleum Co., Limited, Montreal, Que.

WALNUT SEATS
Canadian Veneering Co., Acton Vale, Que.

WARMERS, FOOT
Chicago Flexible Shaft Co., Chicago, Ill.

WASHERS
London Rolling Mill Co., Ltd., The London, Ont.
The Union Iron & Metal Co., Ltd., Toronto.
Wilkinson & Kompass, Hamilton.
Wrought Washer Mfg. Co., The, Milwaukee, Wis.

WASHERS, RUBBER
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

WASHING MACHINES, ELECTRIC, HAND AND POWER
Altorfer Bros., Peoria, Ill.
Beatty Bros., Fergus, Ont.
Dowswell, Lees & Co., Hamilton.
W. A. Kribs Co., Limited, Hespeler, Ont.
The Hurley Machine Co., Ltd., Toronto, Ont.
Landers, Frary & Clark, New Britain, Conn.
Maxwells, Ltd., St. Marys, Ont.
1900 Washer Co., Toronto, Ont.

WASTE, COTTON
Acme Waste Mfg. Co., Toronto, Ont.
Sanderson, Pearcy & Co., Ltd., Toronto, Ont.
Wilkinson & Kompass, Hamilton.

WASH BOARDS
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
E. B. Eddy Co., Ltd., Hull, Que.

WASH TUBS
E. B. Eddy Co., Ltd., Hull, Que.
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.

WATERPROOF CLOTHING
The Tower Canadian Ltd., Toronto, Ont.

WATER SYSTEMS
The Westco Pumps Ltd., Toronto.

WEATHER STRIPPING
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
The Metal Weatherstrip Co., Ottawa, Ont.

WEDGES
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Warren Tool & Forge Co., Warren, Ohio.

WEEDERS, GARDEN (HAND)
The Eureka Planter Co., Ltd., Woodstock, Ont.
C. S. Norcross & Sons, Bushnell, Ill.

WEIGHTS
Can. Foundries & Forgings, Ltd., Brockville, Ont.

WEIGHTS, HORSE
The Katie Foundry Co., Galt, Ont.

WHEELS, GRINDING
E. C. Atkins & Co., Hamilton, Ont.

WHEELS, WELL
Can. Foundries & Forgings, Ltd., Brockville, Ont.

WHITEWASH OUTFITS
Collins Mfg. Co., Toronto.

WHIFFLETREE HOOKS
The International Malleable Iron Co., Ltd., Guelph, Ont.

WHOLESALE HARDWARE
J. H. Ashdown Hardware Co., Ltd., Winnipeg.
The Hobbs Hardware Co., Ltd., London, Ont.
H. S. Howland Sons & Co., Toronto.
Rice Lewis & Sons, Ltd., Toronto.
Whites, Limited, Collingwood, Ont.

WHITE LEAD
Brandram-Henderson, Montreal, Que.
Canada Paint Co., Ltd., Montreal.
Carter White Lead Co., Montreal.
McArthur Irwin, Montreal.
Sanderson, Pearcy & Co., Ltd., Toronto, Ont.
Sherwin-Williams Co., of Canada, Ltd., Montreal.

WIND SHIELD GLASS
Hobbs Mfg. Co., Montreal, Que.
The Ontario Plate Glass, Ltd., Hamilton, Ont.
Sanderson, Pearcy & Co., Ltd., Toronto, Ont.

WINDOW WEIGHTS
The Katie Foundry Co., Galt, Ont.

WINDOW FITTINGS
Stanley Davies, Weston, Ont.

WINDOW GUARDS, WIRE
Canada Wire & Iron Goods Co., Hamilton, Ont.

WIPERS
Scythes & Co., Toronto.

WIRE
Canada Wire & Iron Goods Co., Hamilton, Ont.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
Laidlaw Bale-Tie Co., Ltd., Hamilton, Ont.
Kasement Skrene Dore Co., Toronto.
The Western Wire & Nail Co., London, Ont.

WIRE, ANNEALED
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
The Frost Steel & Wire Co., Ltd., Hamilton.
The Graham Nail Works, Toronto.

WIRE, BRIGHT
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
The Graham Nail Works, Toronto.

WIRE BASKETS, HEAVY
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.

WIRE CLOTH
Canada Wire & Iron Goods Co., Hamilton, Ont.
Kasement Skrene Dore Co., Toronto.

WIRE, COPPERED
The Graham Nail Works, Toronto.

WIRE CUTTERS
Bridgeport Hardware Co., Bridgeport, Conn.

WIRE, HAY
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
The Graham Nail Works, Toronto.

WIRE HOOPS
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Steel Co. of Canada, Ltd., Hamilton, Ont.

WIRE DOOR MATS
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.

WIRE, OILED AND ANNEALED
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
The Graham Nail Works, Toronto, Ont.

WIRE, TINNED
The Graham Nail Works, Toronto.

WIREWORK OF ALL KINDS
Canada Wire & Iron Goods Co., Hamilton, Ont.
Dennis Wire & Iron Works Co., Ltd., London, Ont.
The McDonald Wire Goods Co., Drummondville, Que.

WIRE WHEELS
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

WIREWORKING MACHINERY
Sleeper & Hartly, Inc., Worcester, Mass.

WIRE WINDOW SCREENS
Atlas Iron, Wire & General Metal Works, Toronto.

WOODENWARE
The Brett Mfg. Co., Winnipeg, Man.

WRAPPING PAPER
Alex. McArthur & Co., Montreal, Que.
Walter Woods & Co., Hamilton, Ont.

WRECKING BARS, CARPENTERS'
The Warren Tool & Forge Co., Warren, Ohio.

WRENCHES AND ACCESSORIES
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Caverhill, Learmont & Co., Montreal.
Edgar C. Guthard Co., Chicago, Ill.
Goodell-Pratt Co., Greenfield, N.Y.
Will B. Lane, Chicago, Ill.
The Peck, Stow & Wilcox Co., Southington, Conn.
The Star Mfg. Co., Carpentersville, Ill.
Trimont Mfg. Co., Roxbury, Mass.

WRENCHES, ALLIGATOR
Bridgeport Hardware Co., Bridgeport, Conn.

WRENCHES, RATCHET
Brown & Sharpe Mfg. Co., Providence, R. I.
L. S. Starrett Co., Athol, Mass.
J. H. Williams & Co., Ltd., St. Catharines, Ont.

WRINGERS
Beatty Bros., Ltd., Fergus, Ont.

WROUGHT NIPPLES
Jas. Morrison Brass Mfg. Co., Toronto.
J. H. Williams & Co., Ltd., St. Catharines, Ont.
The Union Iron & Metal Co., Ltd., Toronto.

WROUGHT WASHERS
J. H. Williams & Co., Ltd., St. Catharines, Ont.
The Wrought Washer Mfg. Co., Milwaukee, Wis.

WRINGERS, HAND AND POWER
J. H. Connor & Son, Limited, Ottawa, Ont.

WROUGHT COUPLINGS
Wrought Washer Mfg. Co., The, Milwaukee, Wis.

YOKE ENDS
J. H. Williams & Co., St. Catharines, Ont.

ZINC, BAR
Canada Metal Co., Ltd., Toronto.
The Hoyt Metal Co., Toronto.



THE K-T COBBLER SET

THE TRADE K-T MARK FDY.

You Can Absolutely Guarantee

this repair outfit to your steady customer or to the customer you would like to make permanent.

UNBREAKABLE
It weighs 14 lbs.
It sells for $1.50
It costs you $1.00

The high price of shoes will make this a steady seller.

We also make for your trade

Clothes Reels Clothes Pulleys Builders' Castings of all kinds
Clean-Out Doors Coal Chutes Window Weights Horse Weights

Inquire for our prices GALT, ONTARIO

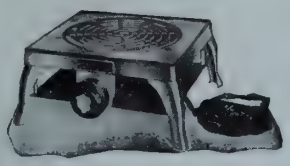
HARDWARE & METAL is the only weekly hardware paper in Canada and is read by practically every worth-while buyer, both wholesale and retail, in Canada. HARDWARE & METAL is the logical medium to use if you have a message for the Canadian hardware trade.

Gaining New or Greater Distribution

is a well-recognized and familiar use of properly-directed, continuous advertising.

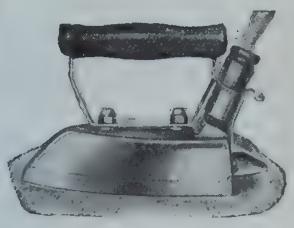
For either marketing on a national scale or by "Zone Methods" continuous, properly-directed advertising blazes the trail, carries your name, reputation and a knowledge of the product to the trade. It paves the way for the salesmen, lubricates your whole distribution system and creates friendly territory waiting to welcome your product and your travellers as your production expands.

A weekly message to the whole hardware trade of Canada through HARDWARE AND METAL—their recognized source of business information—will increase your distribution.



One-Burner Hot Plate

National ELECTRIC



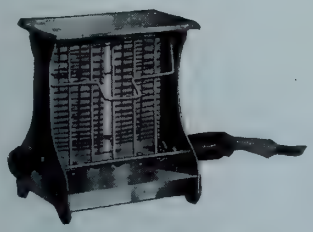
Electric Iron

Suggestions for a Stock at the June Bride Season

You know this season and its requirements. There are few presents so useful or so much appreciated in the new home by the "Newly-weds" as National Electrical Appliances.



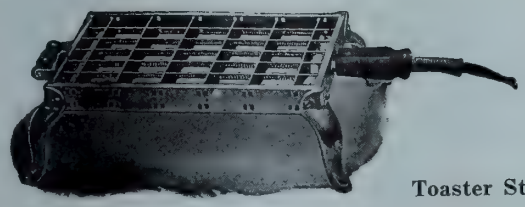
Two-Burner Hot Plate



Electric Toaster

The National Electric Heating Co.
Limited

249 Mountain Street, MONTREAL, QUE.
702 Confederation Life Bldg., WINNIPEG, MAN.
627 Vancouver Block, VANCOUVER, B.C.



Toaster Stove

C6 Range



C6

Stove

All sizes of Clear Mica in stock for immediate shipment.

Price List on Application.

Mica Electrical Insulation of Every Kind.

Mica Company of Canada, Ltd.
P.O. Box 156, Hull, Que.

Mica



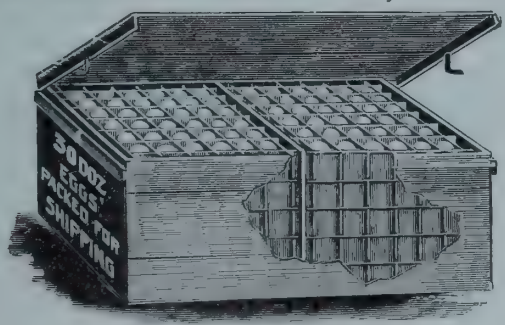
Quality That Repeats Sales

We Make
Steel Wire Nails and Brads, Clothes Line Wire, Fencing Staples and Hooks, Galvanized Poultry Netting Staples.



Western Wire & Nail Co.
London, Ontario

THE MILLER BROS. CO., LIMITED



Manufacturers of
White pulp egg case fillers and extra flats in standard and extra large sizes for 12 and 30 dozen egg crates.
20-38 DOWD STREET, - MONTREAL, CANADA

The British office of HARDWARE AND METAL is located at the office of the MacLean Publishing Co. of Great Britain, Limited, 88 Fleet Street, London, E.C., E. J. Dodd, director.

If interested tear out this page and place with letters to be answered.

We tell 'em— You sell 'em!

In the shops and factories and building operations of the country, two generations of America's finest mechanics are teaching the younger men to know Starrett Tools, and to demand them.

And in the publications that mechanics read, Starrett advertising month in and month out steadily hammers home the story of Starrett Tool quality and service.

Starrett Tool advertisements and Starrett Tool users are helping Starrett dealers everywhere to make sales—and more sales.

We tell 'em—you sell 'em. Look over the new Starrett catalog, No. 22 "M. A.," and stock up.



The L. S. Starrett Co.

The World's Greatest Toolmakers

Manufacturers of Hack Saws Unexcelled

ATHOL, MASS.

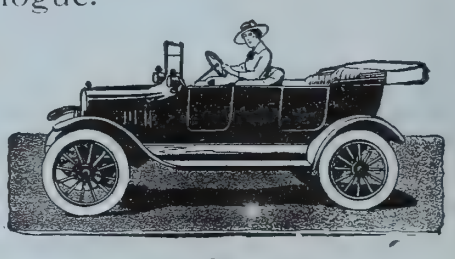


42-166

Sell Starrett Tools

Retailers' Electro Service

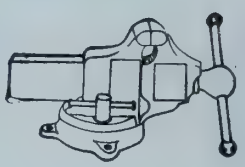
A GOOD ILLUSTRATION is worth 1,000 words. Over 400 hardware electros are shown in a booklet which Hardware and Metal supplies free to its readers. Following electros have been selected at random. Send for complete catalogue.



366



370





330



159







372

399

THE above are a few of HARDWARE AND METAL'S electro assortment, comprising 412 electros of hardware and motor accessory articles, which are available to subscribers at a cost of 30c each, cash with order. Booklet showing complete assortment will be mailed free upon request.

HARDWARE & METAL

Electro Department

143-153 University Avenue

TORONTO, CAN.

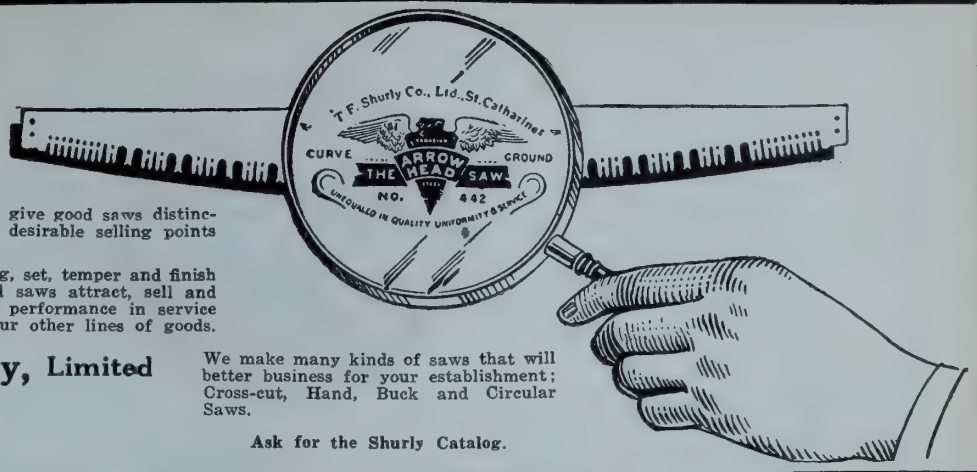
If interested tear out this page and place with letters to be answered.

Arrowhead Saws

Vanadium Steel

How you sell saws depends partly on your salesmanship. You can sell a poor saw but once; to sell saws successfully and build yourself a permanent business you must sell good saws. To give good saws distinction and individuality they must have the desirable selling points of superior saws.

Arrowhead saws have those points; the hang, set, temper and finish are right, and they sell right. Arrowhead saws attract, sell and satisfy your customers. Their satisfactory performance in service creates confidence in your store, and in your other lines of goods.



T. F. Shurly Company, Limited
St. Catharines
Ontario

We make many kinds of saws that will better business for your establishment; Cross-cut, Hand, Buck and Circular Saws.

Ask for the Shurly Catalog.



FORSTNER BITS

bore their way right through tough, hard, knotty, cross-grained wood and leave a smooth hole and clean surface. That's performance. THEY DIFFER FROM ALL OTHER BITS, BEING GUIDED BY THE RIM INSTEAD OF THE CENTRE. That's scientific construction. They bore any arc of a circle and can be guided in any direction. That's adaptability. Made for Brace-made Machines. Packed singly; packed in sets That's convenience. And they sell to Wood Workers, Carpenters, Cabinet Makers and others. That's why you should sell them. Order through your jobber to-day.

THE PROGRESSIVE MANUFACTURING CO.
Torrington, Conn., U.S.A.

CROWBARS



No. 102-A—CHISEL POINT

We offer you bars of High Carbon Steel at the same price as you are buying the Mild Steel Bar elsewhere. Write for price list and catalogue.

B. J. COGHLIN CO., LIMITED, Office and Factory: Ontario Street East, MONTREAL.

JOSEPH RODGERS & SONS
LIMITED

SHEFFIELD, ENG.

Avoid imitations of our

CUTLERY

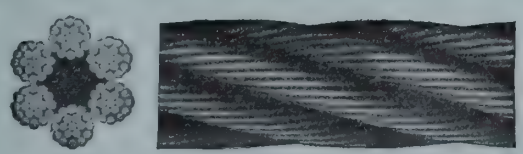
By seeing that this exact mark is on each blade.

REGISTERED TRADE MARK
GRANTED 1682.

SOLE AGENTS FOR CANADA

James Hutton & Company
MONTREAL

WIRE ROPE AND FITTINGS



OF ALL CONSTRUCTIONS

The demand is steady. Are you getting your share of this business? We co-operate with you.

Have you a copy of our Catalogue?

We also manufacture Wire Cloth, Iron Stairways, Fire Place Screens, Window Guards

CANADA WIRE & IRON GOODS CO.
HAMILTON

Let this Sign Bring *YOU* Business



If you sell gasoline and oil, you can get this attractive, novel, life-sized Boy and Slate Sign.

Other dealers have it now—and every one of them is convinced that it brings a vast volume of extra business.

It is made of wood and steel—handsomely painted in natural colors; and is supplied to En-ar-co Dealers along with a series of catchy epigrams so that a new "eye-catcher" can be put on it every other day throughout the year.

Let us place in your hands all the particulars about the En-ar-co Boy and Slate Sign. Address Dept. H.M. 5, Canadian Oil Companies nearest branch for this information—it will be sent free of all cost or obligation to all dealers in gasoline and oil and to garage and service station owners everywhere.

CANADIAN OIL COMPANIES Limited

Branches:
Toronto, London, Montreal, Quebec, St. John, Halifax, Winnipeg, Regina, Saskatoon, Edmonton, Calgary.

If interested tear out this page and place with letters to be answered.



"Old English Gray Ware"

The Standard by Which All Gray Ware is Judged

Genuine "Old English Gray Ware," for years imported by the Canadian Trade, is now being manufactured from the raw sheet steel to the finished utensil right here in Canada. Absolutely all the "Old English Gray Ware" sold in Canada, is Canadian made—a home product, saving you all duty formerly paid, and providing work for Canadian workmen.

Our factory, which started operations in Canada a little over a year ago, is manufacturing a full line of this beautiful and durable gray enamelled kitchen ware.

As quality stands paramount in its production, it costs more than some other lines, but is well worth it. You make your money in turn-overs—not in hang-overs. The rapid selling qualities of "Old English Gray Ware" have oftentimes been compared, in actual department store sales, with other lines of gray ware, and on every occasion "Old English Gray Ware" has proven the quickest selling line.

We Invite You to Visit Our Plant at Toronto

In making inquiries correspond with our nearest Toronto factory representative:

E. S. Field,
2434 Hutchison St., Montreal, Quebec.

V. E. Hunt,
114 Pantages Bldg., Winnipeg, Manitoba.

F. C. Myers,
Carter-Cotton Bldg., 198 Hastings St., Vancouver, B.C.

The Republic Stamping & Enameling Co.
of Canada, Limited
2382 Dundas St. West, Toronto, Ontario

TWO MEN

There are two men we know, you know them too—they are in every town and in every street of every city in Canada.

The first lives in Hamilton—George Travers is the name we will know him by.

A few months ago he wrote us to analyze some stock he held. By chance he learned through a friend, of THE FINANCIAL POST Investors' Inquiry Service. $3,000.00 he had paid for what were now mere scraps of paper. The whole lot of prettily engraved certificates wasn't worth over $150.00.

"If only I had known of your service seven years ago, when I spent my money for this stuff," said Mr. Travers, "I would have had a real stake now."

The Other Side

Out in Sunny California away from the biting winters of Canada —in a little bungalow which could well be called "ideal," lives another man—he is well beyond middle age, but he doesn't need to work again except at his own pleasure. He has made sufficient for his needs, and saved it by investing his yearly profits from a modest grocery store.

Fourteen years ago he realized that savings were not saved until they were safely invested in income-producing securities. From a knowledge gained by a weekly reading of FINANCIAL POST he began setting aside a monthly sum for investments. Invariably he asked the opinion of our Investors' Inquiry Service before investing. And after these years of working moderately hard he has comfort, independence and a life income—more than that he has an estate.

"You will be glad to know," he wrote, "I am able to sell out and retire from active business. The whole of my present estate I owe to sound investments made through your Investors' Inquiry Service."

WHICH?

At fifty which will you have? Great fortunes, as a rule, are the result of careful savings and wise investments.

Learn more of securities and investments through THE FINANCIAL POST, and make use of the valuable Investors' Inquiry Service, which is free to FINANCIAL POST readers. Through this service experts advise you the class of security that fits your needs and point out clearly the factors of safety and risk in each one.

It is only a moment of decision you need. Fill in the coupon and prove for yourself what THE FINANCIAL POST of Canada can do for you.

The Financial Post
143 University Ave., Toronto

Sirs:

Send me THE FINANCIAL POST. I'll read it carefully and if I decide not to take it I'll write you within five days. Otherwise you'll know I want to keep on getting THE POST and will bill me for $5.00—price for one year—52 issues.

.....

.....

Fostering Canada's Export Trade

Canadian National Export Club Formed to Develop Foreign Trade—Banking Facilities Being Extended—Information Re Prospective Markets

A STEP, preparatory to the Dominion's entry in dead earnest into the world-wide contest for foreign trade, was taken, when a large gathering, representative of manufacturers and others interested in the extension of Canada's commerce to the ends of the earth, met together recently at the inaugural banquet of the Canadian National Export Club.

Foreign and domestic conditions, as they related to the extension of Canada's export trade, were topics of the several addresses given by distinguished speakers.

The position of Canadian banks in the development of foreign trade was ably discussed by G. F. Towers, of Montreal, superintendent of the foreign trade department of the Royal Bank of Canada.

Banks Ready to Help

"So far as lies in their power, Canadian banks are ready and willing to increase Canada's export trade, and are going to do it," he declared. The service of the Canadian banking system, especially in providing credit information, without which no one could afford to make foreign shipments, was one of the points dealt with at some length by Mr. Towers. The service of Canadian banks in this respect is very extensive, there being an efficient chain of correspondents in most British countries where there are not actual branches. Canadians must look more to countries of the British Empire for new business than to other countries, he said.

Because Germany can obtain workers for less money to work longer hours, she is getting back on the road to commercial success by offering her goods at lower prices, he continued. Germany is at present buying more than she sells, but there are indications that she is reviving.

Meeting Winds of Competition

Many questions of procedure in arrangements for payments, etc., were instructively considered by Mr. Towers. Concluding, he said, "Canadian business is being drawn out of the sheltered nook of war years to the full blast of competition with other industrial nations. Only by co-operation of every wheel in the machine can Canada be driven forward to prosperity and success.

Col. Douglas Young, who recently returned from Siberia, where he was stationed for three years with the Canadian Red Cross Mission, gave his hearers the benefit of a great deal of information on conditions which he had observed at first hand.

Though Russia was grasping for supplies from the outside world, he thought that shipments to the country at the present time were out of the question. There could be no knowledge as to where payment was to come from. Europe, he said, would never return to normal until Russia became once more a producing nation.

Must Learn Conditions Abroad

A short address was given by Mr. Lennox Simpson, advisor to the president of the Chinese Republic. He stated that China as a market was only in its infancy, the total trading of the country amounting to less than £1 per head.

"We must become as familiar with conditions which obtain in all parts of the world as with those prevailing in Canada," said J. S. McKinnon, president of the C.M.A. He said that the sales department of industries must play and continue to play an increasingly important role to meet keenness of competition.

The following officers of the club were elected: President, R. E. Jamieson, Montreal, first vice-president, Thomas Morton, Toronto; second vice-president, J. J. Foot, London; secretary-treasurer, A. Marshall of the C.M.A.

The officers and the presidents of local associations compose the executive committee.

Objects of Club

The object of the club, whose active members will be men employed in the export departments of Canadian manufacturers and officials of national manufacturing organizations, is to develop Canadian export trade by the spreading of reliable information on subjects relating to export trade, and by co-operation with the Department of Trade and Commerce, the C.M.A. and similar national organizations. The club will also assist in the formation of local export clubs, which will be modelled after it on a smaller scale, and also affiliated with it.

The organizing committee is as follows: H. B. Halliday, chairman, Canada Cycle & Motor Co., Ltd.; L. L. McMurray, Gutta Percha & Rubber, Ltd. Thos. Morton, Western Canada Flour Mills, Ltd.; W. C. McLaughlin, Dunlop Tire & Rubber Goods Co.; H. P. Cowan, Cowan Co., Ltd.

Correct Packing a Factor in Exporting

A Thorough Understanding of Proper and Efficient Packing is Essential for the Successful Promotion of an Export Trade—How to Proceed in Exporting to British and Foreign Ports

THE question of the proper procedure to pursue in exporting to British or foreign ports very often baffles the Canadian manufacturer who has an opportunity to engage in export trade and who has not done much in this regard. In order that this information might be secured first-hand, a Hardware and Metal representative interviewed officials of certain steamship companies. Inquiries from foreign countries indicate that many Canadian manufacturers have an opportunity to enlarge their export business and the correct method in packing and shipping goods in trade of this kind is very important, much depending, particularly in first shipments, on the care taken.

Consult Transportation Companies

The first step to be taken is to get in touch with the foreign department of the transportation company, giving the number of packages and the nature of the commodity, specifying measurements, weights and the destination. The carrying company then arranges for ocean space, providing permits for the same. These permits are furnished in sufficient time to enable the goods to arrive at the seaboard in order to connect with the specified date of sailing. In no case, however, shall an agent guarantee that property will clear on a particular steamer or date. When large shipments have been booked for clearance over a specified period, permits only will be supplied by foreign freight department at Montreal, when confirmation is received from the steamship company interested that space has been reserved on certain vessels. The permit

indicates quantities which must be shipped out between specified dates.

Packing Most Important

In the various factors entering into an export business, the one of packing and shipping is particularly important. Exporters in all countries have sustained substantial losses, both in the way of goods and also in repeat orders, through careless and improper packing. When goods arrive in a damaged condition, it often necessitates lengthy adjustments, resulting in loss of market. It also creates dissatisfaction and may give the importer opportunity of refusing to accept the goods. Complications of a difficult character can often arise from lack of proper packing, and complications and adjustments of any kind, in an export business, are usually expensive.

In the consideration of correct packing first thing to have in mind is safety. Exporters should consider the additional handling by forwarders, and endeavor to visualize what the case must go through, before arriving at the importer's warehouse. The exporter must guard against all the hazards of domestic shipping, and be assured of the strength of the case or container to protect the goods against the considerably increased handling of ocean shipping and the by no means gentle handling of stevedores, when loading or discharging the ship. Cargo pressure must also be considered, that is pressure that is the result of rough sailing. Messages of advice printed on the cases, such as "handle with care," "use no hooks," etc., might as a general rule be omitted because little attention is given to them.

Loading the Ship

Cases are usually loaded aboard ship in slings, and hoisted aboard with the aid of a steam winch, when the winch takes up the sling, the cases are rolled into a bundle. Considerable pressure is thus exerted on all the cases—particularly the outer ones.

The sling is brought over the hatch, prior to lowering away into the ship's hold, and it is not an unknown thing that this lowering process sometimes becomes a dropping process. Consequently, it is evident the care that must be taken in packing. The case that can stand these operations both in loading and discharging must of a necessity be a sound one.

A shipping case can, however, be unnecessarily strong, and if so will consequently increase ocean freight charges. Ocean freight rates are made up on a weight or measurement basis, ship's option. By ship's option, the steamship companies make their calculations based on 42 cubic feet to the ton. If the goods are light and take more than 42 cubic feet to the ton, they may on their own option charge on a measurement basis. If the goods are heavy and less than 42 cubic feet to the ton, the charges may be fixed on a weight basis. Unnecessary weight in a case is then to be avoided.

Proper Packing Builds Trade

In England it is the custom, particularly in piece goods, to have the goods prepared by professional export packers, who make a business of it. Proper packing has helped to build up England's tremendous export trade. In Canada, perhaps, it is not possible to engage professional packers, but if Canada's export business is to expand greater care must be given to this important feature.

Experience will teach the exporter the proper and the most economical size of case, both for efficient handling and minimum freight rates. A thorough knowledge and a better understanding of the packing and shipping problem is to-day absolutely necessary to the successful growth of a Canadian export trade.

HOW CANADIAN EXPORTERS CAN PROFIT FROM THE EXAMPLE OF ENGLISH PACKING

DISCUSSING with a large importer of British and foreign merchandise the question of correct packing of export shipments, in order to insure safe delivery, a representative of Hardware and Metal was told that the Canadian exporter could profit a great deal by following the example of Old Country shippers. "We scarcely have any consignments from England that do not arrive in perfect condition," he said. "The English shipper has made a study of this important factor, with the result that the best methods in packing goods have been adopted. Importing, as we do, a great many lines that come to us in bottles, we never have any trouble. These goods come in either cases or casks. The cases are packed four dozen to the case, and the casks twelve dozen to the cask.

"Domestic packers have very often used a very thin wood, with results, in a great many cases rather disastrous. A thin wood will not stand the rehandling, and shippers on this side have learned or must learn that the strongest possible cases or casks must be used for overseas delivery. In addition to the cases and casks arriving from the Old Country being of the strongest wood, they are all very strongly coopered.

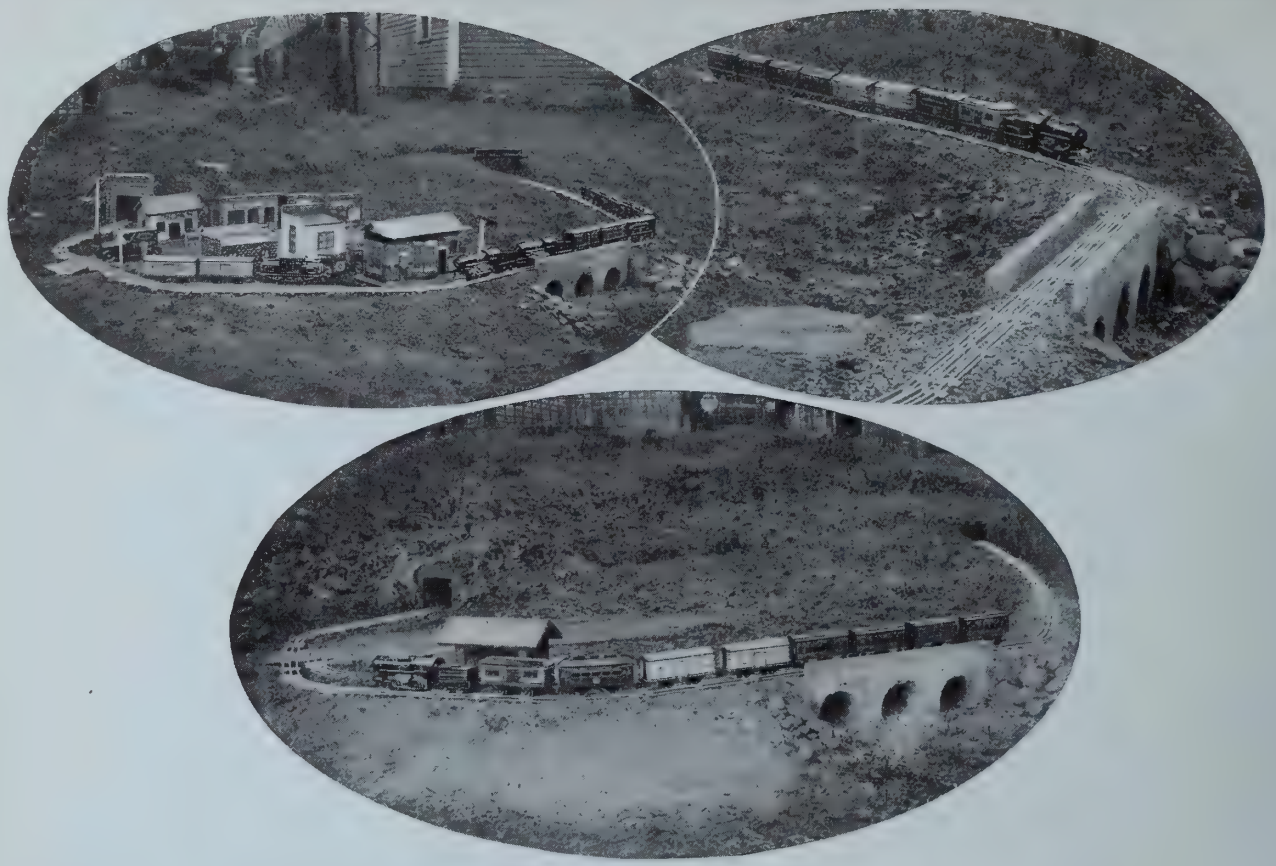
"Particular care of course must be given to lines that are affected by climate, and the attention that is given to goods of this character, means everything in the delivery of them in first-class shape. Canadian exporters can learn a good deal from the way Old Country goods are shipped, and are well advised to follow them as completely as possible."



One of the fleet of ships operated by the Canadian Government Mercantile Marine, which are carrying Canadian products into the markets of the world. Recent additions to the fleet have enabled the opening up of many new markets to Canada's manufacturers.

SEEKING GERMAN TRADE

The race between the United States, Great Britain and France to regain trade with Germany has been a close one. Official records of the three countries in question show that the trade of the United States with Germany in 1920 was $390,000,000, that of Great Britain £82,255,000 and that of France approximately 3,500,000,000 francs. Belgium and Italy also showed an equal trade willingness to "forget the past," while the neutrals on all of her frontages, Switzerland, Netherlands, the Scandinavian States, Czecho-Slovakia, Poland, and even Soviet Russia, showed marked gains over the preceding year, apparently bringing the grand total of Germany's foreign trade in 1920 to approximately $2,000,000,000.



The Backyard Railroad

Did you ever in all your life see a more novel use of the American Flyer Railroad than this?

The "Backyard Railroad," shown above, was built by Clyde Nolan, of Elkhart, Indiana. Thousands of outdoor railroads will be built this summer—we are using a full page ad. in two colors in the June issue of the "American Boy" to tell the boys about this new outdoor sport.

Sell American Flyer Railroad in Summer

Every dealer would like to stimulate the toy business in the summer months—here's an idea that will do it. Make a display of American Flyer Railroads in your show window, featuring "The Backyard Railroad Idea." We shall be glad to supply you with a colored reproduction of our full page "American Boy" advertisement. You will find that the boys and girls in your neighborhood will soon become enthusiastic over the idea. This means sales of complete outfits and extra equipment.

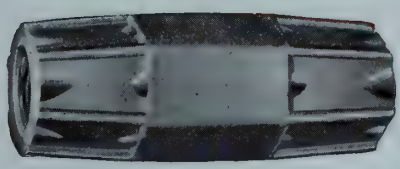
"Made in America"
"American Flyer"
"The Train with the Guarantee"
MINIATURE RAILROADS
Registered U.S. Patent Office

The American Flyer Mfg. Co. - 2219-39 S. Halsted St., Chicago

If interested tear out this page and place with letters to be answered.



For Quicker Turnover



Neatly Packed in Boxes of 25

Aside from the many advantages of Demon Grip Solid Steel Pump Rod Couplings over Malleable Couplings, which are most helpful to you for pulling displays? Demon Grips in their attractive boxes, or "Just Couplings" that are shipped to you in a sack? Demon Grips are welded and forged—a solid coupling. Easiest to sell and give maximum satisfaction to your customers.

Manufactured by

Edward E. Johnson, Inc.

2304 Long Avenue

St. Paul - - Minn.

These Wholesalers Stock Demon Grip:

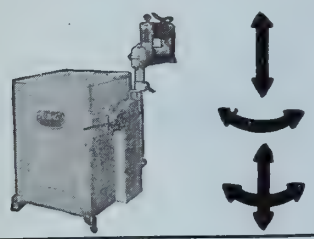
Beatty Brothers, Ltd.
Marshall Wells Alberta Co.
J. H. Ashdown Hdwe. Co.
Canadian Fairbanks-Morse Co.
Revillon Wholesale Limited.
Ontario Wind Engine & Pump Co.
Marshall Wells Co.
Wood, Vallance, Ltd.
Crane, Limited.
Medicine Hat Pump & Brass Co.

If interested tear out this page and place with letters to be answered.

A B C

Sell a Complete Line Under One Famous Name

At a retail price range from $90.00 to $225.00 there are A B C power washers, electric washers and electric ironers. A model to suit every purpose and purse! No need to tie up capital in several lines. No need to devote advertising space, time and energy to pushing more than one line. Reduce your investment, increase your turnover, lower your freight costs, secure longer discounts, by confining your selling to the A B C line. Note its broadness. Each model the leader in its class. Each bears the famous A B C name—backed by pioneers in the industry, the big, successful, twelve-year-old firm of Altorfer Bros. Company. Exclusive dealerships open. Write our nearest wholesale distributor, or us, for all particulars.



Some lift and dip

Others rock and toss

The A B C does both

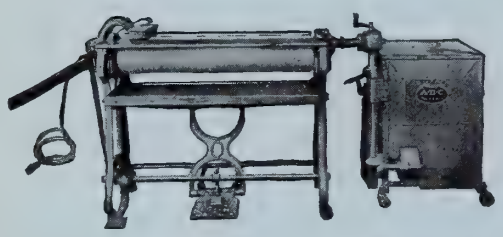
A B C *Super-Electric Washer*

Open, semi-cabinet and full cabinet models. Maple or zinc cylinders. Copper or galvanized tubs. ¼ h.p. motor. Also equipped for power drive. Retail price range $200.00 to $225.00.



A B C *Electric Ironer*

Foot pedals apply and release ironing pressure. 45-inch roll and shoe. One-piece steel ironing roll; 8-inch diameter, 7-inch non-warping ironing shoe. Result: faster, uniform work. Shoe drops back 4 inches. Enclosed parts. Retail price, equipped to operate off any A B C electric washer, $205. With motor, $245.

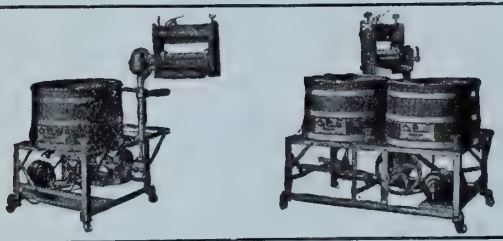


A B C *Electric Laundress*

Washes—Wrings—Irons—with a Single Motor.

The **only** complete home laundry unit. Detachable wringer. Ironer shaft attaches to wringer post. Saves cost of extra motor.

The "Iron All" attachment superbly irons the difficult operations—ruffles, collars, cuffs, children's dresses, etc.



A B C *"Alco" Washers*

Dolly type. Underneath drive. Single or double tub. Oversize motor. Machine-cut gears insure absolute quietness of operation. Also furnished for power drive off gasoline engine. Retail prices, $128 to $175.

A FULL LINE UNDER ONE FAMOUS NAME---*Investigate!*

ALTORFER BROS. COMPANY, *Pioneer Makers of Power Washers and Ironers*

Factories and Executive Offices: Peoria, Illinois

C. D. Henderson, Canadian Representative, Box No. 123, Brantford, Ontario

WHOLESALE DISTRIBUTORS:

Maritime Provinces
Blackadar & Stevens,
Roy Building, Halifax, N.S.
Quebec
Dawson & Co., Ltd.,
148 McGill St., Montreal.

Ontario
The Central Electric Supply Co., Ltd.,
36 Adelaide St. West, Toronto.
Alberta
Cunningham Electric Co., Ltd.,
Calgary.

Saskatchewan
Sun Electric Supply, Ltd.,
Regina.
British Columbia
Rankin & Cherrell,
Vancouver.

If interested tear out this page and place with letters to be answered.

CANADA
FOUNDRIES & FORGINGS
LIMITED

THE BEAVER AXE



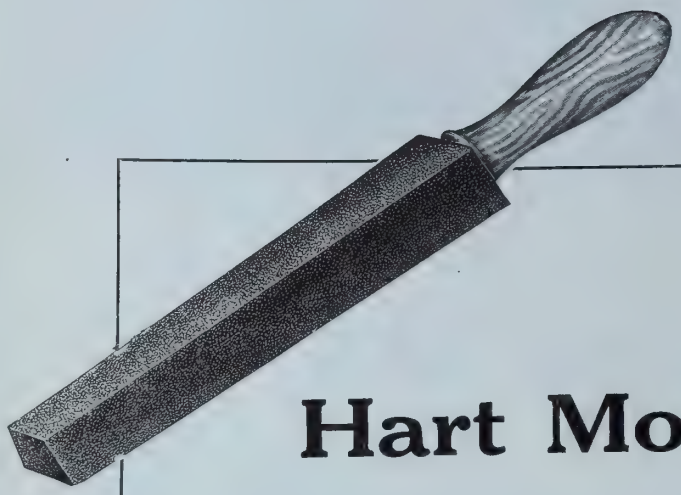
THOUSAND ISLAND HAMMERS



Remembered by their unfailing quality

JAMES SMART PLANT
BROCKVILLE, CANADA

If interested tear out this page and place with letters to be answered.



Hart Mower Files

PUT Hart in your farm implement sales. This is the season for overhauling lawn-mowers, scythes, sickles and other edged agricultural tools.

Make these related sales work together by conspicuous displays of Hart Mower Files. They pull business and sell your farm cutting tools as well.

If your Jobber cannot supply you, write to us.

Canadian Hart Products Limited
Hamilton, Canada



If interested tear out this page and place with letters to be answered.

Sell Better Hinges at Lower Cost

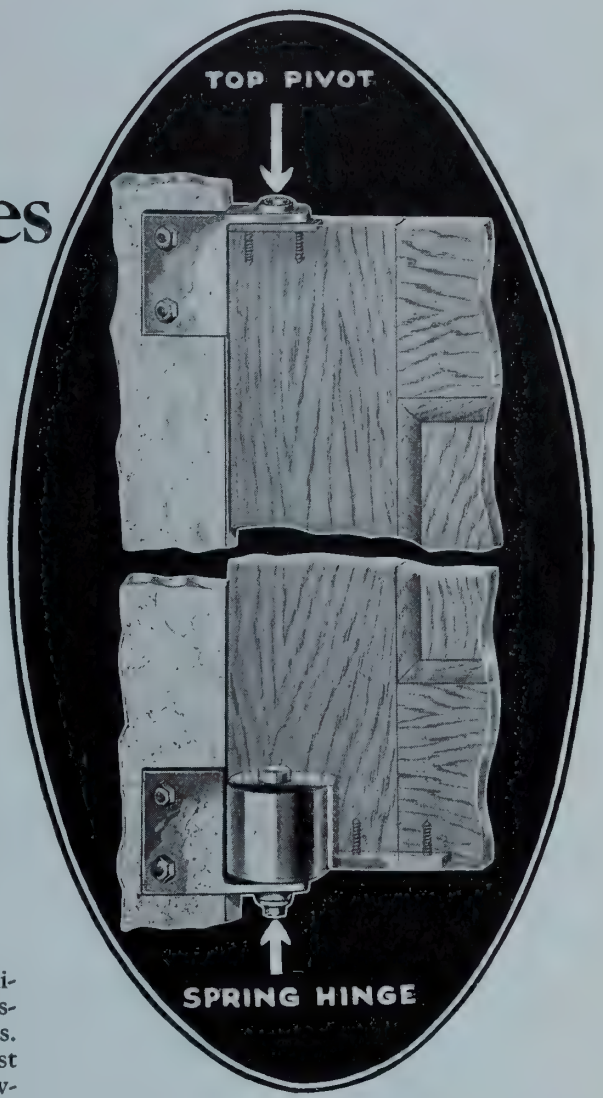
RECENTLY we found it possible to make a marked reduction in prices. You can now offer your customers Lawson Spring Hinges at figures that they will find extremely attractive.

Lawson hinges are easy to sell. Architects and contractors are quick to recognize the numerous exclusive features that mean a saving of time and money, as well as their superiority in durability and appearance.

The turn-over is rapid, with a corresponding increase in profits.

Show your customers why Lawson's "Universal" are the best hinges that could possibly be used for toilet and lavatory doors. Show them how they can save at least $1.50 on every door they hang with Lawson's Nu Jamb, the hinge that requires no hanging strip. Explain the numerous other points of superiority in the Lawson line.

Then quote the figures that you are now able to make. You will be surprised at the business you can land when you go after it. This is something you can cash in. Do it now!



Lawson "Universal" Pivot Spring Hinge for toilet and lavatory doors. Neat, strong and "Universally" adjustable.

Write today for the new Lawson catalog. It is beautifully illustrated and shows the latest developments in the construction and use of spring hinges.

Lawson Manufacturing Company

Dept. **7765** 230 W. Superior St.
Chicago, Ill.

Eastern Representative:
John H. Graham & Co.
113 Chambers St., 95 Reade St.
New York City

Pacific Coast Representative:
C. N. & F. W. Jonas
Seattle San Francisco
Los Angeles

LAWSON

If interested tear out this page and place with letters to be answered.



Display Consumers Cordage Conspicuously

Painters Need Consumers Cordage in Most Surface Saving Operations

Business comes largely in proportion to publicity. Display Consumers Cordage prominently at this opportune time. Now, while Surface Saving is being widely advertised and pushed throughout the Dominion you can tie up your Cordage sales with this movement. Display Consumers Cordage in your front windows. Make sure the painting prospects, as well as other cordage users, know you have it.

Consumers Cordage Company Limited

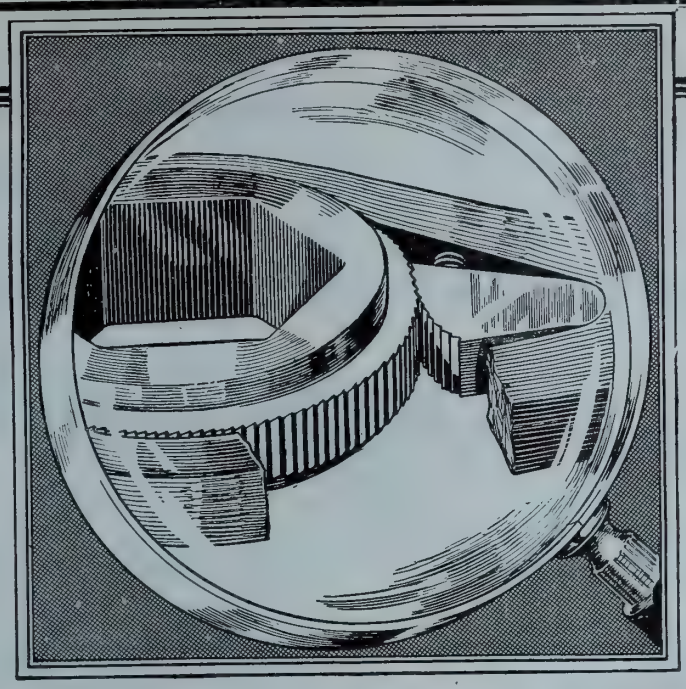
Montreal and Halifax

Branches at St. John, N.B., and Toronto, Ont.

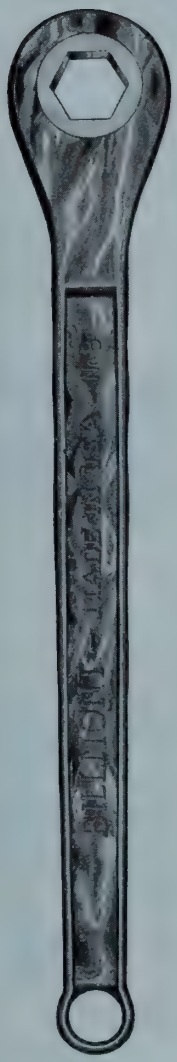
Agents and Stocks:

Tees & Persse, Limited, Winnipeg, Regina, Saskatoon, Moose Jaw, Calgary, Edmonton and Fort William.

James Bisset & Co., Quebec. **MacGowan & Co., Vancouver.**



Action in ½ inch space.





BILLMONT

The Ratchet Wrench

The solid pawl is set in a recess of solid steel instead of using a pin for its axis. The ratchet itself is especially heat-treated to resist wear—pawl and ratchet are both finely milled. They catch and hold with the least movement of the drop-forged and nickeled handle—a half-inch leeway is more than enough to operate a Billmont Ratchet.

The hexagon opening will take all sizes of Billmont interchangeable sockets, thereby making a ratchet wrench that will operate on nuts or bolts of twenty-four different sizes. Moreover, the two extensions (6-inch and 11-inch) also fit the ratchet separately or together and likewise take twenty-four socket sizes, giving additional length and creating greater utility.

Dealers should write for our Master Dealer's (service station) proposition—sell every local garageman, mechanic and car owner at more than the usual profit.

Catalogue Upon Request.

Edgar C. Guthard Co. 361 East Ohio Street, Chicago

Canadian Representative: A. J. HOPKINS, 1392 St. James St., Montreal

WRENCHES *with* Interchangeable Sockets

Complete socket wrench outfits



No. 250 Ratchet Set.

Consists of 1 Ratchet, 1 extension (6"), 5 sockets in hexagon; ½, 9-16, ⅝, 11-16, ¾; in wooden case.

Send for descriptive catalog

If interested tear out this page and place with letters to be answered.

"If It Is 'Ideal'—It Is Perfection"

Give Satisfaction and Increase Your Business

Once Used, Always Demanded.



An "Ideal" Sample.

Our Advanced Aluminum Products for the Kitchen Give Unequalled Service and Unsurpassed Satisfaction.

The Louis McLain Company, Ltd.

Manufacturers of Aluminumware

Head Office and Factories:

2480 Dundas Street W., Toronto, Ont.

SEND FOR OUR CATALOGS TODAY.

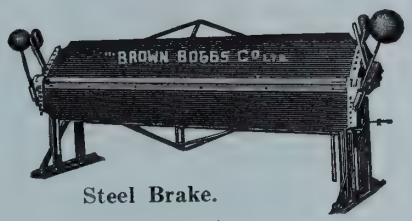
"Kitchen Utensils of Every Description"

Brown B B Co Ltd. Boggs

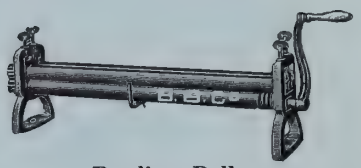
Sheet Metal Working Tools



Tin Folder



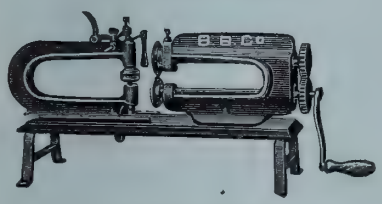
Steel Brake.



Bending Rolls.

Standard in Canada

And Assurance of Greater Production and Lower Costs Wherever Sold and Used.



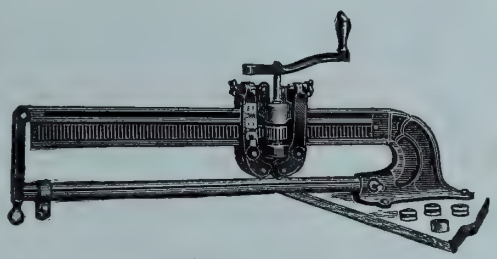
Circular Shear.



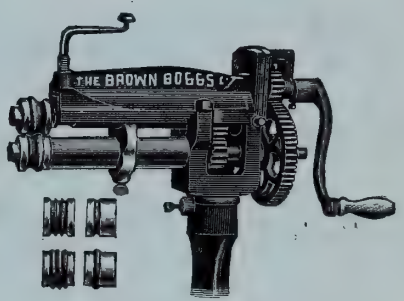
Stove Pipe Folder.



Foot Squaring Shear.



No. 30—Groover.



No. 3 Beader.

Write for Catalogue, Information and Prices

The Brown, Boggs Company, Limited
HAMILTON

Manufacturers of
Tinsmiths' and Heavy Sheet Metal Working Machinery,
Canning and Evaporating Machinery

If interested tear out this page and place with letters to be answered.

The Most Helpful Equipment In Business

To-day modern business is transacted with the aid of numerous equipment, counters and display windows and cash registers.

We can hardly get along without them — each has its saving in speeding up of daily sales, and yearly turnovers.

But now you add to other equipment, perhaps the most important of all — HARDWARE AND METAL is the equipment for sending you new business ideas.

Properly applied ideas increase the hum of the adding machine. Business ideas quicken the ring of the cash register. Business ideas speed up sales and increase turnover. The ideas you will secure from HARDWARE AND METAL cover practically every one of your important business problems.

Ideas on selling, advertising, managing, financing, buying. Ideas on credits, collections, letter-writing, training salesmen, personal efficiency. Information regarding market conditions. Ideas on stock keeping, inventory, accounting, records and a hundred and one other business suggestions and methods.

Surely from such a productive source of ideas there will come many ideas of real dollars and cents value to you.

HARDWARE & METAL
143 University Ave., Toronto



When you require a roof, the measurement will be in squares (100 square feet). A basis for analysis of the costs of Brantford Asphalt Slates is given below:

1—**INITIAL COSTS OF MATERIALS**—Brantford Asphalt Slates are sometimes higher in initial cost for the material.

2—**NAILS REQUIRED**—Brantford Asphalt Slates require ONLY 684 nails to lay a square. Brantford Asphalt Slab Slates require ONLY 450 nails.

3—**COST OF LAYING**—Brantford Asphalt Slab Slates are four on one strip—require only one operation in handling, one operation in spacing—Individual slates are 8 x 12¾ inches—Cut easily, fit easily, fit on angles and bend over round surfaces. You save 30 to 50 per cent. in laying.

4—**NO PAINT OR STAIN REQUIRED**—The surface of Brantford Asphalt Slates is in nature's permanent colors, green and red, unfadeable, always attractive,—requiring no stain to produce artistic effects, no liquid coats to make them fire-resistant.

5—**SAVING OF INSURANCE**—Brantford Asphalt Slates are classed as non-combustible by fire insurance Companies—a direct saving of from 10 to 20 per cent. on premiums is effected. In certain localities fire regulations demand asbestos paper under some roof materials, but Brantford Asphalt Slates are fire-resistant and are immune from special regulations.

6—**COST OF REPAIRS**—From the day they are laid Brantford Asphalt Slate roofs show almost 100 per cent. of the original roof untouched. Brantford Asphalt Slates do not curl, split, crack or rot. Complete protection and permanent protection are built into Brantford Asphalt Slate Roofs.

Compare these roof costs with those of any other roofing material; it is your money you are spending and you want value for it—then buy

Brantford Asphalt Slates

Distributed under Brantford Roofing Trade Marks, through Brantford Roofing Dealers. Stock carried, information furnished, service rendered by our dealer in your district.

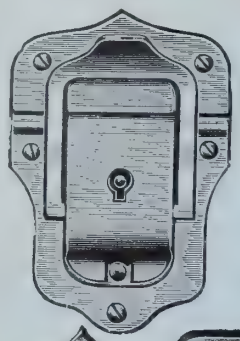
Brantford Roofing Co. Limited

HEAD OFFICE and FACTORY, 117

Brantford, - Canada

Branches at Toronto, Montreal, Halifax and Winnipeg.

If interested tear out this page and place with letters to be answered.







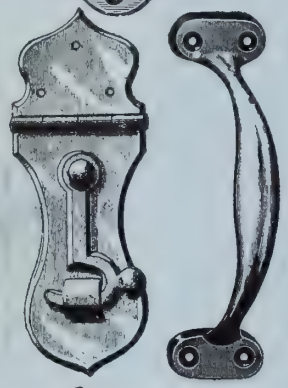


A Few of the Good Brainerd Hooks

The Brainerd Line

Hinges, Hasps, Corners, Handles, Brackets,
Key Checks, Card Holders, Escutcheons,
Knobs, Locks, Latches, Catches, Washers,
Bolts, Mending Straps, Screen Numbers.

Refrigerator — Cabinet — Box and Chest — Hardware

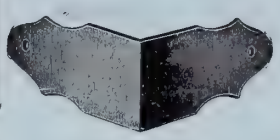


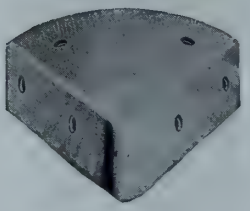


The Brainerd Mfg. Company

East Rochester, N.Y.







Cuts Shown Are Reduced Size

We are making Prompt Shipments



Truck Mirror
4½″ and 6″
22″ over all.

Automobile Mirrors

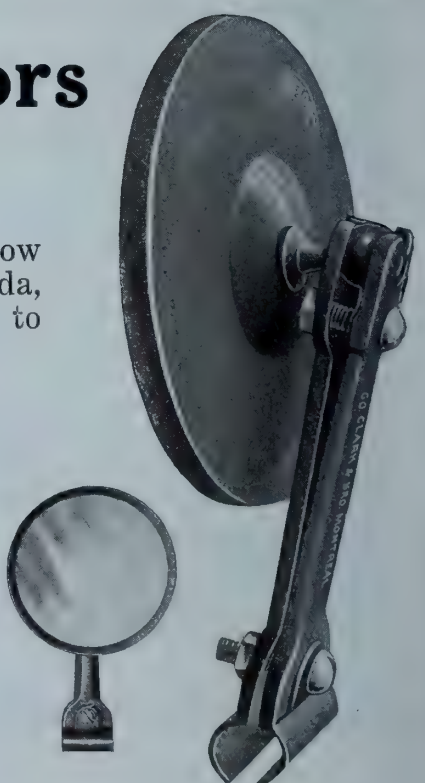
Made in Canada

The bulk of automotive accessories is now sold through the hardware trade in Canada, and it is important for every hardwareman to be correctly stocked.

These mirrors sell at prices that will attract motorists.

A display of our mirrors in your store will increase your sales; they are light, strong and well finished. Made in all black, and nickel-plated front and black back. The brackets are made to fit any car, and will instantly commend themselves to the motorist.

Order from your jobber.



No. 2, 4½″ Diameter
No. 3, 6″ Diameter

C. O. CLARK & BRO.

MONTREAL CANADA

If interested tear out this page and place with letters to be answered.



It Catches the Customer's Eye

One of the new Champion Spark Plug Merchandisers, displayed on a dealer's counter, showcase or shelf, guides motorists and engine owners to real spark plug service. As soon as the customer sees it he immediately links the dealer with the Champion reputation for dependability.

Not only is the Merchandiser a valuable silent salesman for the dealer; it keeps his stock of Champions clean and tidy; provides a place for every size and type he handles and gives an accurate stock record at a glance.

The index chart in the Champion Merchandiser shows the correct type of Champion for the customer's engine. The salesman simply cannot go wrong in his selection.

New Champion Prices

The prices of all Champion Spark Plugs have been reduced, as follows:—

Champion "X" (Ford)	Now	85c
Champion Regular Plugs	"	95c
Champion Heavy Stone	"	$1.10

Free Offer To Dealers

We will send you, free of cost, one of these handsome Merchandisers with a shipment of any one of three different assortments of Champion Spark Plugs. You can take this up with your jobber or write us direct for full details.

Champion Spark Plug Co. of Canada, Limited

Windsor **Ontario**

Champion

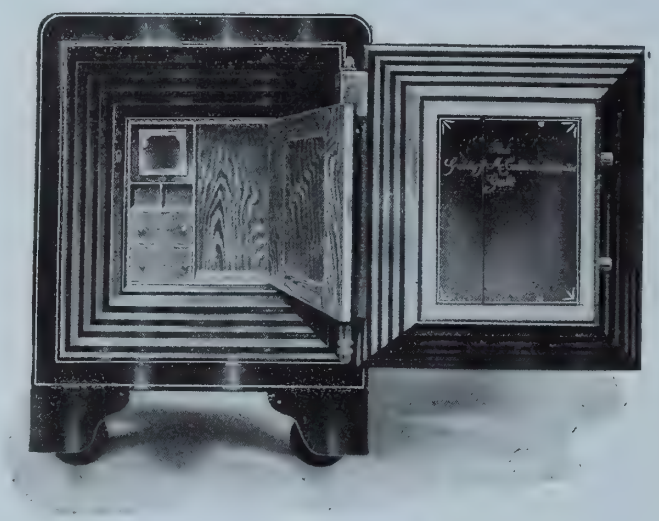
Dependable Spark Plugs

If interested tear out this page and place with letters to be answered.

Protect Your Business

Make Your Book Accounts, Bonds, Overnight Cash, Safe With

Goldie & McCulloch Safes



Goldie & McCulloch Safes have been severely tested by actual use. Time and time again they have come safely through Canada's biggest and hottest fires with real protection to their contents, which have invariably been removed in good condition.

There are sizes and styles for every requirement. Ask for our Safe Catalogue H-32.

The
Goldie & McCulloch
Company, Limited

Head Office and Works : Galt, Ontario, Can.

Toronto Office : 1101-2 Bank of Hamilton Bldg. Western Branch Office: 248 McDermott Ave., Winnipeg, Man.
Maritime Provinces : E. L. Stailing, Roy Bldg., Halifax, N.S. B.C. Agent: C. L. Ford, 569 Richards St., Vancouver, B.C.

A Sweeping Guarantee to Build Your Sales on

REGISTERED BUR-NOR TRADE MARK

ALL-STEEL HATCHETS



Attached to every Bur-Nor Hatchet is a printed guarantee of replacement if the hatchet handle breaks or comes loose **at any time.**

This is a convincing argument that Bur-Nor Hatchets are unbreakable and will greatly stimulate your hatchet sales.

Your customers not only **save money** on the **first cost** but secure a hatchet with an unlimited period of service.

Every Mechanic and Every Home Has a Use for Bur-Nor Hatchets

Tubular steel handles firmly riveted to blade and head.

High carbon steel blade which holds its cutting edge.

Black enamel rust-proof finish.

Several styles and weights—solid or claw head.

Write for details of our wonderful window display testing device.

BURGESS-NORTON MFG. CO.

507 Peyton Street, GENEVA, ILL.

If interested tear out this page and place with letters to be answered.

Sell Connor Washers and Wringers

Approved by the Test of Time



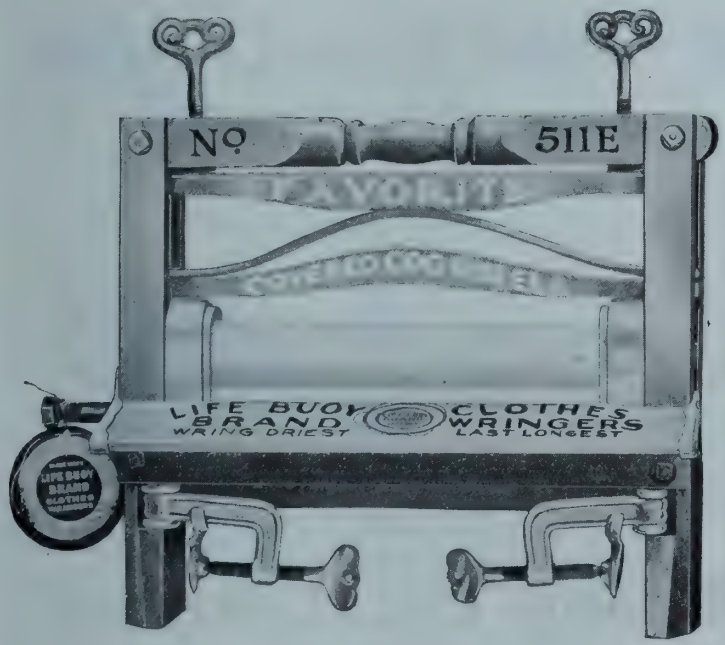
The Perfection Electric, with its specially attractive features, is only consistent with Connor quality.

Extra heavy tub.
Four full swivel, easy running, wide tread castors.

Motor underneath tub and out of the way.
Endless "V" Belt, also underneath tub.
All gearing enclosed.
Full swinging wringer, will lock securely in any position.

Best quality Rolls, 12″ wide.
Safety device to separate rolls.
Best quality Robbins & Meyers motor, ¼ H.P.
Ample power to operate both washer and wringer at same time.
Convenient and easy to operate.

Makers Also of Belt Driven, Water Power and Hand Operated Washers



Connor Clothes Wringers

Made in All Popular Styles and Sizes

The wringer illustrated is our Favorite.

Enclosed cog—5-year grade.

Regular Bearing wringer—a very high-grade and medium-priced wringer — popular with both dealer and user.

J. H. CONNOR & SON, LIMITED

Established 1875 **OTTAWA, ONT.**

If interested tear out this page and place with letters to be answered.

CANADA REX SPRAY CO LIMITED

REX
Arsenate of Lead

Manufactured to meet the ever increasing demand for a pure and perfect insecticide to combat the Codling Moth, Potato Bug and other chewing insect pests that are a detriment to the success of the fruit-grower, and potato-grower.

Rex Arsenate of Lead mixes easily, sprays best, and adheres persistently. It is the most easily held in suspension, and sprays evenly over the surface, so that some parts do not receive an overdose while others are left bare to the attacks of insects. It will satisfy your customers perfectly and pay you well.

Write for Prices and Our Free Bulletin

Canada Rex Spray Co.
Limited
BRIGHTON, ONT., CANADA


"Balloon" Fly Traps

FOR EXPORT
and
Home Consumption



"Canuck" Bread Mixers

Aluminum Goods. Stamped, Pieced and Japanned Tinwares. Galvanized Pails and Buckets. Copper and Brass Goods. Asbestos Mats, Fire Shovels, Oilers



"Comet" Lanterns

Prices quoted seaport of exit. Quotations and information on request. Send us your name and address for mailing list of our new export catalog. Ready soon.


Bird Cages


"Victor" Sifters

E. T. WRIGHT Co., Limited
HAMILTON, CANADA

SPECIAL OFFER

Sterno Canned Heat and Outfits

Heat, 17 gross	$15.00 per gross
Outfits, No. 1225	32.00 each outfit
Outfits, No. 1226	21.00 each outfit
Outfits, No. 901	24.50 each outfit

Less 10/5% with usual 2% for cash.

Arsenate of Lime

Acco Spray, 500 dozen ½ lb. packages, dry	$1.75 dozen
Acco Spray, 65 dozen 1 lb. packages, dry	3.00 dozen

Less 20%, with usual 2% for cash.

Thos. Birkett & Son Co., Limited

Shelf and Heavy Wholesale Hardware

Ottawa, Canada

MAPLE LEAF SAWS



No. 55 Cross Cut Saw



Prince Rupert Buck Saw



1914 Hand Saw

Maple Leaf Saws will satisfy mechanics in your country as well as Canada. You can sell these popular saws assured that every customer is a satisfied one.

Our saws are made on a high-standard basis that wins satisfactory sales and repeat orders for the dealer.

Hardwaremen on foreign shores know that Canadian-made tools stand supreme in quality and service. They are the Standard of Canada.

Shurly-Dietrich Co., Ltd.

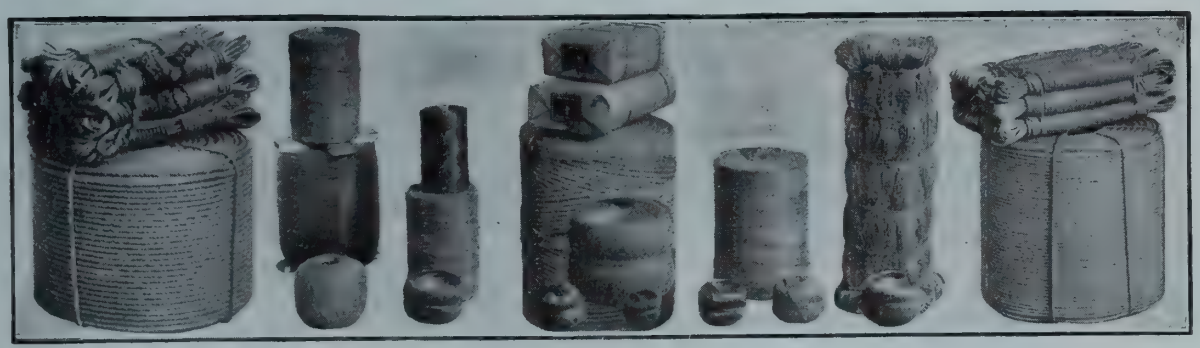
GALT, CANADA

Branches: VANCOUVER, OTTAWA

Flax, Hemp and Jute

Twines and Cordage

At Manufacturers' Prices



Doon Twines Limited

Spinning Mills at Doon and Kitchener

Head Office: Kitchener, Ontario

V & B Dependable Tools

There are 28 patterns of Hammers alone in our Fine Tools. Only two are shown here. All are as good as hammers can be made.



V & B Bell Face Nail Hammer
Non - slip claw. Made in six numbers, 20 to 5 ozs. Drop-forged from extra refined steel.

V & B Plain Face Nail Hammer
Non - slip claw. Tempered face and claws. Made in five numbers, 28 to 7 ozs.



Braces, Screwdrivers, Pincers, Pliers and a full line of Carpenters' Tools.

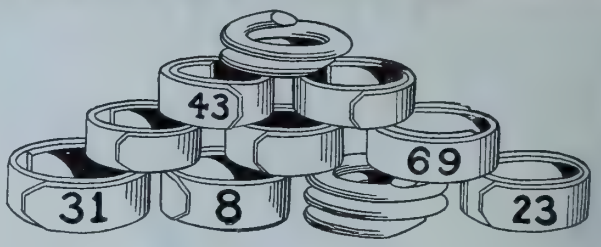
Write your Jobber or us for Catalog.

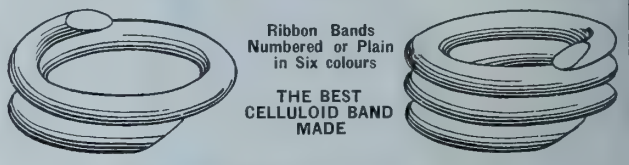
Vaughan & Bushnell Mfg. Co.
For Over 50 Years Makers of Fine Tools
2114-2138 Carroll Ave., Chicago

Eastern Canada Representative:
Mr. Alex. Gibb, 3 St. Nicholas St., Montreal

Western Agents:
L. T. Walls Sales, Ltd., 702 Confederation Life Bldg., Winnipeg

POULTRY LEG BANDS





Ribbon Bands Numbered or Plain in Six colours

THE BEST CELLULOID BAND MADE

Key-Ring Bands the cheapest best selling band made

In Ten colours and Nine sizes



Three Spiral Bands a real good substantial band

in Ten colours and Nine sizes

The neatest and best Poultry Punch ever offered

THE RIDEAU SPECIALTY CO.,

Manufacturers of Poultry Specialties
Cattle, Sheep and Pig Ear Markers

SMITH'S FALLS - - ONTARIO

(3759)

NUMBER THREE

OF OUR NEW SERIES OF POCKET-BOOKS

ALUMINIUM

"HINTS AND HELPS" DEALS WITH MACHINE SHOP PRACTICE; CUTTING, TURNING, MILLING, GRINDING, FILING, POLISHING, WELDING, SOLDERING, RIVETING, ETC.

Write for your copy now.

THE BRITISH ALUMINIUM COMPANY, LIMITED
263-267 Adelaide Street West
TORONTO

Eastern Agents: SPIELMAN AGENCIES, MONTREAL

MADE IN CANADA

Blacksmiths' Boiler Makers' Machinists' AND Pipe Fitters' Tools

Write for Catalogue

A. B. Jardine & Co.
LIMITED
HESPELER, ONT.

If interested tear out this page and place with letters to be answered.

"A SUCCESS"

"Buster Brown"

The wagon that built up the express wagon trade in Canada.



Specify "Buster Brown" when ordering from your jobber. If the jobber does not handle write us direct. Your orders and enquiries will receive careful and prompt attention.

No. 2—THE STANDARD BIG SELLER

MANUFACTURED BY

The Woodstock Wagon & Mfg. Co., Ltd., Woodstock, Ont.

Special Representatives: Bissett & Webb, Winnipeg; D. Smith, Calgary; Fred. C. Myers, Vancouver; Louis Duhamel, 245 Stewart St., Ottawa.
Maritime Representative: A. W. Cope, St. Lamberts, Que.



Step Ladders

Every Home a Prospect

For your own use or for selling to your customers—our stepladders have all the qualities of a high-grade product. Light, yet durable, safe and easy to handle.

We also manufacture Stepladder Stools, Extension Safety Gates, Folding Chairs and Tables, Ironing and Bake Boards, Summer Furniture, Clothes Bars, Meat and Bread Boards.

Write for our catalogue D of Wood Products.

The Stratford Mfg. Co., Ltd.

Shelf Lock Stratford, Ontario

STERLING £ TWINES

Made in Canada by

The Sterling Twine Company, Limited
Walkerton, Ontario

Samples and prices upon application to

WILKINSON PAPER CO., LIMITED
76 Bay Street, TORONTO

Exclusive Selling Agents for Ontario

THE MANUFACTURER

INSURES HIS PLANT, machinery and merchandise.

The merchant insures his buildings and stock.

The farmer insures his stock and equipment.

The family man insures his house and furniture.

Every man insures his life.

Insurance protects investments.

The advertiser's insurance policy is the report of the Audit Bureau of Circulations on the publications with which he places contracts.

He protects his investment. He insures himself against misrepresentation of circulation. He knows that he really gets what he is paying for.

The reports of the Audit Bureau of Circulations on Hardware and Metal are furnished on request.

We insure our advertisers.

If interested tear out this page and place with letters to be answered.



Pastime Water Motor Washer

This Kaitting machine is the most durable washer on the market.

This illustration shows the "Kaitting" Pastime Machine, which is of the rub-board type and much larger than the Dolly machine. It will wash the finest fabric without injury, and will wash anything from a handkerchief to a pair of double-blankets. The frame is made of angle steel, and is the highest class machine on the market.

Write to-day for detailed information. It will pay to sell Kaitting Washers.

Manufactured by

Geo. C. Kaitting & Son

Galt, Ontario

HOYT METALS

It Pays to Stock Hoyt Metals

There is a wide field for profitable sales in every town. Tinsmiths, newspaper offices, publishers, factories, etc., are all good prospects for some variety of Hoyt Metal. Their superior qualities have made them popular with experienced manufacturers, of which annual sales of $10,000,000 is ample proof.

HOYT METAL COMPANY

MONTREAL TORONTO WINNIPEG



NORCROSS

GARDEN CULTIVATORS

are growing in demand every day. Over a Million are now in use. Sell one to a customer and you get his next door neighbor. Every Farmer and Gardener is a prospect. The Norcross comes in (3) sizes, 5-Prong, 3-Prong and Midget, suited to both men and women. A Norcross bears a Distinctiveness of Quality—Class and Finish that quickly appeals to buyers. Well made—Durable—Handsome in appearance, they sell readily at a good profit and you can confidently recommend them. Ask your jobber for Norcross Goods.

C. S. NORCROSS & SONS

Sole Mfrs. BUSHNELL, ILL.

PINK'S LUMBERING TOOLS

The Standard Tools in every province of the Dominion, New Zealand, Australia, etc.

We manufacture all kinds of lumber tools. Light and Durable.

LONG DISTANCE PHONE No. 87.

Send for Catalogue and Price List.

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

THOS. PINK COMPANY, LIMITED

Manufacturers of Lumber Tools

Pembroke Ontario



DE LAVAL CREAM SEPARATORS AND DE LAVAL MILKERS

and also other De Laval Dairy Equipment are known wherever cows are kept. A good selling proposition is offered to HARDWARE MERCHANTS in unoccupied territory.

Backed by

DE LAVAL SERVICE and DE LAVAL ADVERTISING

THE DE LAVAL COMPANY, LIMITED

PETERBORO

MONTREAL WINNIPEG EDMONTON VANCOUVER

WANT ADS

If you want a buyer, clerk, salesman, traveler, position, you can reach the best men in the trade through these columns.

If you wish to buy or sell a business, or dispose of overstocks, you can reach a larger number of hardware men through this page than in any other way.

Rates (payable in advance) 2 cents per word. An additional charge of 10 cents for each insertion is made when Box Number is required. Each figure counts as one word. When panels are desired a charge of $2.20 is made for a panel 1 inch deep by 2⅛ inches wide.

Address all advertisements for this section to HARDWARE AND METAL, 143-153 University Ave., Toronto, Can.

SITUATIONS WANTED

POSITION AS SALESMAN IN ALBERTA, 23 years old, four years' experience. Good references. Apply Box 18, Hardware and Metal.

STEADY YOUNG MARRIED MAN, EXPERIenced store manager, also wholesale experience. Would like steady position in wholesale or retail store in a live city; to commence June 1st. Address Box 192, Hardware and Metal.

FOR SALE

FOR SALE—AS A GOING BUSINESS, THE hardware stock of the Fraser Hardware Co., Granville St., Vancouver, B.C.

HELP WANTED

WANTED — A YOUNG MAN WITH GOOD hardware experience, to be responsible for checking orders and invoices in wholesale warehouse. Apply giving experience, age and salary expected, to Edwin Chown & Son, Kingston, Ont.

SALESMAN FOR RETAIL HARDWARE store, must have experience and ability. Box 59, Hardware and Metal, 128 Bleury St., Montreal.

WANTED—HIGH GRADE SALESMAN FOR Western Ontario to represent large Paint and Varnish Manufacturer. Must be hustler and sales producer. Reply stating experience, age, and other particulars. Applications will be treated confidentially. Box 150, Hardware and Metal, 128 Bleury Street, Montreal.

WANTED—A GENERAL TINSMITH, MUST have some knowledge of plumbing, and pipe fitting. When applying state wages and experience. Apply Box 12, Hardware and Metal.

WANTED—TINSMITH WITH SOME KNOWledge of plumbing for small town. Give age and wages. A good home and steady job. Box 8, Hardware and Metal.

WANTED

HARDWARE BUSINESS WANTED TO BUY. Send full particulars. Box 32, Hardware and Metal.

BUSINESS CHANCES

EASY RUN HARNESS AND HARDWARE business, doing good cash trade, established eight years in good farming district, well assorted stock, invoice about four thousand; gasoline and oil pumps; harness and boot machines; convenient house attached to store. Good terms to reliable person. Reason selling, visiting England. Full particulars owner. C. Evans, Macrorie, Sask.

Decalcomania Transfer
NAME PLATES
Made in Canada by
Canada Decalcomania Co., Limited
364-370 Richmond St. W., Toronto, Can.

NICKEL PLATING

Orders executed promptly. Prices on application. Communicate with F. W. Higginson, 173 William St., Montreal. Telephone Main 8144.

Have you any small needs?

Do you want to sell anything?

If so, advertise on this page and watch results.

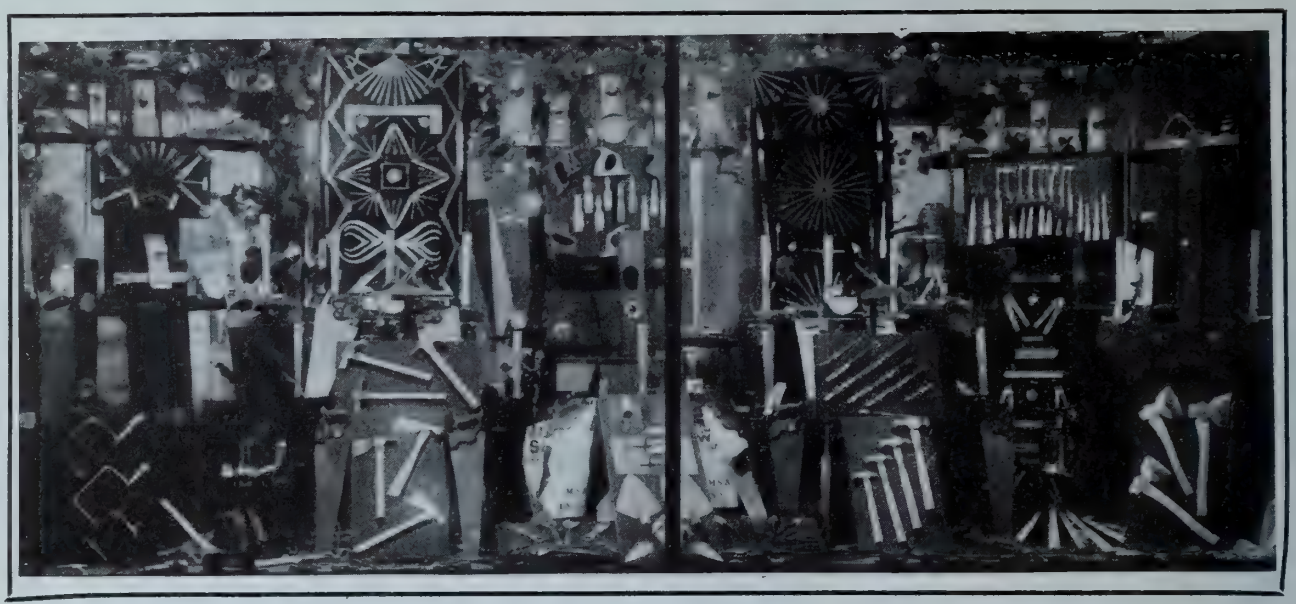
Hardware and Metal's unique circulation as proven by the A.B.C. audit is due to 33 years of honest effort to give the retail trade the best possible service.

QUICK RESULTS

If you want to buy or sell a business, dispose of overstocks, hire a clerk or manager, use the "Wanted" page of HARDWARE AND METAL. There is no other way in which you can get in touch, more quickly or thoroughly with the best prospects, than by using the "Wanted" page of HARDWARE AND METAL. Cost is only two cents per word, with 10c additional for Box Number.

HARDWARE AND METAL is the logical medium to use if you have a message for the Canadian hardware trade.

If interested tear out this page and place with letters to be answered.



Should Retailers Display Your Goods?

Do You Set a Good Example?

RETAILERS have their displays in "silent salesmen," and in windows where the goods appeal silently to the desire of every passer-by.

And your goods—where do you display them to create desire in the buyers of the Canadian hardware trade?

There is one street, with one great national display window, where the hardware buyers of the Dominion throng each week eager and interested to see what new goods, new models or new messages are displayed to the trade there. This national display window is the advertising section of HARDWARE AND METAL. Its pages are intently studied each week by all the wholesale hardware buyers of Canada and over 90% of the retailers.

Let us show in detail that it pays you to display your goods in HARDWARE AND METAL's National Show Window.

HARDWARE AND METAL

"Canada's National Hardware Weekly"

143 University Avenue, Toronto, Canada

Montreal Branch, Southam Building **Winnipeg Branch, Union Trust Building**

Published every Saturday since 1888. The only weekly hardware paper in Canada and the only hardware paper in Canada that gives you a circulation statement audited by the Audit Bureau of Circulations.

If interested tear out this page and place with letters to be answered.



TRADE MARKS

Any trade-mark shown on this page, when stamped on an article of hardware, is the manufacturer's personal "O.K.," guaranteeing the quality of the product.

Metal Stamping and Press Work to Order

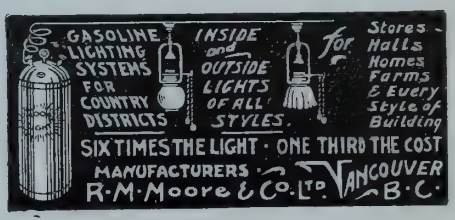
Also name plates, embossed trade checks, time checks, badges, steel stamps and stencils or anything in steel or brass lettered or embossed to order.

The Hamilton Stamp and Stencil Works, Limited, Hamilton, Ont.

Sankey's Pyruma Putty Fire Cement
Easy to handle. Ready for use.
For Stoves, Ranges, Furnaces, Kilns, etc., Superior to other Plastic Fire Cements. Sets Hard without heat. Fusing Temperature 3,000° F.
Quotations from
MANNING, HINTON & BRISSENDEN
Post Office Box 37 Halifax, N.S.

STERLING
Hack Saw Blades and Machines
Manufactured by
Diamond Saw & Stamping Works
BUFFALO, N.Y.

Look for the full name
RUSSELL JENNINGS
stamped on the round of our
AUGER BITS
The original double twist auger bit, Patented by Mr. Russell Jennings in 1855.
RUSSELL JENNINGS MFG. CO.
Chester, Conn., U.S.A.



"Monarch" & "Safe-Lock" Fencing

We make Farm, Lawn and Poultry Fencing, Gates, etc., and *sell exclusively to the Hardware Trade.* Write for Agency.

Owen Sound Wire Fence Co. Ltd.
OWEN SOUND, ONT.



PORTABLE COAL BASKETS
DOME DAMPERS
ASH DUMPS BELL TRAPS
BREATHER CAPS
SOOT DOORS
GRATES and COVERS
VENTILATING AIR BRICK CASTINGS
Toronto Foundry Co.
884 Davenport Road TORONTO, CAN.

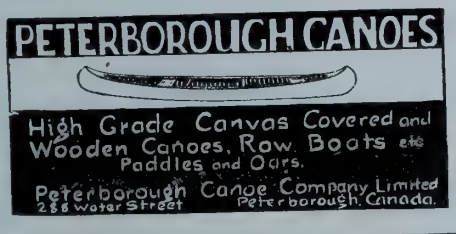
The advertiser would like to know where you saw his ad.—tell him.

Sash Weights
Wall Washers
All Kinds of
Plain Duplicate Gray Iron Castings
CANADIAN DIE CASTING CO., LIMITED
Drummond Building, Montreal

HARDWARE AND METAL is the logical medium to use if you have a message for the Canadian hardware trade.

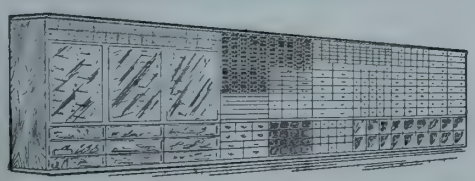
HARDWARE AND METAL

is the only weekly hardware paper in Canada, and is read by practically every worth-while buyer, both wholesale and retail, in Canada. HARDWARE AND METAL is the logical medium to use if you have a message for the Canadian hardware trade.



DOES ADVERTISING PAY?

USE THIS SPACE AND SEE



Cameron Store Equipment
Our Specialty
Cameron & Company
74 Logan Ave. Toronto

COLLECTIONS

Our ability to collect accounts has been highly praised by merchants all over Canada. We collect anywhere in Canada and the United States on a strictly commission basis. You are under no obligation to us if we do not collect. We guarantee you a thoroughly honest service. Prompt remittances. Give us a trial. We collect where others fail. Established 1909.
Nagle Mercantile Agency
Laprairie (Montreal) Que.

EVERYWHERE
NO COLLECTION NO CHARGE
EFFICIENT
RELIABLE

If interested tear out this page and place with letters to be answered.

INDEX TO ADVERTISERS

A

Acme Shear Company 27
Acme Waste Mfg. Co., Ltd. 127
Adams & Elting Co. 33
Allcock, Laight & Westwood..... 162
Altorfer Bros. Company 142
American Flyer Co. 140
American Pad & Textile Co. .....
Inside back cover
Arnett, Thos. Lewis 116
Ashdown Hardware Co., J. H..... 115

B

Banwell-Hoxie Wire Fence Co., Ltd. 123
Barrett Co., Ltd. 119
Barnett Co., Ltd., G. & H. 111
Birkett, Thos., & Sons 156
British Aluminium Co., Limited 158
Berry Bros., Inc. 95
Brett Co., The 116
Bowser, S. F., Company, Ltd. 99
Brantford Roofing Co. 151
Brown, Wm. 127
Brown-Boggs Co., Ltd. 149
Brandram-Henderson 65
Boeckh Co., Ltd. 71
Bissell Carpet Sweeper Co. of Canada, Limited 125
Brainerd Mfg. Co. 152
Brown & Sharpe Mfg. Co. 13
Buffalo Specialty Co. 97
Burgess Norton Mfg. Co. 154
Burrow, Stewart & Milne Co., Ltd. 6
Burlington Windsor Blanket Co..... 26

C

Cameron & Co. 163
Canada Cycle & Motor Co. 103
Canada Decalcomania Co., Ltd..... 161
Canada Linseed Oil Co., Ltd. 83
Canada Metal Co. 29, 103, 127
Canada Steel Goods Co., The 3
Canada Paint Co., Limited 73
Canada Rex Spray Co. 156
Canadian Canoe Co. 163
Canadian Hart Products, Ltd. 144
Can. Wire & Iron Goods Co..... 135
Canada Die Casting Co. 163
Can. Westinghouse Co., Ltd. 7
Can. Wirebound Boxes, Limited 25
Can. Foundries & Forgings Co., Limited 143
Canadian Oil Companies, Ltd. 135
Champion Spark Plug Co. of Canada, Ltd. 153
Channell Limited .....Inside front cover
Clayton & Lambert Mfg. Co. 127
Clark, C. O., & Bro. 152
Clemson Bros., Inc. 123
Clyde Cutlery Co. 154
Colts' Patent Fire Arms Mfg. Co... 22
Coghlin Co., Ltd., B. J. 135
Connor, J. H., & Son, Limited 155
Corning Glass Works 15
Consumers Cordage Co. 146

D

Dennis Wire & Iron Works Co., Ltd. 20
Detroit Torch & Mfg. Co. 129
Davidson Mfg. Co., Ltd., The 100
Diamond Saw & Stamp. Wks..... 143
DeLaval Co., Ltd. 160
Dominion Belting Co., Limited 129
Dominion Linseed Oil Co., Ltd...88, 89
Dominion Rubber System 16
Dominion Oilcloth & Linoleum Co... 96
Dominion Sheet Metal Corp. 109
Dominion Tack & Nail Co. 127
Dougall Varnish Co., Ltd. 82
Doon Twines, Ltd. 157
Dustbane Mfg. Co. 100

E

Ellen, Thos. & Co., Ltd. 22

F

Fittings, Limited 129
Flexible Shaft Company, Ltd. 21
Flint Varnish & Color Co., Ltd. 81
Ford Motor Co., Ltd. 10

G

Garland Company 29
Gillette Safety Razor Co. of Canada, Ltd. 32
Goldie & McCulloch Co., Limited... 154
Graham Nail Works 129
Guthard, Edgar C., Co. 147
Goodell-Pratt Company 12
Glidden Co., The 79
Greenfield Tap & Die Corp. 19
Gutta Percha & Rubber, Ltd. 11

H

Hamilton Cotton Co. 29
Hamilton Stamp & Stencil Works, Ltd. 163
Hamilton Stove & Heater Co. 23
Hobbs Mfg. Co. 111
Hutton & Co., James 135
Hoyt Metal Co. 160
Howland, H. S., & Sons Co., Ltd.. 1

I

Ideal Fence & Spring Co. 121
Imperial Varnish & Color Co., Ltd. 84, 85

J

Jamieson & Co., Ltd., R. C. 66, 67
Jardine & Co., A. B. 158
Jennings Mfg. Co., Russell 163
Johnson Inc., Edward E. 141
Johnson, S. C., & Co., Ltd. 91

K

Katie Foundry 132
Kaitting, Geo. C., & Son 160
Kribs, Wm. A., Company, Ltd. 9

L

Laidlaw Bale & Tie Co. 31
Lamplough & Co., F. W. 26
Landers, Frary & Clark 2
Lawson Mfg. Co. 145
Leslie, A. C., & Co., Ltd..Front cover
London Bolt & Hinge Works 127
London Gas Power Co. 127
London Rolling Mill Co. 27
Lowe Bros. 76
Lufkin Rule Co. of Canada, Ltd... 164

M

McArthur & Co., Alex. 26
Machine & Stamping 30
McLain, Louis, & Co. 148
McArthur-Irwin, Ltd. 75
Manning, Hinton & Brissenden.... 163
Martin & Co., L. 95
Mica Co. of Canada, Ltd. 132
Mayhew Steel Products, Inc. 31
Miller Bros. Co., Limited 133
Millers Falls Company 8
Maxwells, Limited 28
Meakins & Sons, Ltd. 94
Moore & Co., R. M. 163
Myers & Bro., F. E. 27
Morrison, Jas., Brass Mfg. Co. ... 23

N

Nagle Mercantile Agency 163
National Electric Heating Co., Ltd. . 133
National Farming Machinery Co., Ltd. 107
National Stamping & Electric Wks. 127
Nicholson File Co. 98
Niagara Metal Stamping Corp. 28
Nova Scotia Steel & Coal Co..... 27
Norcross & Sons, C. S. 160
North Bros. Mfg. Co. 24

O

Oakey & Sons, John 90
O-Rib-O Mfg. Co. 116
Ottawa Paint Works, Limited..... 80
Owen Sound Wire Fence 163

P

Parmenter, Bulloch & Co. 29
Peck, Stow & Wilcox Co. 17
Peterborough Canoe Co. 163
Pink Co., Thos. 160
Plymouth Cordage Co., Ltd. 4
Progressive Mfg. Co. 135

R

Ramsay, A., & Son Co. 64
Renfrew Electric Products 34
Republic Stamping & Enameling Co. of Canada, Ltd. 136
Rideau Specialty Co. 158
Rogers, Wm. & Son 18
Russell Jennings Mfg. Co. 163
Rubberset Company, Ltd. 92

S

Save The Surface Campaign Committee 62, 63
Sanderson, Pearcy & Co. 68
St. Marys Wood Specialty Co. 26
Scarfe & Company 86, 87
Shurly-Dietrich Co. 157
Shurly Co., T. F. 135
Sherwin-Williams Co. 77
Slater, N., Company, Ltd. 5
Smith & Hemenway Co. 28
Simms, F. S., & Co., Ltd. 90
Soren Bros. 105
Starrett Co., L. S. 134
Spramotor Company 100
Stephens & Co., G. F. 113
Stanley Works, The 24
Star Specialty Mfg. Co. 28
Steel Trough Machine Co., Ltd. . 31
Stevens-Hepner Co., Ltd. 99
Still Mfg. Co., J. H. 30
Stewart & Wood, Limited 78
Stratford Brass Co., Limited 129
Sterling Twine Co. 159
Stratford Mfg. Co. 159

T

Taylor-Forbes Co., Ltd. 101
Toronto Foundry Co. 163
Toronto Plate Glass Imp. Co..... 111
Trees & Co., Samuel 101
Trimont Mfg. Co. 31

U

Union Iron & Metal Co. 30
United Royalties Corp. 20

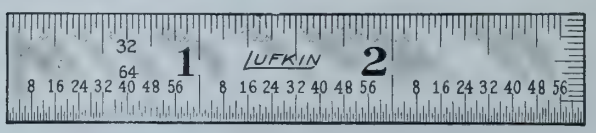
V

Vaughan & Bushnell Mfg. Co. 158

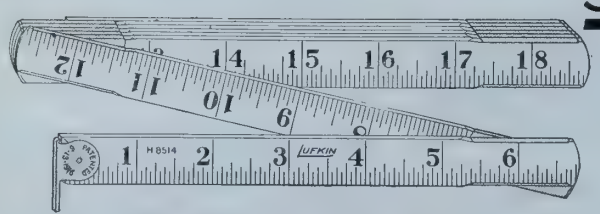
W

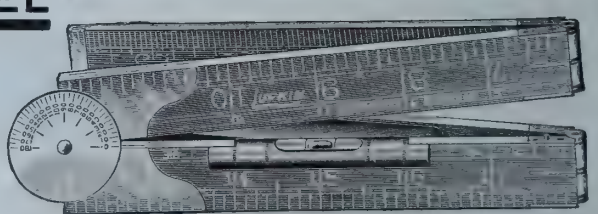
Warren Tool & Forge Co. 27
Want Ad. Page 161
Wheeler & Bain, Ltd. 123
Westco Pumps, Limited 9
Western Wire & Nail Co. 133
Woods & Co., Walter 129
Wrought Washer Mfg. Co. 30
Wiebusch & Hilger, Ltd. 22
Williams & Co., Ltd., J. H. 14
Woodstock Waggon Co. 159
Wilkinson & Kompass 129
Wright, E. T., Co. 156

LUFKIN RULES



STEEL





SPRING JOINT BOXWOOD

MEET ALL THE REQUIREMENTS OF THE MECHANIC.

Embracing, in addition to the old and sturdy qualities,

Noteworthy Improved Features
Insuring Accuracy of Reading, Ease of Use, and Saving of Time.

APPEAL TO MECHANICS ON SIGHT

MADE IN CANADA

Ask Your Jobber *Send for Catalogue*

THE LUFKIN RULE CO. OF CANADA, LTD.
WINDSOR, ONT.

Tapatco Stapling Device for attaching hooks (Patented in U.S., Dec. 1, 1914; patented in Canada, April 6, 1915). Gives a firm hold that outlasts even the splendid wearing qualities of the fabric itself.



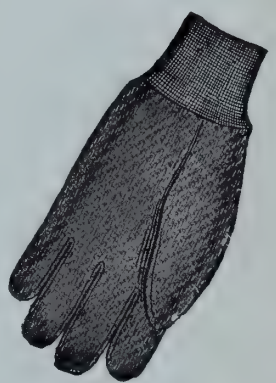
TAPATCO
REGISTERED TRADE MARK
BRAND

COLLAR PADS

Cost Less Than Disabled Horses

Let your customers appreciate this convincing point. A disabled horse is expensive. He will cost more than it would to insure him against chafed, bruised or galled shoulders, with the soft, springy, cushion-like protection of Tapatco Collar Pads.

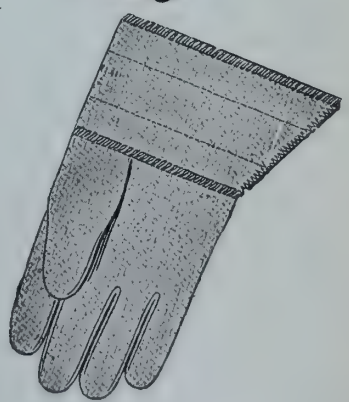
Your market for the sale of these efficient horse protectors is excellent. There are always horses working. Their owners know from experience what disabled horses cost. Display Tapatco Horse Collar Pads; drive home the facts and enjoy profitable sales.



Tapatco Brand Work Gloves

Tapatco Gloves are made of selected cantons in Gauntlet, Knit Wrist and Band Top Styles. They are supplied in Heavy, Medium or Light Weight; also, in Leather Tip, Leather Faced; Jersey Gloves and Mitts in Tan, Slate or Oxford.

These reliable gloves outwear all others from the cheapest to the highest priced. They are the best buy you can offer your customers.



The American Pad & Textile Co.

Chatham, Ontario

COMMUNITY PLATE

MADE-IN-CANADA

This 26-piece chest will sell



This 26-piece Chest de luxe of the new Grosvenor design is especially suited to present selling conditions. It is fitted with the most practical set of silverware ever devised at the price.

It contains: 6 Teaspoons, 6 Hollow-Handle Medium Knives, 6 Flat-Handle Medium Forks, 6 Dessert Spoons, 1 Butter Knife, 1 Sugar Spoon.

All quick selling, every day, every meal staple items that appeal to every housewife.

Sell the silverware from the Chest, piece by piece—or the Chest and contents complete, as wedding gift, or for the couple just starting housekeeping.

The Chest, with its handsome, rich blue lining, forms a striking background for the silverware—sure to attract attention—and is just the thing for counter or window display. Each Chest is equipped with an attractive Chest Card listing the contents with the retail price of each item. This Chest de luxe will sell.

Your Jobber has a complete stock.

ONEIDA COMMUNITY, LIMITED

NIAGARA FALLS - - - ONTARIO

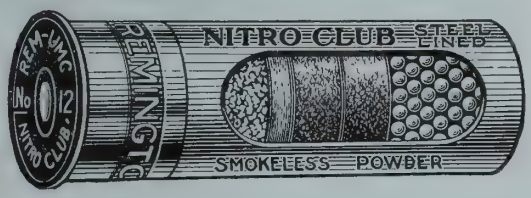
Published Every Saturday Since 1888

Hardware and Metal

Vol. XXXIII. No. 20 THE MACLEAN PUBLISHING COMPANY, LIMITED PUBLICATION OFFICE: TORONTO, CANADA MAY 14, 1921

REMINGTON UMC

REG U.S. PAT. OFF.



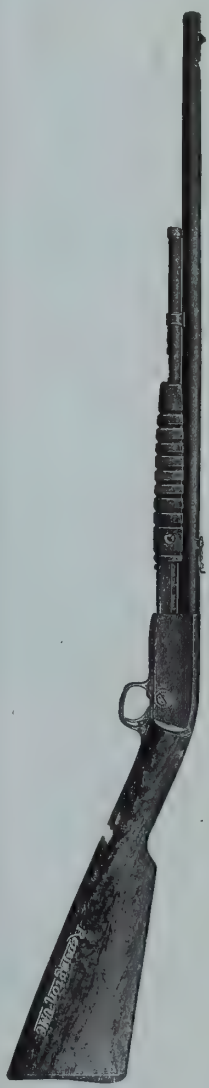
Stock Remington Guns and Ammunition

Remington Rifles, the product of a hundred years of gun-making experience, are unexcelled in qualities of Balance, Sure Fire, and rapidity of Action,

And

Remington "Wetproof" Shot-Shells have a unique reputation for reliability and efficiency. They are **completely** waterproof. Get in a good stock, and,

Aim At Bigger Profits





"The world's greatest steel-lined wet-proof, smokeless shell," gives superlative results.

Remington

TRADE MARK

of CANADA, LIMITED : WINDSOR, ONTARIO





"Good Merchandising"

includes

"Price Maintenance"

YOU are in business to make money. "Lazy" merchandise is a drag on your business. Active goods represent big profit possibilities.

But the profit opportunities in any merchandise are also dependent upon "price maintenance."

O-Cedar products rank high in *Both* respects. Their trade popularity is due as much to the ease with which their full selling prices are obtained as to the rapid turnover their steady demand makes possible.

CHANNELL LIMITED
TORONTO



O-Cedar Polish

In Bottles - 30c and 60c.
In Tins - $1.50 to $3.50

'RICE LEWIS' NEWS

If you can't Stop 'em—Swat 'em

Fly Stoppers

Fly stopping is always preferable to fly swatting—that's why the general public are becoming more and more in favor of Screen Doors and Windows. We carry a good line of Screen Doors and Windows in the best sizes and styles.

Screen doors in Nos. 1, 2, 8, 9 and 21; sizes: 2 ft. 6 in. x 6 ft. 6 in.; 2 ft. 8 in. x 6 ft. 8 in.; 2 ft. 10 in. x 6 ft. 10 in.; 3 ft. x 7 ft. Window Screens, Nos. 1 to 15 in widths extending to 18 in. up to 48 in.





Fly Swatters

—And when they do get in it's time to swat 'em. This is where the fly swatter comes into play as the most effective means of extermination.

Our stock consists of the following lines made by the Perfection Mfg. Co.: "King," "Neverbreak," "Peerless," "Imperial."

These swatters are well made, of good material, in the best styles—most efficient, serviceable fly swatters we have been able to get.

Order your stock to-day and be ready for the demand. Don't miss sales.



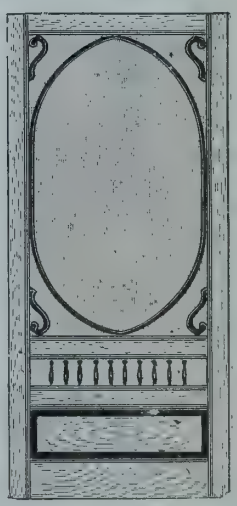
SCREEN DOORS

SCREEN WINDOWS

We ask your attention to our stock of Wire Cloth. We carry Galvanized Wire Cloth—a silver grey finished cloth in 14-mesh from 18 to 48 inches in width.

We also stock Bronze Cloth in 14-mesh by 24, 30 and 36 inch, and black in 12-mesh only, all widths.

Ask the "Rice Lewis" man or write direct.



Rice Lewis & Son, Ltd.

VICTORIA ST. TORONTO

If interested tear out this page and place with letters to be answered.

"LUMINO"

The Newest Achievement in Aluminum Ware

THE trade of Canada will welcome the announcement that we now have a line of High Grade Aluminum Kitchen Utensils to offer. The registered name of this line is

Lumino REGD Pure Aluminum

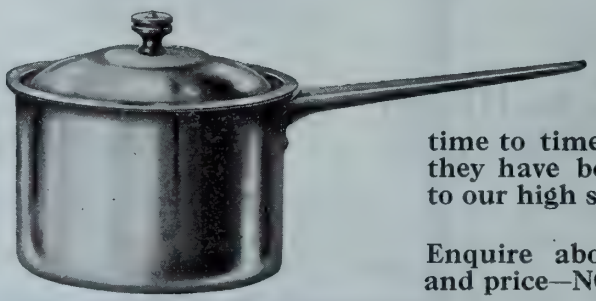
SMP "QUALITY"

After looking over inferior aluminum lines which were not selling, we decided that to have a winner it was necessary to produce a high grade line. Months were

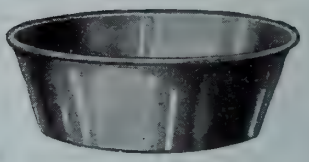


spent in studying and designing the different shapes. The articles are manufactured from the highest grade of Pure Aluminum with the greatest care. Each piece goes through a rigid inspection after every operation.

"Lumino" has no flaws, but many fine features, for instance, the tubular handles remain cool, and are so riveted to the body that the bearing is along the tapered heads of rivets. It is not possible to make a stronger connection. Again, the interior is left with the *original hard finish* of the metal as it comes from the rolling mill, and will not stain as easily as a brush finish. The knobs on the lids, being corrugated, will not slip from the fingers.



At present, the *Lumino Ware* line consists of Nos. 53A Rice Boiler, 400 A and 600A Straight Sauce Pans with covers, 20A Flaring Sauce



pan, 3 A and 4 A Pudding Pans, and 9 A and 10 A Pie Plates. These are all *good-selling*, *serviceable* lines, and their quality is *guaranteed*.

Other lines are being perfected and will be added from time to time, but not until they have been brought up to our high standards.

Enquire about the quality and price—NOW.

Shipments Made Promptly

The Sheet Metal Products Co., of Canada Limited

TORONTO

Montreal Vancouver Winnipeg

If interested tear out this page and place with letters to be answered.

"Canada"



Flexible Steel Door Hanger

The real test of a hanger is performance "on the job." The "Canada" runs smoothly and easily on anti-friction, steel-roller bearings. It uses the same track as our famous "National" Hanger.

The Braced Rail, shown above at the left, is 1¼ x 3-16 inches and is furnished in lengths of 4, 6, 8 and 10 feet; 8 lengths to the bundle.

The farmer was never more prosperous than to-day and probably was never more inclined to build and repair and generally to improve his buildings than now. 1921 will see a particularly active season in this way. The hardware merchant may expect unusual sales of builders' and garage hardware this year. It brings new customers and nothing holds them like Canada Steel Goods Co. products.



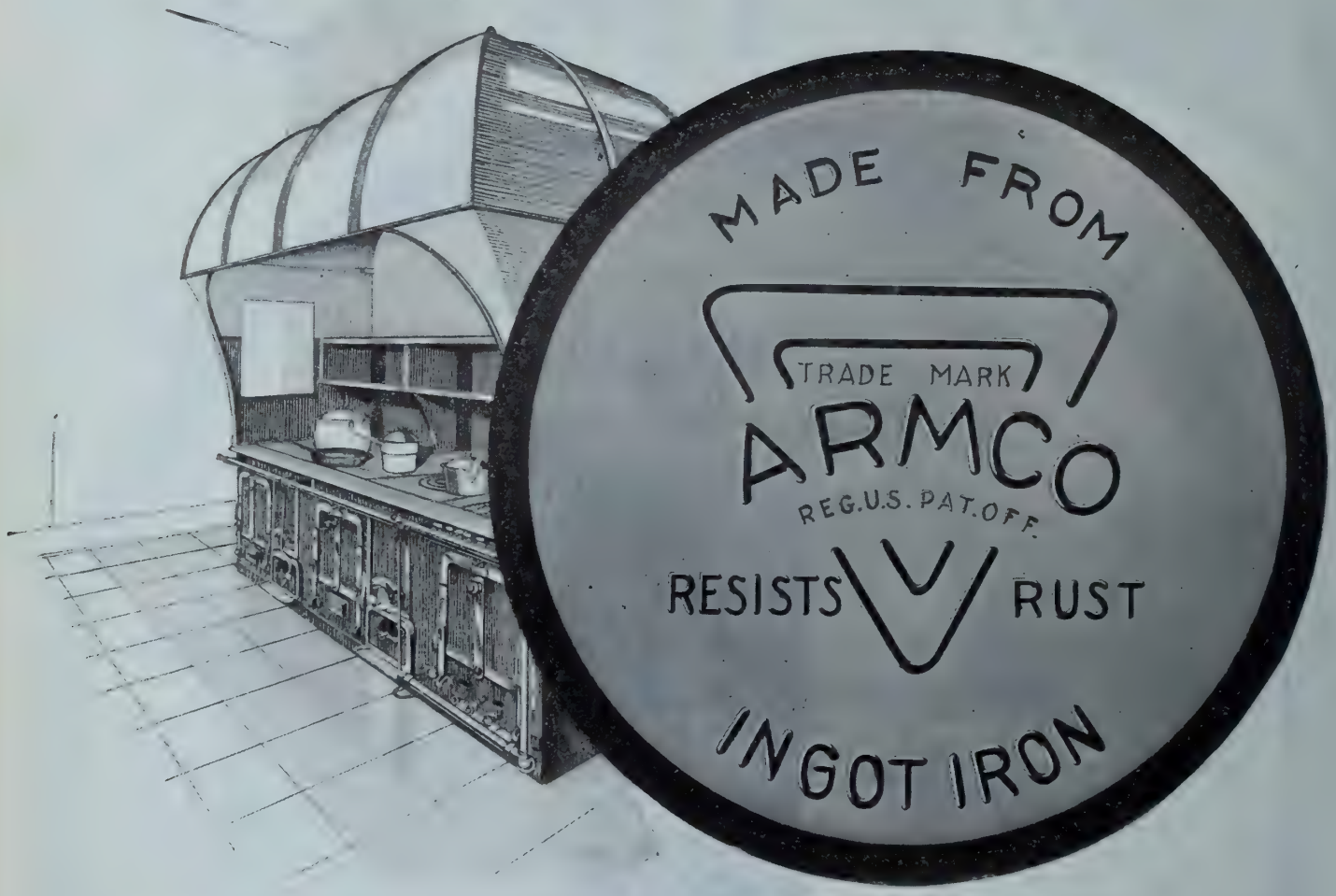
The "Canada" comes neatly and conveniently packed, one pair in a box complete with bolts. Be sure to include "Canada" in your order.

Drop Us a Line for a Catalog

Canada Steel Goods Co., Limited

Hamilton, Canada

If a Manufacturer Uses This Label He Makes a Good Product



NO manufacturer would use "Armco" Ingot Iron in a cheap, unworthy stove. If the blue and gold Armco triangle appears on any stove you buy—and it should—you may be sure that not only good materials but the best workmanship went into the making of it.

There is a big difference between "Armco" Ingot Iron stoves and those made of ordinary sheet metal. Interpreting this difference into stove terms, it means many added years of service.

Stoves do not wear out, they rust out—but "Armco" Ingot Iron stoves resist rust.

This iron is now being used extensively for stoves, enameled refrigerators, table tops, washing machines, and other household articles.

When buying, ask the salesman to show you the Armco blue and gold triangle.

ARMCO

The trade-mark ARMCO carries the assurance that products bearing that mark are manufactured by The American Rolling Mill Company with the skill, intelligence, and fidelity associated with its products, and hence can be depended upon to possess in the highest degree the merit claimed for them. The trade-mark ARMCO is registered the U. S. Patent Office.

THE AMERICAN ROLLING MILL CO., Box 337, Middletown, O.
Canadian Office: 2 Colborne St., Toronto, Ontario

If interested tear out this page and place with letters to be answered.

"DURO"

ALUMINUM WARE

99% PURE

Canada's Best Cooking Utensils



OVAL ROASTER

No.	Length	Width	Height
170	18¼ in.	11¼ in.	8¼ in.

Self-basting, heavy, seamless roaster. Air chamber in bottom of base prevents burning. Rivetted handles. Cover fits pan snugly, retaining all the juices and prevents shrinkage of the meat. Easy to clean. Holds large-sized turkey. Indented cover for automatic basting. Polished finish.



ROUND ROASTER

No.	Diam.	Height
175	11½ in.	6 in.

Rivetted handles. Four inch indent in cover for automatic basting. Suitable for small roasts or small fowl. It is self-basting. By using an asbestos mat it can also be used as a Bread Baker on an open flame without putting in oven. Polished finish.

SEVEN SIZES



3 to 12 Quart

LIPPED PRESERVING KETTLES

FULL DEPTH

Ears have notched handle rest to prevent the bail from contact with the kettle and becoming hot. Bail can also be locked in upright position when desired.

Closely turned bead to prevent dirt and grease from entering.

Raised bottom centres to avoid burning and prevent warping.

Tipper handle is attached with strong rivets and has hole for hanging.

Polished finish. Inside X-ray finish.

NINE SIZES



1½ to 12 Quart

CONVEX KETTLE

WITH INSET COVER

Large ears have notched handle rest to prevent the bail from contact with the kettle and becoming hot. Bail can also be locked in upright position when desired.

Closely turned bead to prevent dirt and grease from entering.

Raised bottom centres to avoid burning and prevent warping.

Heavy wire bails. Inset cover. Polished finish. Inside X-ray finish.

The many exclusive features of "Duro" Aluminum Ware make quick sales. "Duro" is setting the pace in the quality race. Leading Jobbers handle "Duro."

Made in Canada by—**W. D. SHAMBROOK & CO.,** Hamilton, Canada

Representatives:

A. T. Chambers, Vancouver; L.T.Walls Sales Ltd., Winnipeg; J. E. Frid, Toronto; J. R. Anderson, 36St. Dizier St., Montreal; Armstrong & Patterson, St. John, N.B.

If interested tear out this page and place with letters to be answered.

Decorative Wall Burlaps

(No. VII of a Series)

MERCHANTS should see to it that stock of BURLAPS is never allowed to run low—*especially during the building season.*

With the cost of building materials at present high levels, the demand for this moderately priced wall decoration will continue — and remember this also — there is good profit for you in BURLAPS.

Not only as a wall decoration, but also for purposes of protection and preservation, there is nothing more satisfactory than Decorative Wall Burlaps.

Therefore, always keep your stock well assorted. There are three shades—drab, green and white — and they can be treated with Gloss, Varnish or flat tones to obtain any color scheme desired.

Our sample book with price list will be sent free on request.

Dominion Oilcloth & Linoleum Company, Limited

Montreal - - Canada

If interested tear out this page and place with letters to be answered.

Made in Canada



Stewart No. 9
Ball Bearing
Shearing Machine

Retail Price
Eastern Canada, $22
Western Canada, $23



Sell the Machine That Appeals Most to Your Customers

STEWART No. 9

Ball Bearing Shearing Machine

It appeals to customers because it offers such definite, money-saving advantages. Sheep owners are interested when you point out that this machine gets more wool from six sheep than hand blades get from seven. Reinforce this with the reminder that this extra profit on even a few sheep will quickly pay for the machine.

When you explain these things and show that the Stewart No. 9 gets better, long-fibred wool, and that machine-sheared wool brings top prices, you convince them and close the sale. Stewart Machines sell easily and bring you a good profit.

Many sheep owners will come to your store for Stewart Machines. If you don't have a stock, you can't make sales. Every lost sale is a lost profit.

Your jobber has Stewart Machines. Order now, display well, and you will get the business.

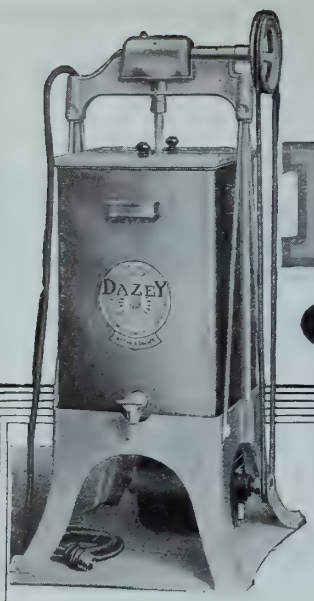
Flexible Shaft Company

Limited

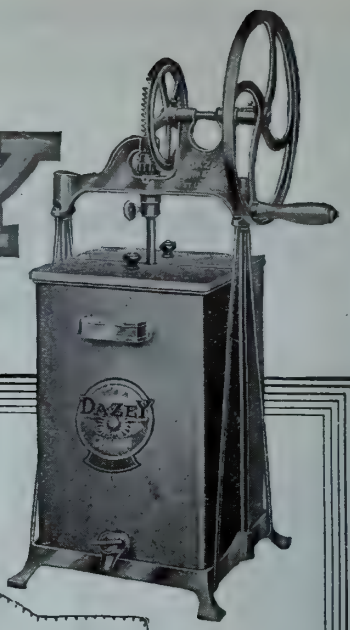
349 Carlaw Ave., Toronto, Canada

Made in Canada

If interested tear out this page and place with letters to be answered.



DAZEY CHURNS



—*Universal Preference* shown for the Dazey System of making better butter has resulted in an ever-increasing demand for Dazey Churns.

DISTRIBUTORS:

J. H. Ashdown Hdwe. Co., Ltd., Calgary.
J. H. Ashdown Hdwe. Co., Ltd., Saskatoon.
J. H. Ashdown Hdwe. Co., Ltd., Winnipeg.
Frothingham & Workman, Ltd., Montreal.
D. H. Howden & Co., Ltd., London.
H. S. Howland, Sons & Co., Ltd., Toronto.
Kennedy Hdwe. Co., Ltd., Toronto.
Lynch, Parker & Plews, Regina.
Lewis Bros., Ltd., Montreal.
Marshall-Wells Alberta Co., Ltd., Edmonton
Marshall-Wells Co., Ltd., Winnipeg.
Merchants Hdwe. Specialties, Ltd., Calgary.
Merrick, Anderson Co., Ltd., Winnipeg.
Miller-Morse Hdwe. Co., Ltd., Winnipeg.
McLennan, McFeely & Co., Ltd., Vancouver.
A. Prud'Homme & Fils, Ltd., Montreal.
Revillon Wholesale, Ltd., Edmonton.
Starke-Seybold Ltd., Montreal.
Wood, Alexander & James, Hamilton.
Wood, Vallance & Adams, Ltd., Calgary.
Wood, Vallance Hdwe. Co., Ltd., Nelson.
Wood, Vallance & Leggat, Ltd., Vancouver.
Wood, Vallance, Ltd., Winnipeg.

DAZEY CHURN & MFG. CO., ST. LOUIS, MO.



If interested tear out this page and place with letters to be answered.

TACKS



TACKS FOR EVERYBODY

AUTO TRIMMERS
CARRIAGE TRIMMERS
BASKET MANUFACTURERS

CARPET LAYERS
SHOE MANUFACTURERS
UPHOLSTERERS

HEADS
that will not
break off

THE STEEL COMPANY OF CANADA LIMITED

POINTS
that meet the
demand

HAMILTON MONTREAL

If interested tear out this page and place with letters to be answered.



Dealers like the Assortment Plan of ordering Columbia Dry Batteries, because it's so handy

But of equal interest is the fact that buying in barrel lots—on the assortment plan—brings you

A WIDER MARGIN OF PROFIT PER BATTERY

It's so easy to specify "C-1 Assortment" and get—

50 No. 6 Ignitors
6 No. 1461 Hot Shots
3 No. 1561 Hot Shots
2 No. 1562 Hot Shots

or to say "C-2 Assortment" and get—

50 No. 6 Ignitors
12 No. 1461 Hot Shots

or to tell us "C-3 Assortment" and get—

50 No. 6 Ignitors
6 No. 1562 Hot Shots
4 No. 1561 Hot Shots

MADE IN CANADA

CANADIAN NATIONAL CARBON COMPANY, LIMITED

Toronto and Winnipeg

Fahnestock Spring Clip Binding Posts on Columbia Cell No. 6 without extra charge

Columbia Dry Batteries

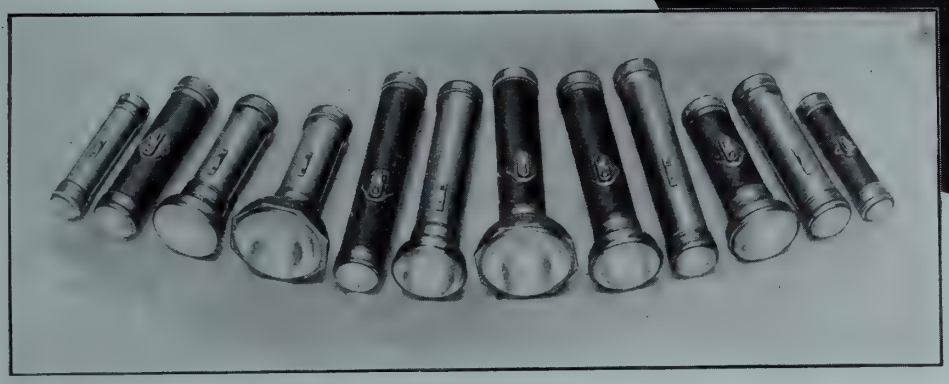
—they last longer

1202143

If interested tear out this page and place with letters to be answered.

The Eveready Line with the Ever-steady turnover





Selling Flashlights on the Cafeteria Plan

Lay in a stock of Eveready Flashlights and Batteries—and oil up the old cash register. Display them on your shelves and counters, and you will see a demonstration of automatic selling.

People will come in, pick up a flashlight, look at the name and say to themselves, "Yep, it's an Eveready," and tell the clerk to wrap it up. Sort of a flashlight-cafeteria proposition.

Eveready dealers have an average turnover of 4 on cases and 8 on batteries. On cases alone, the yearly profits on a small investment are unusually large.

That's because the flashlights and batteries themselves have genuine merit, and because we have spent thousands of dollars to tell people about that merit. Yes, sir. "Eveready" is the big name in Flashlights and Batteries.

The Eveready jobbers in your district have an attractive assortment for you as a starter. If you don't know who the nearest Eveready jobber is, send us a postcard and we'll tell you.

CANADIAN NATIONAL CARBON COMPANY, LIMITED
Toronto and Winnipeg

EVEREADY
FLASHLIGHTS AND BATTERIES

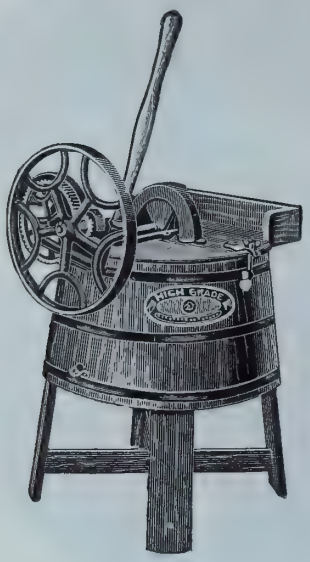
Canadian Made for Canadian Trade

AC-29-T

If interested tear out this page and place with letters to be answered.

DOWSWELL HAND POWER WASHERS

ARE SURE SELLERS



The HIGH GRADE Dolly Washer is developed to the highest point of efficiency. The balanced mechanism has cut gears and ball bearings which ensure smooth and noiseless running. It can be operated either standing or sitting. All gears are protected. The High Grade is unquestionably the finest high speed washer made.



The PATRIOT Dolly Washer is a modern high speed machine with cut gears and ball bearings. The mechanism is self-contained and runs so easily that a child can operate it. Owing to great quantity production the Patriot sells for a low price, although it is one of the best quality washers on the market.



The HAMILTON is a rocker washer with improved detachable operating lever. It is easy to work and is easy on clothes. Many people have used this type for years and would have no other.

ELECTROS FOR NEWSPAPER OR CATALOGUE SENT FREE

DOWSWELL, LEES & COMPANY, Limited
HAMILTON, CANADA

Eastern Representative:
JOHN R. ANDERSON, MONTREAL

Western Representatives:
HARRY F. MOULDEN & SON, WINNIPEG

If interested tear out this page and place with letters to be answered.

Your Salesman—



HAVE you a place in your store for a purely "Canadian Made" product that will bring you an excellent trade each year?

Your customer sees many points of superiority as you talk. The wire is tough and elastic—drawn to proper size and well galvanized in our factory at Hamilton — The Frost Lock — the strongest part of the fence, the evenly spaced uprights and the strong lateral wires are material for a selling talk that is bound to convince.

When you sell Frost Fence you make these purchasers of it regular customers, the reason being: they get something that measures up to their idea of what they ought to have.

Frost Fence is that kind of a product. It gives the kind of satisfaction that breeds good-will and not only brings your man back for further purchases but makes him a booster for your store.

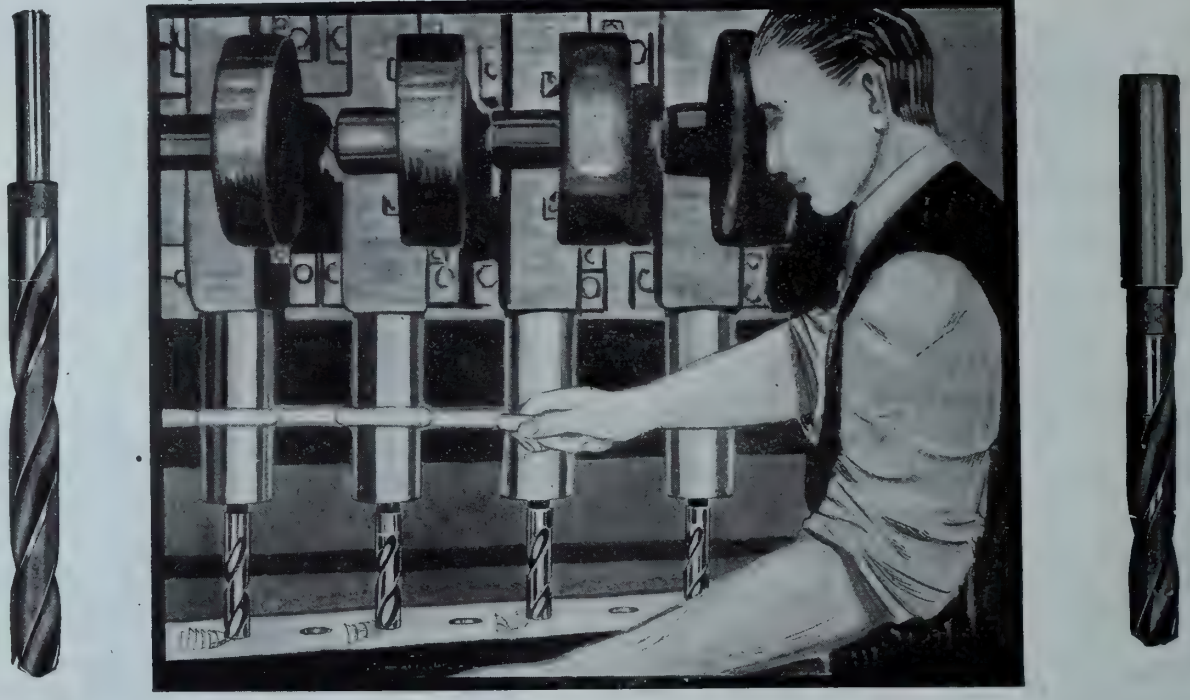
FROST FENCE IS AN ASSET TO YOUR BUSINESS

FROST STEEL AND WIRE CO., LIMITED

HAMILTON, ONTARIO

If interested tear out this page and place with letters to be answered.







Multiplying Sales for Forty Years

Just as Butterfield Tools have been multiplying production in machine shops and factories, so they have also multiplied sales for hardware store tool departments. For forty years Butterfield's have been first choice of practical machinists and wise purchasing agents — because they're good.

Foreign Representatives:—Great Britain, Geo. H. Alexander, 83-84 Coleshill St., Birmingham, England; France, Italy, Belgium, and Switzerland, Fenwick Freres, 8 Rue de Rocroy, Paris; Sweden, Norway, and Denmark, Ab. Sigfr. Anderson & Co., Malmo; Spain, Casamitjana Hermanos, Barcelona; Japan, Abe-Kobei & Co., Yokohama; Greece, Stephen C. Stephanson, 11 Lycourgan St., Athens; Netherlands, Wynmalen & Hausman, Rotterdam; Australia, H. R. Richardson, 82 Pitt St., Vickery's Chambers, Sydney; South America, Charles Dreyfus, B. Mitre, 785, Buenos Aires, R.A.; South Africa, H. Parker Wood, Cape Town, Durban and Johannesburg.

Butterfield & Co., Division

Union Twist Drill Co.

Rock Island, Quebec

BUTTERFIELD

If interested tear out this page and place with letters to be answered.

CANADA
FOUNDRIES & FORGINGS
LIMITED

A Matter of Mowment

Brockville K Brockville C
Brockville Bluebird



The Mowers the Neighbors Want to Borrow

Shipping from
Brockville and Winnipeg

JAMES SMART PLANT
BROCKVILLE, CANADA

If interested tear out this page and place with letters to be answered.



Where Disston Quality Is Born

There is something more than a proper mixture of metal put into the crucible when Disston steel is made.

It is an unseen, intangible ingredient—yet as big and real as the tremendous plant in which Disston Saws and Tools are made. The long experience of men whose fathers were Disston steel workers, whose grandfathers worked out the secrets of fine Disston steel generations ago—this is what has made the present quality of Disston steel.

Under the greatest test of all, hard service over a long period of years, the quality born in Disston steel is revealed. The greatest praise of Disston Saws and Tools comes from men who have used them longest, men who write of these tools with a friendliness, and even affection, seldom given to inanimate objects—and there could be no higher tribute.

DISSTON

Reg. U. S. Pat. Off.

Send for booklet on the selection, care, and use of Disston Saws, Tools, and Files.

HENRY DISSTON & SONS, Limited
TORONTO, CANADA
Branch: Vancouver, B.C.

A List of What Disston Makes

And in these Saws, Tools and Files is that quality found in

"The Saw Most Carpenters Use"

Back Saws
Band Saws for Wood and Metal
Bevels



Buck Saws
Butcher Saws and Blades
Circular Saws for Wood, Metal, and Slate
Compass Saws
Cross-cut Saws and Tools
Cylinder Saws



Drag Saw Blades
Files and Rasps
Grooving Saws
Gauges—Carpenters' Marking, etc.
Hack Saw Blades
Hack Saw Frames
Hand, Panel, and Rip Saws
Hedge Shears



Ice Saws
Inserted Tooth Circular Saws
Keyhole Saws
Kitchen Saws
Knives—Cane, Corn, Hedge
Knives—Circular for Cork, Cloth, Leather, Paper, etc.
Knives—Machine
Levels—Carpenters' and Masons'
Machetes
Mandrels



Milling Saws for Metal
Mitre-box Saws
Mitre Rods
One-man Cross-cut Saws
Plumbs and Levels
Plumbers' Saws
Pruning Saws
Re-saws
Saw Clamps and Filing Guides



Saw Gummers
Saw-sets
Saw Screws
Screw Drivers
Screw-slotting Saws
Segment Saws
Shingle Saws
Slate Saws—Circular
Squares—Try and Mitre
Stave Saws



Sugar Beet Knives
Swages
Tools for Repairing Saws
Tool Steel
Trowels—Brick, Plastering, Pointing, etc.
Veneering Saws
Webs—Turning and Felloe

This is a partial list. There are thousands of items in the complete Disston line.

DISSTON

SAWS TOOLS FILES

If interested tear out this page and place with letters to be answered.



Now It's "GTD LINCOLN" On Drills

The GTD Corporation is now making and selling the line of twist drills, milling cutters and reamers, hitherto produced by the Lincoln Twist Drill Company, Taunton, Mass. U.S.A.

The addition of the nationally known GTD trade-mark to that of *"Lincoln"* means the combining of our forty-nine years' experience with the Lincoln Twist Drill's eighteen years, inspiring the same confidence as that which exists on commercial paper bearing double endorsement.

NOW you can buy a complete line of small tools under the GTD trade-mark. Such completeness means uniformity of product and suitability of tools.

You can drill your hole, ream it, tap it and gage it with GTD tools and they are made to be used together! Decidedly, an improvement.

"Lincoln" Drills and Milling Cutters have been rapidly coming to the front. For the past three and a half years they have been made by GTD men. The only change you will see will be that of continued improvement in quality, finish and service that characterizes our history, for there is a very active ideal constantly before us.

Just Out. New supplementary catalog-folder showing the GTD tool line, (including drills). Specially for men interested in automotive repairs. Tells at at a glance important repair information every garage needs today. Your copy sent by return mail without cost upon request either by letter or the coupon below.

You need this new folder
Send for it today

GREENFIELD TAP AND DIE CORPORATION
OF CANADA, LIMITED GALT, ONTARIO

Successors to Wells Bros. Co. of Canada, Ltd., Galt, Ont.

GTD TAPS · DIES · SCREW PLATES · TWIST DRILLS REAMERS · PIPE TOOLS · MILLING CUTTERS

Look for this Trade Mark GTD LINCOLN *on Twist Drills and Milling Cutters.*

GTD
Corporation
of Canada
Limited
Galt, Ontario

Without obligation send your new folder of auto repair information.

Name_____
Position_____
Firm_____
Address_____ H&M 111

If interested tear out this page and place with letters to be answered.



THE NEW IDEA PIPELESS FURNACE

Here is a furnace that presents a golden opportunity for live dealers to make money.

The New Idea Pipeless Furnace is easy to instal — prevents tearing up of floors and walls — uses little fuel and will last a lifetime.

Descriptive pamphlet sent upon request. Write for it to-day—it means real money for you.

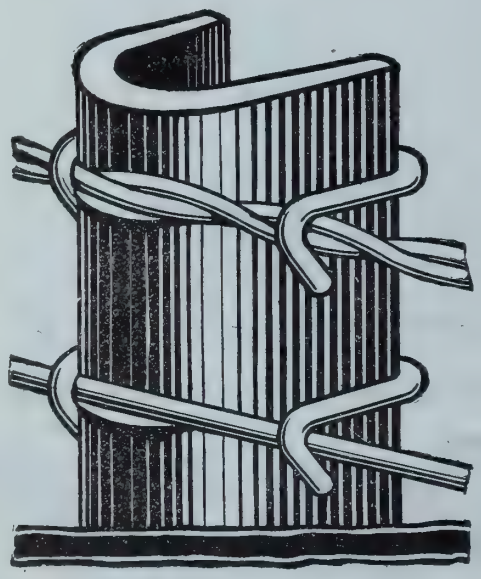
We also manufacture the famous New Idea Pipe Furnace, the most satisfactory Pipe Furnace that has ever been built.

THE HAMILTON STOVE & HEATER CO., LIMITED
SUCCESSORS TO
GURNEY, TILDEN & CO., LIMITED, HAMILTON, ONT.
VANCOUVER. WINNIPEG. MONTREAL.

"SEVENTY-FIVE YEARS OF SUCCESSFUL MANUFACTURING"

Montreal Representative: Mr. Charles Nicoll, 614 Aylmer St., Montreal
Vancouver: 1073 Hamilton St., Vancouver, B.C. Winnipeg: 134½ Higgins Ave., Winnipeg, Man.

Have You Ever Dug Post Holes?



If you have you will realize what a back-breaking job it is and why farmers or any person putting up fencing want

"Burlington" Steel Fence Posts

These posts are simply driven into the ground. No holes to dig or filling in necessary.

Long life, strength and no sagging are other Burlington features that make sales certain.

This is the line you want to handle. Let us send you details.

Burlington Products, Limited

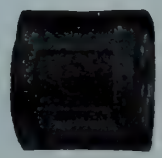
305 Sherman Ave. N.

HAMILTON - - CANADA

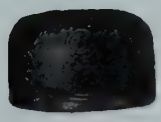
If interested tear out this page and place with letters to be answered.

CRANE FITTINGS

MALLEABLE ——————— CAST IRON

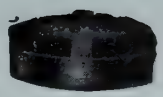


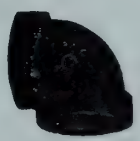


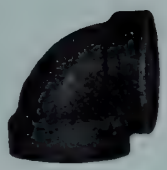
Make Tight Joints

Our patterns for malleable and cast iron fittings include all the necessary sizes and shapes to meet all requirements.





CRANE
LIMITED



Manufacturers of Valves, Fittings and Piping Equipment and Distributors of Pipe, Plumbing and Heating Supplies.



Branches and Warehouses:
HALIFAX, OTTAWA, TORONTO, WINNIPEG, REGINA, CALGARY, VANCOUVER.

Sales Offices:
QUEBEC, SHERBROOKE, HAMILTON, VICTORIA.

CRANE
LIMITED
HEAD OFFICE & WORKS
1280 ST PATRICK STREET
MONTREAL

CRANE-BENNETT
Limited
Head Office and Warehouse:
LONDON, ENGLAND.

Sales Offices:
MANCHESTER, BIRMINGHAM.

14

If interested tear out this page and place with letters to be answered.

Is Merchandise Properly *SOLD* To You?

YOU recognize the direct connection between production methods and the cost and quality of the goods; you have a right to know that goods are properly made. Yet the manufacturing, important though it is, is but the first lap on the journey to the consumer. Merchandise must be sold; sales cost is just as legitimate as manufacturing cost, and it has *just as direct a bearing upon the final cost to you.* If needless expense is incurred, it means either higher prices or a decrease in quality or service.

Obviously it will pay you to recognize efficient selling service. With this simple truth clearly in mind, permit us to enunciate an established, proven sales principle—

—The seller who advertises in the Business Papers, reaching *only* the class interested in his message, is using the most direct and economical method of helping you maintain an intelligent contact with your sources of supply.

This kind of advertising bears the same relation to the sales department that an improved machine does to the production department. And if the sales methods are wasteless and efficient, you seldom need worry about the goods. Each acts as a support and stimulus for the other.

On the other hand, the practice of buying circulation by the million in the hope of influencing a few thousand possible customers, is open to question. The best machine is a source of waste when improperly used, and this is no reflection on the machine. Concentration beats scatteration, and costs less. The right tool in the right place is a principle of as much importance to selling as to production.

There are many other reasons why discriminating buyers are giving preferred consideration to the concerns which tell them their business story in the buyer's own business paper, *especially* if that paper has subscribed to the high standards of practice of The Associated Business Papers, Inc.

LIST OF MEMBERS

Each has subscribed to and is maintaining the highest standards of practice in its editorial and advertising service.

Advertising and Selling
American Architect
American Blacksmith, Auto and Tractor Shop
American Exporter
American Funeral Director
American Hatter
American Machinist
American Paint Journal
American Paint and Oil Dealer
American Printer
American School Board Journal
Architectural Record
Automobile Dealer and Repairer
Automobile Journal
Automotive Industries

Bakers Weekly
Boiler Maker
Boot and Shoe Recorder
Brick and Clay Record
Buildings and Building Management
Building Supply News
Bulletin of Pharmacy

Canadian Grocer
Canadian Machinery and Mfg. News
Canadian Railway and Marine World
Candy and Ice Cream
Chemical & Metallurgical Engineering
Clothier and Furnisher
Coal Age
Coal Trade Journal
Concrete
Cotton

Daily Metal Trade
Distribution and Warehousing
Domestic Engineering
Dry Goods Economist
Drygoodsman
Dry Goods Reporter

Electric Railway Journal
Electrical Merchandising
Electrical Record
Electrical World
Embalmers' Monthly
Engineering and Contracting
Engineering and Mining Journal
Engineering News-Record

Factory
Farm Implement News
Farm Machinery—Farm Power
Fire and Water Engineering
Foundry (The)
Furniture Journal
Furniture Manufacturer and Artisan
Furniture Merchants' Trade Journal

Gas Age
Gas Record
Grand Rapids Furniture Record

LIST OF MEMBERS
(Continued)

Haberdasher
Hardware Age
HARDWARE AND METAL
Heating and Ventilating Magazine
Hide and Leather
Hospital Management
Hotel Monthly
Hotel Review

Illustrated Milliner
Implement and Tractor Age
Implement & Tractor Trade Journal
Industrial Arts Magazine
Inland Printer
Iron Age
Iron Trade Review

Lumber
Lumber Trade Journal
Lumber World Review

Manufacturers' Record
Manufacturing Jeweler
Marine Engineering
Marine Review
Millinery Trade Review
Mill Supplies
Mining and Scientific Press
Modern Hospital
Motor Age
Motorcycle and Bicycle Illustrated
Motor Truck
Motor World

National Builder
National Petroleum News
Nautical Gazette
Northwest Commercial Bulletin
Northwestern Druggist
Nugent's, The Garment Weekly

Oil News
Oil Trade Journal

Plumber and Steam Fitter
Power
Power Boating
Power Farming Dealer
Power Plant Engineering
Price Current—Grain Reporter
Printers' Ink

Railway Age
Railway Electrical Engineer
Railway Maintenance Engineer
Railway Mechanical Engineer
Railway Signal Engineer
Retail Lumberman
Rock Products
Rubber Age

Shoe Findings
Shoe and Leather Reporter
Shoe Retailer
Southern Engineer
Southern Hardware & Implement Journal
Sporting Goods Dealer
Starchroom Laundry Journal

Tea and Coffee Trade Journal
Textile World

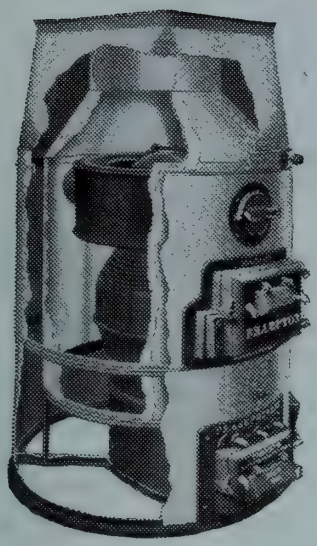
Welding Engineer
Woodworker

THE ASSOCIATED BUSINESS PAPERS, INC.

JESSE H. NEAL, Executive Secretary

HEADQUARTERS: 220 West 42nd Street NEW YORK CITY

If interested tear out this page and place with letters to be answered.



You Can Recommend the Pease Pipeless FURNACE

(Economy or Brampton type)

The lower installation cost, absence of overhead piping in basement, cool cellar, quick circulation of heated air and the entire satisfaction obtained by users throughout Ontario and the West will appeal to prospective customers. Tell them about this furnace and let us assist you with our direct-by-mail advertising. Prices of furnaces upon request.

PEASE FOUNDRY COMPANY
LIMITED
118 King Street East
TORONTO -- ONTARIO

PEASE WESTERN FOUNDRY
LIMITED
WINNIPEG -- MANITOBA



Cuts Anything

The Kit-Haxaw will do most of the work of the regular hack saw and all the work the regular tool will not do. No Tool Kit is complete without this free end, double edge, rigid hack saw.

KIT-HAXAW

Packed with two extra blades in a holster

On the upper edge are 32-point unset teeth; on the lower 20-point set teeth. The blade is of Tungsten steel, hardened and tempered to cut anything and resist breakage. The handle is of tool steel.

Send for Prices

Wiebusch & Hilger, Limited

Sales Representatives
106-110 Lafayette Street, New York

Canadian Sales Agent:
Jas. Gerard Kerr, 411 St. Nicholas Building, Montreal

15-T

If interested tear out this page and place with letters to be answered.

Fittings Limited

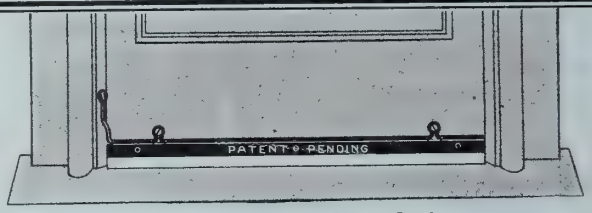


Trade Mark

Registered

Manufacturers of Malleable and Cast Iron Pipe Fittings

Oshawa



The Automatic Door Strip

A rubber attachment made in lengths to fit any door; works automatically; no friction; cannot wear out; no draughts; saves coal and time. Easily adjusted; satisfaction guaranteed. Write to-day.

Atlas Iron, Wire and General Metal Works

815 Queen St. West, Toronto. Phone Adel. 3889

Manufacturers of

Elevator Enclosures; Works for Banks, Offices, etc., a specialty; Ornamental Iron Fence; Wire Window Screens; Guards for Machinery Protection.

"While we stand still we rust."

"WELLWORTH"



First Impressions Count

There is nothing like a nice display of well-designed, graceful, mirror-finished "Wellworth" Aluminumware to give your store a general atmosphere of refinement and elegance. First impressions count for a great deal and if they should be negative ones that do not create pleasurable feeling in the minds of your customers, then your sale is half lost when they step through the door.

No. 405—Seamless Aluminum Tea Kettle, heavy, fancy handle, welded spout. Capacity: 5 quarts.

We give mail orders special attention.

Wentworth Manufacturing Company

HAMILTON, CANADA

THE CLYDE CUTLERY CO.

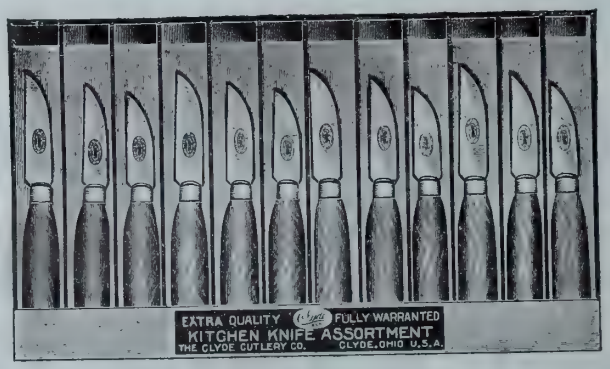
CLYDE, OHIO

Manufacturing a complete line of

HOUSEHOLD CUTLERY

A KNIFE SPECIALLY DESIGNED FOR EVERY HOUSEHOLD USE. MADE FROM THE FINEST STEEL BY SKILLED WORKMEN

Butcher Knives
Kitchen "
Bread "
Slicing "
Carving "
Cooks' "



Grape Fruit Knives
Palette "
Oyster "
Putty "
Family Cleavers
Kitchen Forks

EVERY NUMBER FULLY GUARANTEED

See that you have our new number 18 catalogue, now ready for distribution, as this shows a very complete line of our new designs in Aluminum Handle Household Cutlery.

CANADIAN SALES OFFICE

ADCOCK & BREWER, LIMITED

MONTREAL, QUEBEC

MENDETS
A PATENT PATCH



The Counter Display Keeps Selling All Day

Mendets sell and bring in money without taking up your time, requiring much money invested, or occupying much space.

A Counter Display is working all the time that customers can see it, read the Mendet proposition, and sell themselves.

The suggestion of mending and restoring unserviceable, leaky utensils is irresistible, with the trifling cost for Mendets. They sell in millions.



Collette Mfg. Company
Collingwood, Ontario



A Steady Flow of Files

A steady flow of files will pass through your store bringing you regular profits if you handle one of the five standard brands.

File users know these brands and are sure to ask for one of them. To stock them, therefore, is to sell them.

Specify one of these brands when ordering.

KEARNEY & FOOT
GREAT WESTERN
AMERICAN
ARCADE
GLOBE

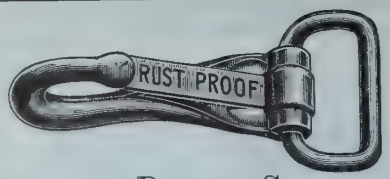
FILES

We carry large reserves, so you can restock quickly from your jobber.

Made in Canada by

Nicholson File Company
Port Hope Ontario

If interested tear out this page and place with letters to be answered.



SNAPS!



Premax Snaps and Hame Chains, Jockey Chains and other Harness Specialties have been staple hardware products for twenty years.

Is your stock complete?

NIAGARA METAL STAMPING CORPORATION
Division M Niagara Falls, N. Y.



Again in Demand

The wooden tub is back—the high cost of the metal is largely responsible, but a wooden tub has other advantages.

There is no galvanizing or plating to fall off. No rust to spoil clothes, and hot water retains its heat longer.

Cane's wash tubs will be favored. They last a lifetime and are built with the workmanship that has made Cane's Woodenware popular for over thirty-five years.

Order a supply of Cane's Tubs from your dealer for a source of Good Revenue

The Wm. Cane & Sons Company, Ltd.
Manufacturers NEWMARKET, ONTARIO

Garden Barrows Ready to Ship

No. 9



Strong, durable, steel legs—steel front corners. Weight 50 lbs., but stronger than many weighing half as much again.

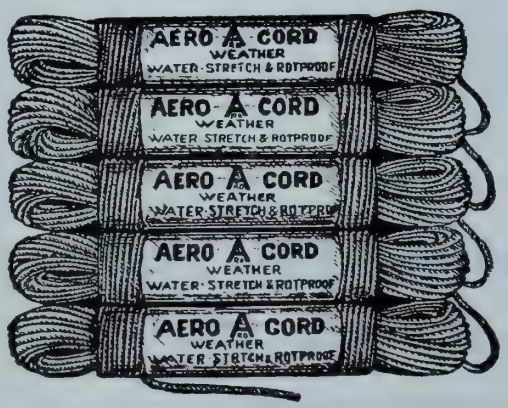
No. 10



Boys' lightweight (30 lbs.). Not a toy, but a durable working Garden Barrow.

Write for prices.

MAXWELLS LIMITED, St. Marys, Ont.



Your trade is entitled to the best article procurable for a given purpose, price being equal

AERO

AERO SASH CORD

WEATHER ROT AND STRETCH PROOF, will meet all requirements and more. Superior in strength and durability.

Manufactured by
THE AERO MFG. CO., LIMITED
LENNOXVILLE QUEBEC
Western Agents: **The H. L. Perry Co., Limited, Winnipeg, Man.**

If interested tear out this page and place with letters to be answered.



JAPANNED WATER COOLERS

THE season for this line is here. Your stock should include this handsome line of Water Coolers. They are attractively decorated in colors and have nickel-plated faucets.

Stock up now and be prepared for the demand which is coming. Suitable for offices, stores, workshops, summer hotels and clubs as well as for domestic purposes.

Davidson Coolers are made in six sizes, from 2 to 16 gallons.

Write for particulars and prices.

Ask for Booklet No. 2.

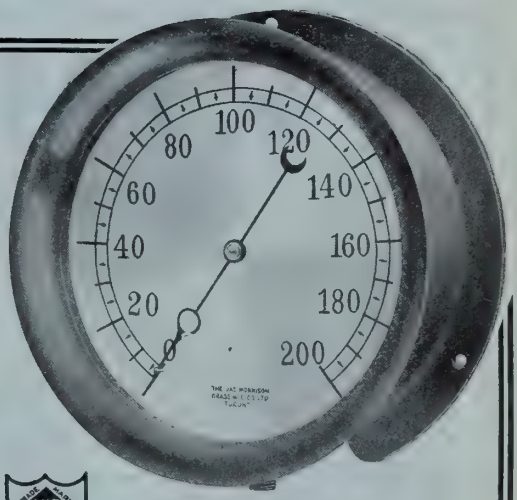
The Thos. Davidson Mfg. Co. Limited

Head Office: Montreal **Branches: Toronto and Winnipeg**
Steel Foundry Division: Lachine Canal, Turcot

DAVIDSON

Sales Built on Confidence

Morrison
Gauges



include gauges for every conceivable purpose—for indicating or recording:—pressure, temperature, altitude, revolutions, etc.

These well-known, reliable gauges sell well because they are regarded by mechanical men as standard.

There is hardly a requirement for gauges that you cannot supply with Morrison Gauges. With the Morrison line you can make a sale out of inquiries.

James Morrison Brass Mfg. Co., Ltd.

93-97 Adelaide Street West, Toronto

Write to-day for catalogue of the reliable Morrison products. It will pay you to stock and sell the famous Morrison line.

If interested tear out this page and place with letters to be answered.

TRADE M MARK

Roofing and Building Papers That Continually Boost Your Store

Building Papers, Tarred Felt, Sheathings and Tar Products, and Wrapping Paper of all kinds that give service in use, reflecting credit on the dealer and inspiring confidence in all the lines he sells—that's the McArthur line.

Drop us a line for an interesting little booklet on Roofing Materials. It will tell you of each one of our lines—reasons why they sell, and serve the consumer so that you hold his future trade.

We cannot tell of all the lines here, but, for instance, "Black Diamond" Tarred Felt is pure wool tarred roofing felt, from selected woollen rags saturated with pure coal tar, producing the most durable roofing felt possible to make.

Ask for Literature

Alex. McArthur & Co., Ltd.

Established 1879

82 McGill Street Montreal, Canada



More Profitable Lines for the Hardware Dealer

Our products earn maximum profits for the dealer. A trial order will convince you of their great sales-producing qualities.

We manufacture—

Iron, Copper and Brass Rivets
Small Washers and Burrs
Wire Nails
Countersunk Clout Nails
Escutcheon Pins (Brass and Steel)
Tubular and Bifurcated Rivets
Copper and Steel Boat and Canoe Nails, Etc.





The Parmenter & Bulloch Co., Ltd.
GANANOQUE, ONTARIO

John R. Anderson, 36 Dizier St., Montreal. E. Fielding & Son, 9 Front St. East, Toronto. David Philip, 138 Portage Ave. East, Winnipeg. W. O. Webster, 1220 Hamilton St., Vancouver.

TRIMO

THE WORD TRIMO



Stands for good tools made by the Trimont Mfg. Co., which are the following:—

The Trimo Pipe Wrench
The Trimo Chain Pipe-Wrench
The Trimo Nut Wrench
The Trimo Pipe Cutter (Hand)



The four good points that make **Trimo Pipe Wrenches** superior are the **Spiral Spring** always in place—**Steel Frames** that will not break—**Nut Guards** that protect adjustment nut—and the **Inserted Jaw** in handle that can be replaced when worn.

Pipe Wrench Nut Wrench

TRIMONT MFG. COMPANY
ROXBURY (BOSTON), MASS.
MANUFACTURERS

MADE IN CANADA

UNIMECO WROUGHT WASHERS

Prompt Shipments

of this wide and useful range of wrought washers of every variety—in. round and square, plain or galvanized.

Annealed Rivet Burrs of the same high degree of excellence can also be supplied.

"Unimeco" are the better kind with an unusual finish. They are profitable to handle. Write today for prices and information. It will pay you.

THE UNION IRON & METAL CO.
LIMITED
1951 DUNDAS ST. W.
TORONTO CANADA

If interested tear out this page and place with letters to be answered.

Your Customers Like to Buy Goods They Know

Why bother with unknown hack saws when you can offer them Star Hack Saws in the famous green box, known for the satisfactory service they give, for 38 years?

Still made by Clemson Bros., Inc., and now sold only by them.

Clemson Bros., Inc.
Middletown, N.Y.

Canadian Office and Warehouse:
304 Imperial Office Building
Hamilton, Ontario

STAR HACK SAWS

Now Sold by
CLEMSON BROS. Inc
MIDDLETOWN, N.Y.
Makers Since 1883

MADE IN CANADA

Blacksmiths' Boiler Makers' Machinists' AND Pipe Fitters' Tools

Write for Catalogue

A. B. Jardine & Co.
LIMITED
HESPELER, ONT.



The Love of Fine Tools A National Characteristic

The love of fine tools and proficiency in their use has long been recognized as a typically American trait. From the home work-benches of our amateur mechanics, no less than from the shops of our master machinists, come mechanical inventions that have made "Yankee ingenuity" a tradition among the nations.

In a similar manner, the reputation of Starrett Tools for extreme accuracy and superior quality, is a tradition among machinists everywhere—from the apprentice to the toolmaker.

Ask for Catalog No. 22 "MA."

THE L. S. STARRETT COMPANY

The World's Greatest Toolmakers
Manufacturers of Hack Saws Unexcelled
ATHOL, MASS.



Starrett Tools

STARRETT TOOLS — STARRETT HACK SAWS

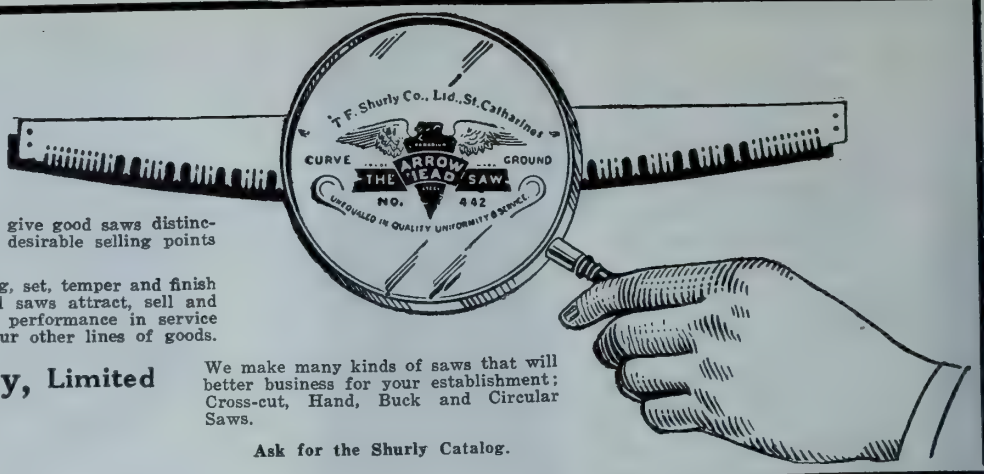
42-167

Arrowhead Saws

Vanadium Steel

How you sell saws depends partly on your salesmanship. You can sell a poor saw but once; to sell saws successfully and build yourself a permanent business you must sell good saws. To give good saws distinction and individuality they must have the desirable selling points of superior saws.

Arrowhead saws have those points; the hang, set, temper and finish are right, and they sell right. Arrowhead saws attract, sell and satisfy your customers. Their satisfactory performance in service creates confidence in your store, and in your other lines of goods.



T. F. Shurly Company, Limited
St. Catharines
Ontario

We make many kinds of saws that will better business for your establishment; Cross-cut, Hand, Buck and Circular Saws.

Ask for the Shurly Catalog.

An Axe is as Strong as its Handle

STILL'S

—will give you a stronger working tool, for **STILL'S HANDLES** are made from the best of Canadian Woods.

The sale of

STILL'S HANDLES

far exceeds all other makes.

There's a reason.

Axe, Pick, Sledge and Hammer Handles, Cant Hook and Peavie Handles.

It pays to sell **STILL'S.**

J. H. Still Mfg. Company
ST. THOMAS -:- ONTARIO



Service Counts!

Corrugated Eavetrough, Conductor Pipe and Elbows, Ridge Roll, Valleys, and a large stock of Galvanized and Black Sheets.

"We Ship While Others Are Thinking About It."

Wheeler & Bain
Toronto, Canada



QUALITY *SERVICE*

THE BON LIMITED
CHANDELIERS
OUR LIGHTS SHINE EVERYWHERE
MANTELS - GRATES & TILES

Barton-Netting Co.
LIMITED
9-11-13 East Pitt St. Windsor, Ont.

Lighting Fixtures and Electric Appliances
Mantles, Coal, Gas and Electric Grates
Floor and Wall Tile for Bathrooms, etc

OUR DOME DAMPER HAS ALL OTHERS BEATEN EVERY WAY

If interested tear out this page and place with letters to be answered.

Pliers

That Make Sales



The progressive hardwareman will find in these strong, well made pliers excellent opportunities for increased business, new customers and better profits.

The "Lindstrom" made pliers are noted for their easy selling qualities. Reliable and dependable. We invite correspondence.

Canadian Agent:

F. W. Lamplough & Co.

46 St. Alexander St., Montreal

Manufacturer

F. E. Lindstrom

SWEDEN

WHY EXPERIMENT ?

WE DID IT FOR YOU YEARS AGO



IMPERIAL GENUINE



For Heavy Engines and Extraordinary Hard Work

HARRIS HEAVY PRESSURE

THE COPPER COATED CAKE

For Donkey Engines, Saw Carriages, Small Motors, Transmission Line Shafting and all steady heavy pressure duty.



Matchless

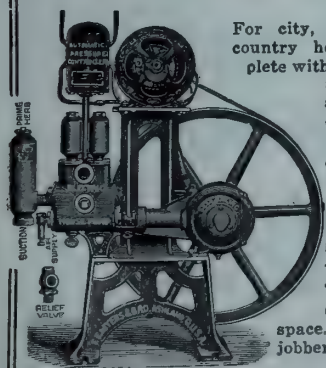
Suitable For Slow-Moving Bearings

Write For Prices

THE CANADA METAL CO., LIMITED

TORONTO HAMILTON MONTREAL
WINNIPEG VANCOUVER

MYERS—Electric House Pumps



For city, suburban or country homes. Complete with tank or separate. Operation by any current. Automatically controlled. Self-oiling. Capacity 180 gallons per hour. Strong, compact, easy to install, occupies small space. Ask your jobber or write us.

F. E. MYERS & BRO., ASHLAND, Ohio

NOVA SCOTIA STEEL & COAL CO., Limited

NEW GLASGOW, N.S.

Manufacturers of

FERRONA PIG IRON

and SIEMENS-MARTIN

OPEN HEARTH STEEL

KEEP CANADA PROSPEROUS

If the Canadian people will demand goods made in Canada, there can be only one result: A PROSPEROUS CANADA.

LONDON BAR IRON

Made in Canada for the last eighteen years, has earned a reputation

FOR QUALITY THAT SATISFIES

Send In Your Order Now

London Rolling Mills Co.

LIMITED

LONDON, CANADA

Sales Agents: Manitoba, Bissett & Webb, Ltd., Winnipeg; British Columbia, McPherson & Teetzell, Vancouver.

If interested tear out this page and place with letters to be answered.

And Now—
Toronto Printers May Strike

THE present agreement between printers in book and job offices and employers in Toronto expires May 31. The minimum wage paid is $35.20 per week (increased voluntarily a year ago by the employers from $32.00, although the agreement had a year then to run). This wage covers a 48-hour week.

The International Union is demanding a week of 44 hours as the basis for all wage scales, and the Toronto unions are demanding a wage of $44.00 per week of 44 hours, $8.80 more per week for 4 hours less work.

This means an increase of from 73 cents per hour to $1.00 per hour, or over 36%.

Publishers and other employing printers feel that under present conditions of business and the admitted decreasing cost of living, the increased wages and shorter hours demanded by the International Union are unreasonable.

This is acknowledged by many of the thoughtful and loyal printers employed in the Toronto offices, who believe that the International Union has blundered in its demand that local unions shall not sign new agreements except on the basis of the 44-hour week.

The position, however, may be that these local men may not be able to make the International officers in Indianapolis see, that to force a strike now on these unreasonable demands would be an act of folly—and a strike may be called on June 1st.

The facts of the case are presented here, for the information of the sections of the public—subscriber and advertiser—reached by this publication.

The attitude of the employing printers is shown by their voluntary action in giving a 10 per cent. increase last year while the agreement calling for the minimum wage of $32.00 a week had still a year to run.

They feel strongly now, however, that this is not a time when an increase of 36 per cent. in the labor cost of production should be permitted.

If publishers are forced to pay $44.00 a week instead of $35.20 and get only 44 hours of work instead of 48, it is inevitable that subscription and advertising rates must advance. No business can stand an increase in its wage bill of 36 per cent. and absorb that increase. The extra cost will have to be added to the sale price of the product.

Publishers sincerely hope that the great body of sane opinion among the local printers may prevail and that the Indianapolis officials will be induced to withdraw their unreasonable demands so that Toronto printers may continue to find well-paid, congenial employment.

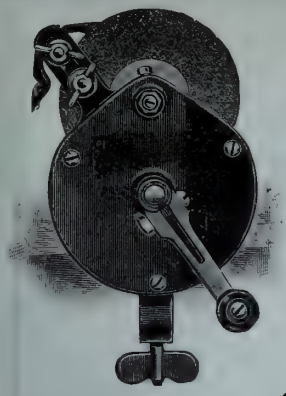
If this sane, thoughtful opinion does not prevail, a strike seems inevitable, with its equally inevitable result of loss to the printers and publishers, and inconvenience and loss to the public.

An expression of the opinion of readers of this paper on the Union's proposals, involving an increase of 36% in the labor cost of printed matter, is asked. Will you not write a letter to the editor (not for publication) telling him your view of the situation?

This statement is published by and has received the endorsation of the Toronto publishers who are members of the

Canadian National Newspapers and Periodicals Association

Including HARDWARE & METAL



Coolkutter Tool Grinders

Are Enclosed Cut Gear Machines

Points That Make Sales

The Coolkutter Tool Grinder is a quality product, that sells on merit. Its service-giving qualities and moderate price make these grinders a profitable line for the progressive hardware merchant. Build your sales by adding this profitable line to your stock.

The grinding wheel used on the Coolkutter machine was carefully selected for its cool and quick-cutting qualities. These Grinders are finished in black japan, made in four sizes.

Western Hardware Mfg. Co.
Milwaukee, Wisconsin

SOLDERING SIMPLIFIED
Repairing Easy and Sure with
WYATT'S FLUID AMALGAM



Every Dealer
Should handle
WYATT'S LIQUID
AMALGAM
★ ★ ★ ★
Absolutely FREE from ACID.
★ ★ ★ ★
SOLDERS any METAL
Solid or Hollow

REPAIRS
Leaky Pipes
Domestic Boilers
Radiators
Farm Implements
Automobile Parts
Electric and other Wire Connections
ANYBODY Can Use It

It is especially adapted for mending

BAND SAWS

No Corrosion, No Fumes
FREE SAMPLE and full information on application.

Manufactured by

WYATT'S PRODUCTS
225 Richmond St. West TORONTO, ONT.
Patents Pending

Who Is Your Jobber?

He Can Help Much in Retail Success

When you can sell goods at a certain season it is important to have them then, ready to close the sales. A reliable wholesale house co-operating, with real interest, in your success means much to retail merchants in prompt deliveries, in good service, and in worthwhile assistance in selecting the lines.

We carefully pick over the thousands of offerings in the Canadian hardware market and select and stock those lines that will prove most salable and dependable to retail merchants, and that will build lasting trade by perfect satisfaction to consumers. A trial order is the best way to investigate. Will you write to-day?

Thos. Birkett & Son Co.,
LIMITED
Shelf and Heavy Wholesale Hardware
Ottawa, Canada

Wrought and Steel Plate
WASHERS
OF ALL DESCRIPTIONS

ROUND AND SQUARE

PLAIN OR GALVANIZED



Annealed Rivet Burrs; Felloe Plates; Sheared and Punched Plates; Malleable Washers and Cast Iron Washers.

PROMPT SHIPMENTS

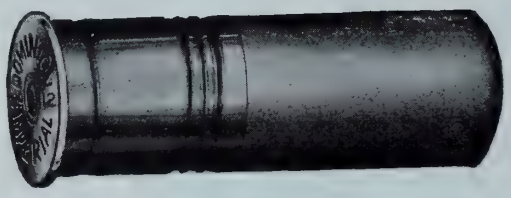
We Guarantee Quality and Service.

Wrought Washer Mfg. Co.
Milwaukee, Wis.

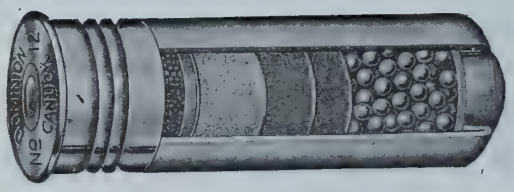
If interested tear out this page and place with letters to be answered.

Every 1920 Provincial Champion Used

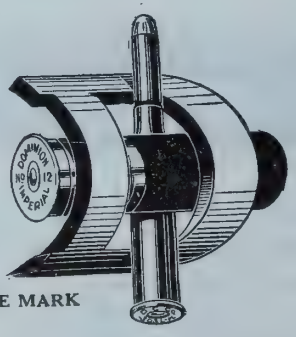
Dominion Shot Shells



Imperial—the shell with the deep knurl, a favorite at the traps and in the field, loaded with **chilled shot** and bulk and dense smokeless powder.



Canuck—Fast, dependable and patterns true; the choice of many experienced shooters; also loaded with **chilled shot** and bulk and dense smokeless powder.



TRADE MARK

THIS is convincing evidence of the recognition of the dependability of Dominion Ammunition. This is sufficient to convince the dealer in ammunition that his Dominion Stock should be complete.

Look particularly to your stocks of Imperial and Canuck shell—the two most dependable loads used by Canadian shooters. All gauges—all sizes—and all loaded with *chilled shot.*

The label on each box tells the story.

Dominion Cartridge Co.

LIMITED

Owned and Operated by

Canadian Explosives, Limited

Halifax	**Montreal**	**Toronto**
Sudbury	**Winnipeg**	**Vancouver**

If interested tear out this page and place with letters to be answered.

The Only Weekly Hardware Paper in Canada

Member Audit Bureau of Circulations *Member Associated Business Papers*

Hardware and Metal

CANADA'S NATIONAL HARDWARE WEEKLY

Vol. XXXVII. TORONTO, MAY 14, 1921 No. 20

Budget Shows Tax and Tariff Changes 35
Comments on the New Budget Proposals 36-37
Tinsmiths Relieved From Manufacturers' Tax 38
Planning "Special Sales" of Hardware 39
Army of Tourists to Invade Canada 41
Firearms Law Revision Removes Objections 42
Next Convention of O.R.H.A. in Hamilton 43
Editorial Comment 44
Events in the Trade 45
News of Western Canada 46
Will Have Little Effect on Linseed Oil—Brisk Trade in Floor Finishes.. 47
Hardware Letter Box—Catalogs and Booklets, etc. 48
Weekly Market Quotations—Montreal, Toronto, London, Winnipeg, Pittsburg 49-55
Some Valuable Pointers in Paint Selling 56
Specific Suggestions for Brush Selling 58
Changes Among McArthur-Irwin Co. Executives 60
Weekly Paint Markets 62-64

The MacLean Publishing Company, Limited

JOHN BAYNE MACLEAN, President. H. T. HUNTER, Vice-President.
H. V. TYRRELL, General Manager.

Publishers of Hardware and Metal, The Financial Post, MacLean's Magazine, Farmers' Magazine, Canadian Grocer, Dry Goods Review, Men's Wear Review, Printer and Publisher, Bookseller and Stationer, Canadian Machinery and Manufacturing News, Power House, Sanitary Engineer, Canadian Foundryman, Marine Engineering of Canada, Canadian Motor, Tractor and Implement Trade Journal, Druggists' Weekly.

Cable Address, Macpubco, Toronto; Atabek, London, Eng.

ESTABLISHED 1887.

HARDWARE AND METAL

GEO. D. DAVIS, Manager.

CHIEF OFFICES:

CANADA—Montreal, Southam Bldg., 128 Bleury St., Phone Plateau 946. Toronto, 143-153 University Ave., Telephone Adel. 5740; Winnipeg, 901 Confederation Life Bldg., Telephone Main 3449. Vancouver, 314 Carter-Cotton Building, 198 Hastings St. West.

GREAT BRITAIN—London, The MacLean Company of Great Britain, Limited, 88 Fleet Street, E.C., E. J. Dodd, Director, Telephone Central 12960. Cable Address: Atabek, London, England.

UNITED STATES—New York, A. R. Lowe, Room 1606, St. James Building 1133 Broadway (corner 26th St.), Telephone Watkins 5869; Boston, C. L. Morton, Room 734, Old South Building, Telephone Main 1024; Chicago, H. A. Maguire, 405-6 Transportation Bldg., 608 So. Dearborn St., Telephone Wabash 9430.

SUBSCRIPTION PRICE—Canada, $4 a year; Great Britain, South Africa and West Indies, 16s. 6d. a year; United States, $4.50 a year; other countries, $5 a year. Invariably in advance.

"QUEENS HEAD" GALVANIZED IRON CANADA

"QUEEN'S HEAD" GALVANIZED IRON

is always ordered by those who want

THE BEST

Can you afford to take a chance and use inferior material?

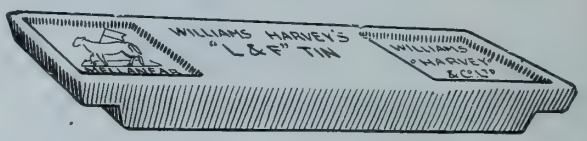
JOHN LYSAGHT, Ltd.
Manufacturers
BRISTOL, ENG.

A. C. LESLIE & CO., Ltd.
Canadian Agents
MONTREAL

When You Are Buying

INGOT TIN

Specify This Brand:



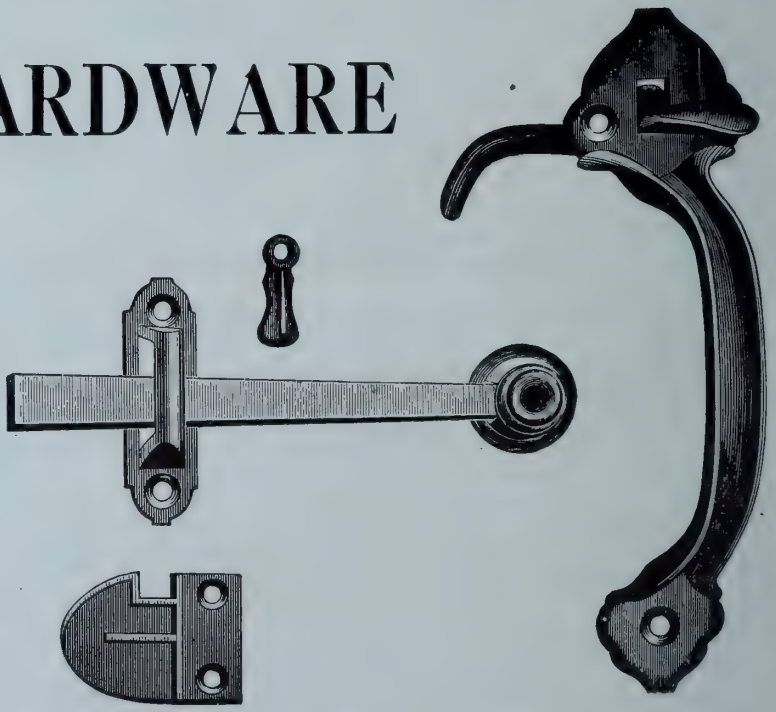
The best brand of "Lamb & Flag" TIN on the market and for many purposes equally as good as straits —while appreciably lower in price.

STOCK AND IMPORT

A. C. LESLIE & CO., LIMITED
560 St. Paul St. West
MONTREAL

BUILDERS' HARDWARE

Dealers will find a ready sale from now on for Builders' Hardware. There is also a good trade awaiting the hardware store that features Barn Door Latches, Door Hangers, Track and Stay Rollers, etc. Our catalogue features these lines prominently.



Taylor-Forbes Company, Limited
Head Office and Works
Guelph, Canada

Montreal Branch: 246 Craig St. W. Toronto Branch: 1088 King St. W.
Vancouver Branch: 1070 Homer St.
Maritime Provinces Agents: H. C. Rogers, Limited
147 Prince William St., St. John, N.B.
Western Agents: Harry F. Moulden & Son,
Confederation Life Bldg., Winnipeg, Man.

If interested tear out this page and place with letters to be answered.

Canada's National Hardware Weekly

Hardware and Metal

Published Every Saturday Since 1888

Vol. XXXIII. TORONTO, MAY 14, 1921 No. 20

Budget Shows Tax and Tariff Changes

Sales Tax Increased 50 Per Cent.—Change in Basis of Value For Customs Duties on Imports—Sales Tax Need Not Be Shown Separately--Tinsmiths Relieved from Responsibility as Manufacturers

AN increase of 50 per cent. in the sales tax has been made in the budget presented this week by the Minister of Finance. This is to provide extra revenue needed and to make up for the Business Profits War Tax and Luxury Tax, both of which have been abolished. The tax upon sales by manufacturers in Canada to wholesalers, and by wholesalers to retailers, will be hereafter 1½ per cent. instead of 1 per cent. The tax on sales by manufacturers or wholesalers directly to consumers will be 3 per cent. In the case of importations by wholesalers the tax will be 2½ per cent. of the duty paid value of the goods but in case of importations by retailers or consumers the tax will be 4 per cent. The new rates are effective on and after May 10 and will apply to all goods imported or taken out of warehouse for consumption on and after that day and to goods previously imported for which no entry for consumption was made before that day.

Legislation also provides for strengthening the anti-dumping law in Canada and for stabilizing customs valuation by figuring the exchange where it is adverse to Canada and by providing that the depreciated currency of certain other countries cannot go below fifty per cent. Imported goods are to be marked, where possible, with the name of the country of origin, in both English and French.

Commenting upon the extension of the sales tax to raise necessary revenue the Minister of Finance stated that the imposition of a general turnover tax had been advocated by many organizations, but that it had been found that many retailers kept no books and that the cost of collection of such a tax would be unduly great.

May Not Be Passed On to the Consumer

No provision is made that the sales tax must be shown separately on invoices and it is contended that the increase will not necessarily be passed on in full to the consumer. It is thought in some quarters that competition will lead to the absorption of at least a portion of the new sales taxes into production costs and prevent the passing of the full amount of the taxation to the public.

No General Tariff Revision

No general revision of the tariff schedules is proposed at this time, partly due to the fact that settled tariff legislation in the United States has not been decided upon. The changes in tariff schedules are confined to adjustments for the purpose of carrying out the terms of the trade agreement with the British West Indian colonies and to certain other adjustments made necessary by the repeal of the few remaining luxury taxes.

Three important amendments to the Customs Tariff Act are included in legislation introduced. These are designed to protect Canadian interests against unfair competition from foreign countries. In proposing them the Minister of Finance stated that much of the unemployment in Canada resulted from the importation into Canada of goods at prices below the cost of production. He therefore proposed to enact that goods be valued for duty at a figure in no case lower than the wholesale price at the time in the country of origin and that the value for duty of new or unused goods should in no case be less than the actual cost of production of similar goods at date of shipment direct to Canada, plus a reasonable profit thereon.

Consider State of Currency in Country of Origin

Another amendment provides for taking cognizance in valuation of goods for duty of the state of the currency of the country of origin. The law as it stands provides for valuation in the currency of the country of export. Under a customs ruling this currency has been accepted on the basis of existing rates of exchange. The amendment provides that "in computing the value for duty of the currency of an invoice, no reduction shall be allowed in excess of 50 per cent. of the value of the standard or proclaimed currency of the country from whence the goods are invoiced to Canada." It also enacts that "in respect of goods shipped to Canada from a country where the rate of exchange is adverse to Canada, the value for duty of the currency of the invoice shall be computed at the rate of exchange existing between such country and Canada at the date of the shipment of the goods.

To illustrate these points take for example the German mark, the standard value of which is approximately 24 cents and which has depreciated greatly. By the suggested amendment the mark can

TAX AND TARIFF CHANGES IN BRIEF

Business Profits Tax abolished.

Luxury Taxes Abolished.

50 per cent. increase in general sales tax collected by manufacturers and wholesalers.

Increase in tax on goods imported by wholesalers and retailers.

Customs valuation stabilized by changing value of goods for duty figuring exchange when adverse to Canada and not allowing depreciated currency to appear on invoices below 50 per cent. of normal value.

Imported goods to be marked with name of country of origin.

Plan to strengthen anti-dumping law.

Tinsmiths relieved from manufacturers' license.

Binder twine taken off free list.

never be accepted in the valuation of an invoice for duty at less than 12 cents (50 per cent. of its proclaimed value). On the other hand if an article selling in the United States at $10 is imported into Canada at a time when the rate of exchange is 10 per cent., the valuation of the article for the purpose of collecting Canadian customs duties will be $11. If the rate of duty is 30 per cent. the revenue collected on that article will be $3.30 under the new legislation compared with $3 under the former basis of value for duty.

Mark All Imported Goods

The third amendment calls for the marking of all goods imported into Canada in English and French, to indicate the country of origin. This provision is to enable Canadian consumers to know the source of the goods purchased and is in accord with the wishes of manufacturers who have complained that goods have been sold as British, for example, when they were never manufactured in the United Kingdom. This latter amendment is not effective until September 1 next, after which unmarked goods will be liable to an additional 10 per cent. ad valorem duty as a penalty and a fine of $1,000 or imprisonment for persons violating the legislation with intent to conceal information given in the marks, stamps, brands or labels.

Reviewing the situation Sir Henry Drayton pointed out that revenues for 1921-22 from the sources of 1920-21 would reach $372,600,000 and that the amount of money needed is $435,360,971. Thus the amount to be secured by additional taxation this year is $62,760,971.

While the luxury taxes have been abolished, duties will be levied on certain articles on much the same basis. Playing cards come within this category and cards not exceeding $24 a gross in value will be taxed 8 cents a pack. Cards exceeding $24 a gross will be taxed 15 cents a pack.

Under the heading of exemptions, foodstuffs figure most prominently. Among them, however, are enumerated ores of metals of all kinds; fuel of all kinds; materials for use only in the construction, equipment and repair of ships; electricity; gas manufactured from coal; calcium carbide or oil for illuminating or heating purposes.

Not Applicable to Exports

The excise taxes as specified are not to be payable on goods exported or on sales of goods made to the order of each individual customer by a business which sells exclusively by retail, under regulations by the Minister of Customs and Inland Revenue, who shall be sole judge as to the classification of a business; and a drawback may be granted of 99 per cent. of the said taxes paid on materials used, wrought into or attached to articles exported. This section relieves tinsmiths from being classed as manufacturers.

License Fees.

Every manufacturer, producer, wholesaler or jobber may be required to take out an annual license for which a fee not exceeding $2 will be charged. The penalty for neglecting to take out such license will be $1,000.

Binder Twine Taxed

Fibre for use in the manufacture of binder twine has been removed from the exempted list and will hereafter be subject to the 2½ per cent. tax when imported by manufacturers.

Opinions on New Budget Proposals

Retailers Favorable to Extension of Sales Tax Principle—May Affect Window Glass Imports — Sales Tax Should Be Shown Separately to Avoid Juggling—Binder Twine to be Taxed—Effect on Imports From England and U.S.

SUMMARIZING the opinions of hardware retailers, wholesalers and manufacturers in connection with the new tax and tariff legislation proposed in the budget, it is evident that most retailers look upon the sales tax legislation in a favorable manner as it is merely an extension of existing methods and does not interfere to any great extent with the actual dealings with customers over the counter. The change in value for duty and other taxes on imports provides a more complicated condition which must be considered from the standpoint of the individual articles involved.

* * *

Nelson Mills, Mills Hardware Co., Hamilton, Ont., while expressing satisfaction with the new taxation, is of the opinion that the matter could have been facilitated by placing the sales tax only on the sales of manufacturers and eliminating the wholesaler from this tax. The tax in this case would, of course, be higher than the prevailing rate. Regarding the changed basis for duty on imports Mr. Mills thought that this slightly increased protection for Canadian manufacturers should satisfy them for the fact that they are responsible for making excise tax returns and the retailer is freed from such responsibility.

W. F. Macpherson, Prescott, Ont., thought that the increased sales tax to be paid by the retailer can better be calculated in his selling at this time while a declining market exists than if other conditions prevailed. It is his opinion that the trade should be well satisfied with this method of securing necessary revenue as it interferes little with the retailer's business routine.

* * *

FACILITATE ACCOUNTING

Discussing the point as to whether or not the tax should be shown separately on invoices from wholesalers to retailers, R. Hawkins, Smiths Falls, Ont., stated to Hardware and Metal that in order to facilitate the accounting of both wholesaler and retailer this tax should be shown separately on each invoice. He thought this would best enable the retailer to figure his selling prices and to know where the tax could be collected and where it would have to be absorbed. In the case of articles of fixed retail price Mr. Hawkins was of the opinion that it would pay to avoid any controversy with customers and absorb the small amount of the tax on such articles.

In his case he takes an invoice of goods when received and figures by percentages just what his selling price is on each article listed. The tax can be figured in this percentage and thus facilitate matters.

* * *

SHOULDN'T LOSE HEADS OVER TARIFF REVISION

Speaking of the altered value of imports for customs duties, Mr. Hawkins thought that while it is a good thing to protect home industries that neither Canada nor the United States should lose their heads over the question of tariff revision at this time.

* * *

W. J. Bell, Beeton, Ont., thinks that the sales tax is a very fair method of collection as it is now applied but contends that the farmers represent a class from whom much revenue could be secured and who are escaping their liability. Mr. Bell favors the imposition of a land tax and a tax on the farmer's income to supplement taxation raised in other manner and so to apply the liability in the most equitable manner. He is of the opinion that the sales tax can be adjusted very easily by each hardware merchant.

* * *

George May, West Toronto, speaks favorably of the new system of taxation and thinks the merchants' business will be little interfered with as long as the question of taxation does not enter into the actual sales over the counter.

MAY AFFECT WINDOW GLASS

Discussing the effect of the changed basis of value for duty on window glass imports J. Taylor, of Joseph Taylor & Son, Toronto, stated to Hardware and Metal that there would be no effect upon imports of Belgian plate glass as this is now invoiced on the basis of the pound sterling. In the case of Belgian window glass, however, there will likely be some alteration owing to the fact that the Belgian franc is now quoted a little below 50 per cent. of its normal value. The provision in such cases is that the value for duty shall not be below 50 per cent. of the normal value of the currency of the country from which the goods are coming. There will, therefore be some increase in the duties on window glass from Belgium, though it is expected that the franc will continue its recent strength and soon be quoted at 50 per cent. of its normal value. No definite idea of what this change will bring can be calculated owing to the fact that exchange will fluctuate from day to day and the rate prevailing on the day the goods were shipped will apply. Practically all imports of plate and window glass to Canada to-day are coming from Belgium owing to the fact that lower quotations are made than on United States or other glass.

Mr. Taylor is of the opinion that the sales tax applied by manufacturers and wholesalers should be shown separately on invoices and not absorbed in the invoiced price, so as to avoid any danger of juggling prices.

* * *

CORDAGE ON FREE LIST

The changed basis of value for duty will not affect rope and cordage owing to the fact that the raw materials entering into the manufacture of these products are now entered free, stated Mr. Hubbard, Independent Cordage Co., Toronto, to Hardware and Metal. There is some talk of such manufacturers having to pay duty on some basis owing to the change now made in value for duty, but no official mention has been made of such and the likelihood of such a duty is discounted.

* * *

BINDER TWINE TO BE TAXED

The chief change in the new budget proposals as affecting the cordage industry is that removing binder twine from the exempted list and making manufacturers liable to a 2½ per cent. tax on importations of fibre for the making of binder twine.

Mr. Hubbard points out that this ruling will complicate matters seriously for the cordage firms as one price has been made for the season and orders booked. Obviously the manufacturers cannot pass on this tax nor the increased sales tax now applied. The matter will be discussed jointly among manufacturers and a decision arrived at. Mr. Hubbard stated, however, that it was possible that prices would have to be advanced on repeat business, this depending to some extent upon the size of the crop and the consequent volume of binder twine business.

* * *

WILL SHOW AT LEAST 1½ PER CENT. ON INVOICES

Discussing the question of showing the sales tax separately on invoices Mr. Hubbard stated that an arrangement had been made among a number of manufacturers and jobbers to show at least 1½ per cent. sales tax on each invoice. This is the total tax applied on sales from wholesalers to retailers but in the case of sales from manufacturers to retailers this tax is 3 per cent. and the balance could either be shown or absorbed. The idea of this agreement is to prevent any juggling of the sales tax and establish a definite basis of invoicing so that the merchant will know where he is at.

* * *

MAKES COSTS UNCERTAIN

A jobber of paints, varnishes, oils, etc., expressed satisfaction with the new tax and tariff legislation.

"While detailed discussion seems a little premature, at this time," he stated, "yet the situation can be generally summed up as a fair proposition. While I am sorry to see the exchange rate entering into valuation, as it makes the factor of cost uncertain, yet some new ruling was no doubt necessary. The increased sales tax is good in view of the fact that some method has to be devised for increasing revenue, and the budget as a whole seems to represent the best possible way, at present, of meeting a situation that had to be faced."

* * *

PREFER EVEN PERCENTAGE

Brass manufacturers in discussing the budget and its new tax and tariff regulations voiced the opinion that they would prefer to see the sales tax increased to 2 per cent., rather than only 1½, as the odd split would no doubt cause many trivial irregularities. The even cent would be much easier to handle when applied to small sales, especially where these are numerous. It was apparent that the budget comprised a very fair attempt at impartiality.

* * *

CUSTOMS HOUSES NEEDED

"It is unfortunate, in my opinion, that such a measure should have to be taken at the present time," said G. T. Pepall, M. & L. Samuel, Benjamin & Co., Toronto, to Hardware and Metal, "but we must pay for the war, and to this every Canadian will agree; the disagreeable part is paying for the reckless railroad policies of the pre-war days. Canada is particularly unfortunate in her tariff legislation, as we are continually taking our cue from the United States, a self-contained country, which Canada is not. To give a few instances, we have customs houses scattered all over the country, in villages and towns; these were born of political patronage, and the least observant must see that what is required is a proper chain of customs houses with a proper board of appraisers at real ports of entry—in the interests of economy the knife should be applied here, and applied at once.

"Another example is the weird Canadian Customs Tariff—this was issued in 1907, and up to December 31, 1918, twenty-six amendments had been issued, and I presume an almost similar number have been issued during the last few years. This, of course, means a very complicated tariff, and it is amusing to think of the struggles of the collectors and sub-collectors in the small towns in their endeavors to keep up with the amendments. The present legislation simply adds indefinitely to the clerical work in connection with the entries, and it would almost seem as if the effect would be to turn half the population of Canada into clerks, as it seems impossible for us to have simple legislation. To digress a moment, take the Income

WILL NOT GO INTO EFFECT IMMEDIATELY

Ottawa, May 12—(Special)—It being understood that in some parts of Canada certain Customs officials have interpreted the declaration of Sir Henry Drayton, in the Budget address with regard to the method of determining the exchange value of foreign currencies for Customs purposes, as going into effect immediately, it is well to make it plain that this is not the case.

A bill will have to be introduced into the House of Commons by the Finance Minister, and the new method of determining the value of currency for duty purposes will not go into effect until after that passes or on the date set by it. The same thing is true of provisions introduced to make the anti-dumping law more effective, though in this regard the bill will only state definitely what has been for many years the interpretation of Customs officials of existing law.

On September 1 all imported goods must bear the name of country of origin plainly marked.

These are the exceptions to the tax provisions which went into effect immediately.

WATCH FOR THE CHART

In next week's issue of Hardware and Metal will appear a chart showing the sales tax to be collected and sales tax payable on importations as affecting all branches of the hardware trade. This chart will be a revision of the former chart which appeared in Hardware and Metal and which has been used by retailers, wholesalers and manufacturers to good advantage.

Tax—we must have A, B, C and D columns; one, of course, would be sufficient and computation would be easy.

"My objection to the present legislation is that it is too complicated, and I think that the Minister should have grasped the nettle firmly by the hand, and, having in view the average of importations during the past, say, ten years, should have computed from them and placed a 5 per cent. or 10 per cent. war tax (or whatever was necessary) on all importations, on free and dutiable goods alike, without exception."

* * *

EFFECT ON ENGLISH IMPORTS

"Being interested solely in the importing of English made goods into Canada, the new legislation is against us in one way, as we shall now have to pay an increased tax on all imports," said S. A. Rowlandson, manager Associated British Industries, Ltd., Toronto, to Hardware and Metal. "Under last year's regulations the taxation cost us 1 per cent. on all imports, which had to be paid before goods came into our possession, but we were able to charge sales tax ourselves, bringing the total cost of the tax to us to not greater than 1 per cent. We are not quite certain under the new legislation what the new taxation will cost us; it is a subject for deep study, but it is bound to come out more expensive.

"As opposed to this, however, we feel sure that we shall benefit by the regulations stipulating that on imports from the United States duty and tax must now be paid on the actual purchase price according to Canadian funds. The United States is the only country from which Canada purchases where the rate of exchange is unfavorable. On purchases from England and other European countries Canada benefits owing to the favorable rate of exchange. The average duty paid by Canada on all imports from the States is about 14½ per cent., and figuring that a hundred dollars' worth of stuff in the States costs the Canadian importer on an average $112, it will be seen that American made stuff is going to cost Canadians about 5 per cent. more than in the past. This should tend to increase purchasing in England by Canadian firms."

* * *

MAY ADD FIVE PER CENT. ON IMPORTS FROM U. S.

J. W. Dowling, general manager, Caverhill-Learmont & Co., is of the opinion that present taxes, recently brought down are favorable to bring the extra required revenue. The hardware trade is fortunate in having little heavier taxes imposed, and nothing to greatly affect the trade generally. The outstanding feature is the change in value for duty on imports, and while this may add an additional 5 per cent. to the invoice cost to the retailer on lines imported from the United States, this he thought was wholly satisfactory. The machinery used today to collect the taxes formerly in existence could be utilized at little further expenditure to the country, this alone being a redeeming feature.

* * *

A. C. Leslie & Co., Ltd., express themselves as being well satisfied with the new budget taxes. Although importers of galvanized and black sheets, copper, lead and lime sheets, and other lines of which there are Canadian competitors, the handicap exists with the extra tax to 2½ per cent, on imports, yet the taxes are considered fair and it is realized that some must needs suffer more than others, no matter what proposals are brought down.

* * *

WHOLESALER WOULD PREFER TURNOVER TAX

"I was very sorry to observe that Sir Henry Drayton in bringing down the budget this week increased the sales tax to obtain the necessary revenue, instead of adopting the turnover tax; and was also disappointed to see that no alteration was made in income taxation," said W. H. Lamont, of H. S. Howland Sons & Co. "I note that the capital expenditure mentioned in the estimates as well as the deficit on the railroads is to be provided for out of taxes, and while ev-

Continued on page 47

Tinsmiths Relieved From Manufacturers' Tax

Ottawa Merchants Approve New Taxes—Expect Retail Trade Will Be Stimulated

FOLLOWING the publication of the budget proposals, Ottawa merchants, business men and officers and members of the Retail Merchants' Association of Canada expressed general satisfaction with the provisions. It was the general opinion of those interviewed by Hardware and Metal that the decision to have the sales tax collected at the source of production and distribution, in addition to saving endless inconvenience to retailers, would mean an enormous saving of both time and money.

It is a matter of considerable gratification to certain retail merchants, including tinsmiths, merchant tailors, etc., that the Finance Minister has seen fit to abolish the regulation of the Department of Inland Revenue and Customs requiring certain retailers to take out a manufacturer's license and collect a two per cent. tax. It is difficult to think of any Government regulation that was more unpopular, and therefore the reform gives the retailers who were affected every cause for being joyful. It is general knowledge that the case was being fought out in the courts and that a judgment was being anxiously awaited, but of course any judgment rendered now must be declared null and void.

"I think that the retail merchants as a whole are to be congratulated on the striking success which their associations have gained," said E. M. Trowern, Dominion secretary of the Retail Merchants' Association of Canada.

"The Government has done a wise thing in centering the collection of the tax in the fewest points, so that a large portion of the revenue and much time will not be lost in its collection. In my opinion this will save the country millions of dollars, for it will be readily seen what the difference in the cost of collection would be between obtaining the revenue from 200,000 retail merchants, or only 10,000 others.

"In addition, the retail merchant will be spared the great inconvenience of having to keep sets of books for the Government, with consequent loss of time, and will now be able to attend strictly to his business which will reflect beneficially upon the consuming public.

Tinsmiths' Case Settled

"The Retail Merchants' Association also took the stand that under the old act a retailer in certain classes could not be compelled to take out a manufacturer's license, and the budget has vindicated us in our stand as set out in the following clause:

" 'Provided further that the excise taxes specified in this section shall not be payable on goods exported, or on sales of goods made to the order of each individual customer by a business which sells exclusively by retail, under regulations by the Minister of Customs and Inland Revenue, who shall be the sole judge as to a classification of a business.

"It is evident we were right in combating the attempt which was made to class certain retailers as manufacturers, or the Government would not have amended the act."

J. C. Campbell, secretary of the Eastern Ontario and Ottawa branch of the Retail Merchants' Association of Canada, said he felt that now the merchants had got rid of the great impediment to the successful conducting of their business, retail trade would receive a great impetus. "We are glad to note," he said, "that a retail merchant will be considered strictly as such and that certain classes in the retail trade will not be singled out as manufacturers. Under the new order of things there will be no more inspectors to bother the merchants every month, or sets of books to keep in order that the Government may collect the tax. Our association feels that its officers have cause for satisfaction, in that they have accomplished what they set out to do, viz.: bring justice to the retail merchants of Canada."



Planning "Special Sales" of Hardware

Appeal Strongly to the Housewife Who is the Chief Purchaser at Such Sales, Says G. L. Davey, Ingram & Davey, St. Thomas, Ont.—Special Sales Liven Up Trade in General as Well as in the Specials, Says W. J. Illsey, Retail Store Manager, J. H. Ashdown Hardware Co., Winnipeg

THE setting aside of a special day each week for the sale of "specials" in the hardware stock is now becoming quite common among hardware merchants. The "Saturday Savings" sale has been adopted in a number of cases preceded usually by good sized advertisements in local papers announcing the sale and outlining a wide range of seasonable lines.

Discussing the effectiveness of such sales with a number of hardware merchants, Hardware and Metal has secured a number of interesting points which may be of value to other merchants contemplating this plan.

"We run Saturday Savings sales practically every Saturday and find they bring us very good results," stated M. L. Davey, of Ingram & Davey, Ltd., St. Thomas, Ont., to Hardware and Metal.

"We have no special way of deciding on the line to be featured, but try to get different lines each week and to make them as seasonable as possible. Lines which appeal to the housewife are best featured in such sales, as they are the class who watch for such events and the ones who do the most buying," said Mr. Davey.

"We put in a window display on Friday and display the goods prominently in our store and they are all well ticketed, each clerk understanding exactly what is on sale and the price before Saturday morning."

Western Merchants Hold Sales

The special sale day is also carried out by a number of Western hardware merchants, prominent among whom is the J. H. Ashdown Hardware Co., of Winnipeg and Calgary.

W. J. Illsey, retail store manager for this firm in Winnipeg, stated to Hardware and Metal that special sales along the lines outlined are run frequently and are found to be instrumental in livening up business in general, as well as in the line specially featured.

"We endeavor to have window displays at the same time as the ads. are running in order to get the utmost effect from this effort," stated Mr. Illsey, who emphasized the fact that results to retailers at any time come only with persistent effort, both in publicity and the arranging of special sales. It is his opinion that merchants in towns of any ordinary size can put on a week-end sale and that good use should be made of the local newspaper or newspapers in order that all possible publicity may be had.

A Little Ahead of Season

"Seasonable items should be featured and these should be just a little ahead of the season," concluded Mr. Illsey.

The advertisements reprinted herewith indicate that a number of other hardware merchants follow the plan of advertising special sales on certain days of the week.

"Opportunity Day" is advertised by Wood Hardware Co., Regina, Sask., which lists a number of lines which will

shortly be seasonable. These include refrigerators, screen doors and windows, electric stoves, garden tools, kitchenware, etc. The ad. is well illustrated and was used in good sized space to herald the special Opportunity Day sale, when window displays were linked up with this selling effort.

Russill Hardware Co., Toronto, feature special Saturday savings sales and have found them valuable in stimulating trade. The ad. shown herewith shows specials for three days of the week and includes garden tools, paints, roofings, mechanics' tools, poultry supplies, etc., all lines seasonable in the spring and early summer.

Bargain Prices on Cash Sales Only

Another firm which features Saturday Savings sales is the George Taylor Hardware, Ltd., Cobalt, Ont. The ad. shown herewith featuring thermos bottles, flashlights, paints, vacuum cleaners, kitchen utensils, is run in the local papers on Friday, and sometimes earlier in the week. A feature of the sales in this store is that the Saturday bargain prices apply on cash purchases only. This does not affect the delivery of the purchases.

A wide range of specials for Saturday, at this season of the year is shown in the ad. by Dominion Hardware Stores, Toronto. This ad. shows garden tools, bulk, etc. Prices are featured prominently on these specials and they act more or less as leaders for trade in other lines. The store salesmen are acquainted with the lines to be given special effort in these sales and they are treated accordingly, frequent suggestions being made of other lines which the customer might require.

In handling special sales the experiences of these merchants, in brief, is along the following lines. Advertise generously, not too far in advance, select lines most likely to be required by your customers and advertise lines a little ahead of their season; establish a definite arrangement regarding prices as



Pacific Coast Merchants Feature Sales

A "two-day" special sale for Friday and Saturday is advertised by Share Bros., Ltd., Vancouver, B.C., which shows that hardware merchants on the Pacific Coast have also realized the advantage of holding special sales to stimulate business. This ad. emphasizes automobile accessories, including a wide range of spring requirements of the motorist. Sporting goods for spring are also given prominence along with garden tools, mechanics' tools and some spring household hardware requirements. Generous use is made of prices as a feature in drawing trade in special sales.

washing requirements, paints and brushes, waxing brushes, polishes for housecleaning, roller skates, etc. A number of small lines are illustrated as suggestions to the person engaged in painting, housecleaning or other renovating at this time of year.

Specials Act as Leaders

While the ad. by Mills Hardware Co. is devoted to housecleaning needs and features a number of lines now seasonable, it will also be noted that the centre column of the ad. is devoted to specials for Saturday, including brushes, screens, step ladders, floor mops, white lead in

to whether they apply on cash purchases or otherwise, also as to whether the "bargains" are to be delivered; fully acquaint clerks with the lines being featured and point out that these will be used as leaders; that there is a good opportunity for the sale of other lines in the store by the mere suggestion; appeal strongly to the housewife, who is found to be the chief purchaser at such sales; link up the window displays of similar lines to those advertised and concentrate all selling effort on them; ticket all the specials plainly in the ads., in the window display and in the store display.

Army of Tourists to Invade Canada

Unprecedented Volume of Enquiries Regarding Canadian Touring Conditions by Motorists—Officials Estimate Forty Million Dollars to be Spent in Ontario by Tourists This Summer —Much Trade in Auto Accessories, Camp Equipment, Sporting Goods, etc., for Hardware Merchants



Many of the automobile accessory lines which will be required by the automobile tourist to Canada during the forthcoming season, are shown in this display. Minor repairs may have to be made far from a garage, so tools can be shown; tires and tubes are always required on long distance touring, as are also repair outfits, including patches, vulcanizing outfits, etc. Fire extinguishers, headlight lenses, chains, robes, windshield cleaners, etc., are also good lines to feature for the interest of the tourist. Gasoline and oil will be required anyway, but some of these other lines which will add to the comfort of touring can be sold by merely making the suggestion.

FROM information secured by Hardware and Metal from various organizations in Canada there have been a much greater number of enquiries received from prospective tourists from the United States and Canada during the spring months than at any time in the past. These enquiries are for information concerning roads and touring conditions in Canada and are from motor car owners who contemplate visiting this country during the coming summer. The exchange situation is undoubtedly a factor in encouraging U. S. tourists to spend their holidays touring Canada, for their money carries a greater buying power in this country than do Canadian funds. Many enquiries are also being received at certain points in Canada from Canadians residing at some distance, who are evidently contemplating taking the road for their holidays this season.

200,000 Cars Will Enter Ontario

It is estimated by the Ontario Motor League that during the present season some two hundred thousand cars will enter Ontario alone from the U.S. This means between eight hundred thousand and one million tourists. If the average tourist spends five days in the province and spends ten dollars per day upon car maintenance the amount of U.S. money brought into this province alone will be in the neighborhood of forty million dollars.

That money spent on improving Canada's highways is not lost, but is rather a good investment by encouraging tourist travel is evident from the figures above.

Great Potential Trade

The army of tourists who are expected to visit Canada during this summer constitute a great potential in trade in many lines handled by the hardware merchant. Automobile accessories will be one of the foremost lines, due to the necessity for giving the automobile constant attention when on long distance touring. Tires and tubes will be needed, anti-glare lenses, to comply with the laws in some parts of Canada; gasoline and oils, etc. This trade also extends to many other lines, such as campers and picknickers' supplies, including hampers, tents, collapsible chairs, thermos outfits, etc.

Then there is the range of sporting goods to be offered the tourist. Quite likely he will be interested in fishing, golfing or some other Canadian sport, and the hardware merchant has a wide range of sporting accessories to offer the interested tourist. There are a great many other lines sold in the hardware store which will be of special interest to the tourist, who must provide his own fun and comforts. If the hardware merchant is located on or near a trunk road, over which many of these tourists must travel, it will pay him to devote a little attention to catering to the needs of such tourists and thus encourage business in those lines mentioned.

Firearms Proposals Remove Objections

British Subjects Freed From Necessity of Securing Permits For Rifles and Shotguns Under Proposed Regulations—Aliens Still to Require Permits But More Officials to Issue Them

THE trade, all sportsmen and hunters will be glad to hear that the Minister of Justice has introduced in the House of Commons a bill to amend that section of the Criminal Code relating to permits for the possession of firearms.

As we read these amendments, if they pass the House, the sale and possession of shot guns and rifles for legitimate purposes will be freed from the annoyance and red tape that has been so much complained of under the original act.

Under the bill as amended the possession of, outside of one's residence or business premises, or the carrying concealed pistols, revolvers, sheath or bowie knives, daggers, brass knuckles or skull crackers, without a permit will be a serious offence, and the sale of these weapons or ammunition therefor to people not having a permit and without keeping a record thereof will be punished.

In regard to rifles and shot guns:

It will not be necessary for British subjects to get permits for either.

Aliens will have to get permits, but the number of officials who can issue permits has been increased and no limit has been placed on the jurisdiction of these officials in this matter.

The following taken from the original act and proposed amendments will be of interest to the trade, sportsmen and hunters. It seems to us that the Minister has gone as far as he can in allowing freedom of the possession of firearms for all legitimate purposes, while retaining necessary safeguards against those who would use firearms in an improper way.

We would suggest therefore that the trade, sportsmen and hunters urge upon the members of the House from their districts the speedy adoption of the amendments.

Section 118 of the Criminal Code As Amended to 1920 and Present Proposed Amendments

Part 2 of Criminal Code (resumed).

118. Possessing or Selling Offensive Weapons.—Everyone is guilty of an offence and liable, on summary conviction, to a penalty not exceeding one hundred dollars and costs or to imprisonment for three months, or to both fine and imprisonment, who—

(a) not having a permit in Form 76, has upon his person, elsewhere than in his own dwelling house, shop, warehouse, counting house, or premises, or is carrying concealed, a pistol, revolver, ammunition that can be used in any pistol or revolver, sheath knife, bowie knife, dagger, stilleto, metal knuckles, skull cracker or other offensive weapon that may be concealed upon the person; or

(b) sells or, without lawful excuse, gives or lends any such offensive weapon, ammunition, firearm, air gun, device or contrivance to any one not being the holder of the permit; or

(c) in the case of a sale, neglects to keep a record of such sale, the date thereof, the name of the purchaser, such sufficient description of the weapon, ammunition, firearm, air gun, device or contrivance sold as may be necessary to identify it, the date and place of issue of the permit and the name and office of the issuer of the permit, or neglects to send a duplicate of such record by registered mail to the person who issued such permit, or neglects to endorse upon such permit, the date and place of sale, the said description of the weapon, firearm, air gun, device or contrivance, and the name of the vendor; or

(d) being authorized to issue a permit, issues it without keeping a duplicate thereof as a record, or having issued a permit, fails to keep any records received by him of sales of weapons, ammunition, devices or contrivances to the holder thereof; or

(d1) being an alien has in his possession any pistol, revolver, shot gun, rifle, or other firearm or any ammunition for any firearm or any offensive weapon without having a permit therefor, which permit may be issued in the same manner by the same persons and as near as may be in the same form as in the case of the other permits referred to in this section; or

(e) issues a permit without lawful authority.

2. Upon sufficient cause being shown, any officer of the Royal Canadian Mounted Police or of a provincial police or detective force, or any stipendiary or district magistrate or police magistrate or acting police magistrate or sheriff or chief constable of any city, incorporated town or district municipality; or any person authorized under the law of any province to issue licenses or permits to carry firearms, or to hunt or shoot, or any officer or class of officers or persons thereto authorized by the Governor in Council, may grant any applicant therefor as to whose discretion and good character he is satisfied a permit in Form 76, for such period not exceeding twelve months as he deems fit.

3. Such permit, upon the trial of an offence, shall be prime facie evidence of its contents and of the signature and official character of the person by whom it purports to be granted.

5. Nothing in this section shall apply to the having upon his person or the carrying by any member of His Majesty's naval, military or militia forces, or by any peace officer or immigration officer of any weapons, devices or contrivances which he is by law permitted or authorized so to have or carry, or to any bona fide sale made by any manufacturer of or person trading wholesale in such weapons, devices or contrivances to any person bona fide dealing in such articles and having an established and fixed place of business.

6. Every peace officer may search any person whom he has reason to believe and does believe has upon his person any weapon, firearm, air gun, device or contrivance contrary to the provisions of this section, and may seize any weapon, firearm, air gun, device or contrivance illegally in the possession of any person without a permit. Any such weapon, firearm, air gun, device or contrivance had or carried in violation of this section shall be forfeited to the Crown to be disposed of as the Attorney General of the Province in which such forfeiture takes place may direct. (As enacted by 3-4 Geo. V., c. 13, sec. 4.) For the definition of "offensive weapon," see section 2, par. 24, ante.

Form 76 of the said Act, as enacted by chapter 13 of the Statutes of 1913, is amended by inserting the following after the words "insert duration of permit" the words, "and county, city, town or other limits within which permit is to be in force."

COAL STRIKE AFFECTS SHEET AND PLATE SHIPMENTS

Montreal.—The coal strike in England is having its bad effects on importations to the local market, especially in regard to English galvanized sheets and tin plate. Fewer steam sailings are now arriving and altogether some little concern is felt for fear of a shortage occurring. While this has its results on the two above mentioned lines at present, Welsh Canada plate may have to be placed on the shortage list if the strike continues, and the trade was looking forward to being able to again purchase these sheets this fall. Stiffening of prices may occur, it is said, in the event of a shortage, so it is earnestly hoped that a settlement will be arrived at in the near future.

Next Convention of O. R. H. A. in Hamilton

Plans Made For Extending the Exhibition and Other Features of Annual Convention—May Hold Summer Session During Toronto Exhibition — Permanent Secretary After June 1 — Ratify Fire Insurance Scheme

A DECISION to hold the next annual convention of the Ontario Retail Hardware Association in Hamilton, Ont., was made at the meeting of the executive committee of the association in Toronto this week, and plans were laid for the extension of various phases of the annual gathering. It was decided to hold the convention during the second week of February and to secure the new Armories for exhibition purposes, thus giving larger space than was available at the last exhibition. The date will, however, be contingent upon the building being available. Nelson Mills, president, stated that the manufacturers preferred to have the exhibition held earlier than the usual time, which has been the third week in the month. The suggestion was made that it be held the first week in the month but R. Hawkins, Smiths Falls, Ont., thought that better weather would be had in the second week and it would be less likely to interfere with stocktaking. Immediate application will be made for the use of the building. A question arose as to the heating of the new Armories owing to the fact that they are so spacious and that cold weather is likely to be experienced. On the suggestion of John Caslor, Toronto, treasurer, the secretary will get in touch with some manufacturers of pipeless furnaces to secure their co-operation in putting on a display showing their furnaces in actual use, adjustment to be made in view of the expenses of putting in smoke pipes, supplying coal, etc., and as insurance on the building would be high.

Accept No Courtesies

George May, West Toronto, vice-president, took a very emphatic stand against the acceptance of any courtesies from manufacturers or wholesalers in connection with the convention. He pointed out that the members of the association while they appreciated the spirit shown, yet they would prefer to pay their individual shares toward the cost of a banquet and be under no obligation to anyone. A motion that the association put on its own banquet at a nominal charge to each one attending was moved by George May and seconded by John Caslor.

President Nelson Mills divided the members of the executive committee with the idea of securing definite suggestions along the lines of membership and for the exhibition to be held in conjunction with the convention. Messrs. May and W. J. Bell, Beeton, will look after membership, while Messrs. F. B. Smith, Belleville, and R. Hawkins will devote some effort to suggesting improvements for the exhibition.

Give Exhibitors More Time

In connection with plans for the exhibition Mr. Mills suggested that the exhibition be allowed to run on for a few nights after the end of the hardware convention, so that the manufacturers exhibiting could devote their attention to the public of Hamilton, thus giving the manufacturers better value in connection with their exhibits. A charge of ten cents was suggested to be paid by the public to raise revenue to meet some of the expense of continuing the exhibition. Another suggestion was to the effect that hardware merchants visiting the exhibition must all have a badge, thus restricting those merchants who visited the exhibition but who were not members of the association and whose identity was otherwise unknown.

Secretary Macpherson reported that there were already applications in for space at the next exhibition and thought there would be no difficulty in disposing of the increased space available in the larger quarters. A higher fee is likely to be imposed, covering all extra charges.

Hold Summer Session

The question of holding a summer session for the benefit of members of the association was discussed and decision made to secure a referendum of the members on the advisability of holding a special session on Wednesday, August 31, during the Toronto Exhibition, providing an enjoyable social reunion of hardware merchants in town visiting the fair and also providing an opportunity for the discussion of any timely hardware problems. This will take the form of a question box if the idea is ratified.

Re Fire Insurance

Secretary W. F. Macpherson reported on his recent visit to the New York State Retail Hardware Association convention in Rochester, N.Y., pointing out that the investigation conducted by himself and by George May into the status of the fire insurance organization with which the Ontario Retail Hardware Association has now linked up proved that the organization was quite satisfactory and the proposition of the company was endorsed. Some applications for fire insurance from some merchants who were not members of the association had been received, and these are expected to shortly become members as it is only by membership that they are entitled to the insurance in this company. The secretary now holds a license to solicit and collect insurance. On the motion of F. B. Smith, Belleville, and John Caslor, Toronto, the insurance plan was adopted for use of members.

Revision of Firearms Legislation

President Mills reported on the visit of a committee to Ottawa, composed of Messrs. Hardy, Toronto, secretary of the Canadian Wholesale Hardware Association; Birkett, Ottawa; Macpherson, Prescott, and Mills, Hamilton, to put before the Minister of Justice a plea for the revision of firearms legislation. This plan was outlined in a recent issue of Hardware and Metal. In view of the fact that new legislation has been proposed to help matters along the lines suggested it was decided to keep after the Government, acting in conjunction with the Canadian Wholesale Hardware Association.

Mr. Mills read the communications with the Government in which certain tax recommendations were made. It was the general feeling of those present that the taxes as announced have followed along the lines desired and a communication is being addressed to the Minister of Finance expressing the satisfaction of the association members.

Permanent Secretaryship

The principle of employing a permanent secretary having been approved, it has remained for Mr. Macpherson to make satisfactory arrangements concerning his business in Prescott, Ont. At the meeting this week Mr. Macpherson stated that he would be ready to devote his whole time to association matters after June 1. On the motion of George May, the arrangement with the secretary, as to salary, etc., was ratified and provision made for the allowance of rent and other office expenses. For the present Mr. Macpherson will conduct the association affairs from Prescott where inexpensive quarters are available.

The financial statement showed a very favorable condition of affairs following the disbursements and receipts connected with the recent convention in Hamilton. It was thought that with larger quarters and adopting some suggestions made for exhibitions as the result of the secretary's visit to other associations, that larger financial returns could be secured in future from this source.

Hardware and Metal

Canada's National Hardware Weekly

Member Audit Bureau of Circulations Member Associated Business Papers

The Only Weekly Hardware Paper in Canada

PUBLISHED EVERY SATURDAY SINCE 1888 BY

The MacLean Publishing Company, Limited

Montreal TORONTO, CANADA Winnipeg

SATURDAY, MAY 14, 1921

NO ONE will worry much over the elimination of the Business Profits Tax and the remaining Luxury Tax. No method of direct taxation is ever popular, but these impositions were particularly offensive and a decided detriment to business expansion.

* * *

JUDGING from the frequency of motorists' complaints in Ontario concerning glaring headlights, the legislation recently enacted in this province is not being enforced to the letter or some of the devices are inadequate.

* * *

SOME definite idea of the extent of price declines is evident from figures showing that from lower values alone a decrease of twenty-eight million dollars was sustained in customs receipts during the past year, according to the Minister of Finance.

* * *

THE INFLUENCE of the retail merchants of Canada is evident in the final tax legislation proposed in the Budget. The suggestions of other bodies to place the tax on retail sales or on turnover have not been acted upon and taken as a whole retailers have little complaint with their liability in the matter. No doubt the influence of the Retail Merchants' Association of Canada has been a factor in guiding the matter in the best interests of the retail merchants and it is evident that the establishing of an office at Ottawa where the secretary of the organization may keep in close touch with the Government has been an effective measure.

The New Taxation

THE expressed approval of retail hardware merchants of the taxation proposals as outlined in the Federal Budget presented this week is largely based on the fact that the principle of taxation heretofore in effect has not generally been departed from. Hardware merchants asked for the tax to be placed on the source of manufacture or importation and emphasized the dangers of applying any tax similar in principle to the luxury tax which entered into the actual sale over the counter. This plan has largely been followed in the proposed measures and the increased sales tax will be handled in the same manner as the 1% tax on invoices from the wholesaler has recently been handled.

The fact that the showing of the sales tax separately on invoices is left optional with the manufacturer or wholesaler under the new regulations is apt to cause some difficulty. If this is absorbed in the invoice price and not shown separately, it is apt to make difficult the keeping of correct records of amounts due the Government for taxation and unless the same policy is followed by all manufacturers and wholesalers the retailer will be faced with complications. The object in not making it necessary to show this tax separately is not apparent in view of the fact that it does not enter into the final sale of the goods from retailer to consumer and could therefore be no drawback from that standpoint.

It will be noted that the regulations relieve tinsmiths and other merchants who were classed as manufacturers, from the liability of that class and that this relief came just at a time when the test case to determine the status of such merchants had been completed and judgment was pending. This looks like a victory for the merchants though the method of announcing it would make it appear as though the matter was never an issue.

Taken as a whole, retail hardware merchants should be very well satisfied with the regulations and the fact that the increased sales tax comes at a time when prices are on the decline should facilitate the adjustment of this tax on retail prices.

Effect Upon Hardware Trade

ALTERATIONS in the basis of value for customs duty of imports, the removal of certain articles from the free list and the provisions for curtailing "dumping" in Canada as outlined in the Budget, will probably have a wider effect upon all branches of the hardware trade than the excise tax adjustments which have been announced. Much of the hardware sold in Canada represents raw materials imported and a portion of the hardware sold in Canada is imported in the finished state. Under the new regulations materials imported from a country whose currency is now below fifty per cent. of its normal value will be valued for duty at fifty per cent. of normal value. This regulation would affect particularly imports from Belgium, France and Germany. Of these countries Belgium is probably the most interesting to the Canadian hardware trade because of the fact that practically all our plate glass and window glass is now coming from that country. The Belgian franc is quoted to-day at slightly less than 50% of normal value so that the basis for duty will be raised on window glass though plate glass will not be affected as quotations are made in sterling.

On the other hand, imports from countries which discount Canadian funds will be raised in value for customs duty by the percentage of exchange existing. This will slightly increase the cost in Canada of United States goods subject to customs duties.

Legitimate trade with other countries is to be encouraged. Due protection being given Canadian industries, new regulations to curtail "dumping" in Canada and having the country of origin marked on all imports are steps toward this end.

Altering Firearms Legislation

A GREAT many amendments to the Criminal Code have recently been proposed, as affecting section 118, dealing with the sale and ownership of firearms and other offensive weapons. In the May 7th issue of Hardware and Metal the latest bill to be read in the House of Commons on the subject was reproduced. Consideration is being given by the Minister of Justice, however, to the further revision of these regulations so that a number of the more objectionable features will be removed. It is now felt fairly certain that regulations as outlined elsewhere in this issue will be finally adopted. If so, the British subject will be relieved of the necessity of securing permits for a rifle or shotgun. This has been one of the contentious points. The carrying of such weapons as are generally used for acts of violence is still controlled by permit and aliens will still be required to secure permits for rifles, shotguns and other weapons.

Events in the Trade

Business Changes

Welland, Ont.—J. S. O'Neil has sold hardware stock to Ingram & McMaster.

Markdale, Ont.—Richardson & Brady, hardware merchants, have dissolved partnership; J. J. Richardson continues.

Shelburne, Ont.—J. A. Yeo, hardware, has been succeeded by E. Fleming.

Fire Loss

Montreal.—Joseph A. Tanguay, hardware, has suffered fire loss.

Obituary

Charles H. Morse, of the Fairbanks-Morse Company, died at his winter home in Orlando, Florida. He had been ill for two months.

Robert Pearse, of the Cowan Hardware Company, London, Ont., has the sympathy of a wide circle of friends in the death of his father, Henry Pearse. Mr. Pearse was one of the oldest and most prominent Oddfellows in the Dominion.

Incorporations

Sandwich Foundry, Ltd., has been incorporated with capital of $200,000; head office, Sandwich, Ont.

Chamberlain Desolvo Company, Ltd., has been incorporated with capital of $40,000; head office, Toronto, Ont.

Kasement Skrene Dore Company, Ltd., has been incorporated with capital of $50,000; head office, Toronto.

Master Valve Company, Ltd., has been incorporated with capital of $100,000; head office, Toronto.

Personal

Walter H. Cottingham, president of the Sherwin-Williams Co., of Canada, Ltd., was a visitor at head office at Montreal last week.

J. A. Hossack, sales manager, Lufkin Rule Company of Canada, Ltd., Toronto, and E. P. Grobb, sales manager, Dominion Chain Company, leave this week on one of their periodical trips throughout Western Canada.

Hugh Kearns, managing director, B. & S. H. Thompson Co., Ltd., Montreal, returned last Saturday from an extended business trip through England, France, Belgium and Germany.

G. G. Complin, sales manager of the Metallic Roofing Company, Toronto, has been seriously ill with pneumonia during the last two months. He is now reported to be on the road to recovery, and slowly regaining his former vigor, but it is expected some time will elapse before he will be able to attend to business as previously.

The marriage of Victor Gagne, of the sales staff of Lewis Bros., Ltd., to Miss Louise Dumouchel, formerly of the sales department of the same firm, is announced to take place on Monday, May 16.

Ald. Percy B. Chown, hardware merchant, Kingston, Ont., who was stricken with an attack of appendicitis, underwent a most successful operation at the Kingston Hospital, and expects to be back at his business in a short time.

"Walt" Peart, of Peart Bros., retail hardware merchants of Regina, Sask., was a visitor in Toronto last week. Mr. Peart was formerly connected with the wholesale phase of the hardware business.

O. H. Willison, of the Lyman Tube and Supply Company, Montreal, has just returned from a six weeks' trip to England, where he spent a month at the plant of the Hoffmann Manufacturing Co., manufacturers of ball and roller bearings. The Lyman Tube and Supply Company will carry a large stock of Hoffmann equipment in their Canadian warehouses.

Edward Shangrow, employed by Lemmon Bros., Kingston, Ont., met with a serious accident when a pail of hot metal was upset, burning him about the face.

D. Brand, of Lucan, Ont., is moving to Mitchell, Ont., where he will look after the interests of the Imperial Oil Co.

James Still, of the Still Mfg. Co., St. Thomas, was elected as an elder of Knox Presbyterian Church at a meeting of the session this week.

Winchester Has Over 3,500 Hardware Dealers

The Winchester Repeating Arms Co., Newhaven, has arranged for the marketing of its product with hardware merchants in over 3,500 cities and towns throughout the U. S., according to the latest statement of the company's affairs. These merchants have become stockholders in the company and financially interested in the success of the business.

In New Quarters

The Montreal offices of the Canuck Supply Co., Ltd., are now in more commodious quarters at 371 Aqueduct Street, formerly being at 416 St. James Street.

New Executive Officers in Pease Foundry Co.

Changes are announced in the personnel of the executive organization of Pease Foundry Co., Toronto. Mr. Allen Case, Toronto, has been elected president of the company, and R. J. Millar, who was general manager, is now vice-president and general manager.

Discussing conditions in the heating industry with W. E. Fice, sales manager of the firm, Hardware and Metal was informed that the expectation is for a big revival of business during the last six months of the year, similar to the condition of 1919. Judging from reports coming to hand and the amount of new building of medium grade houses now being conducted, Mr. Fice stated it as his belief that the last six months of the year will see a demand for heating facilities which may result in some shortage of supplies. He stated that many houses were being finished up without provision made for heating, this being sometimes left to the purchaser, to select his own heating and in other cases it was the result of builders waiting until the last minute in case of further price reductions.

Western Ontario Notes

W. N. Gunning, hardware merchant at Granton, Ont., is erecting a large addition to his garage, which he conducts in connection with his other business.

* * *

Lawrence Davey, of Ingram & Davey, St. Thomas, stated to Hardware and Metal this week that the extensive improvements which the firm plan to make to their premises will be under way in a couple of weeks. The store will be remodelled and another storey added to the tinshop at the rear. The firm's offices will be placed on the second floor and this will provide room on the main floor for new departments.

* * *

Work will commence early in June on the new warehouse to be erected at London, Ont., by Cranes, Limited, to distribute their hardware and plumbing supplies in Western Ontario.

Selling Hardware Business

Montreal.—The Estate J. H. Wilson are receiving sealed tenders for the purchase of the hardware business of J. H. Wilson, Reg'd., 318 Notre Dame Street West, including building, stock book debts, firm name and good will.

News of Western Canada

Western Notes

Winnipeg.—T. L. Waldon, general manager of Marshall Wells Company, Winnipeg, Man., has returned from a trip to the Old Country.

* * *

Kerrobert, Sask.—The British American Oil Co. are planning to make a number of improvements and alterations, which, it is said, will make Kerrobert one of the largest and up-to-date distributing points in the province. A motor tank delivery service will be commenced. A. A. Willard, Saskatchewan manager of the company, recently visited town with Mr. Lorimer, manager of the Kerrobert warehouse and plant, completing arrangements for the enlargement of the company's holdings at this point.

* * *

Red Deer, Alta.—E. G. Johns & Co. have thrown into one store, 60 x 62 feet, the south half of the Smith & Gaetz block, recently purchased by them, by removing the partitions. An additional store has been taken in. The south store, the original furniture store, will be used for the new hardware department, which the firm are opening out with S. P. Clarke in charge.

Building Stimulated in North Vancouver

Vancouver, B.C.—S. T. Nursey, hardware merchant at Lynn Valley, B.C., states that a very marked activity is noted in building around that district. The district of North Vancouver has been the scene of a great deal of acreage and lot speculation. Now the speculators are considerably in arrears with their taxes and the municipality is disposing of the lots for the amount of taxes. Many have been put in tax sale before and clear titles are given. Some lots sell as cheaply as fifty dollars. Naturally a lot of building is being done. Enough is saved in purchasing the lot to offset the relatively high cost of building materials. Building hardware and paints are selling freely.

Brisk Trade in Dairy Cans

Kingston hardware dealers report quite a brisk trade in dairy cans. This is the result of the re-opening of the cheese factories in this district. Dairying is the chief industry of the farmers in Frontenac country, and this always brings a good deal of business just at this time of the year.

Program For Saskatchewan Convention

"Goodwill and Co-operation," Slogan for This Year's Convention of Saskatchewan R. M. A. —Trade Sections Meeting To Be Held

THE eighth annual convention of the Saskatchewan board, the Retail Merchants' Association, which is to be held in Saskatoon on the three days of June 7, 8 and 9, promises to be notable on account of the special effort which will be made to bring the various branches of the producing and distributing sections of industry closer together. The keynote of the convention may be expressed in the slogan, "Good-will and Co-operation between the Manufacturing and Distributing Branches of Trade."

A Sightseeing Drive

After the preliminary session in the morning of Tuesday, June 7, at which the opening function and the officers' reports will be disposed of, the first item on the programme is a sightseeing automobile drive, including visits to the numerous points of interest around the beautiful city of Saskatoon. All the visiting delegates will be guests of the United Commercial Travellers' Association.

The object of this drive, together with the joint banquet which is scheduled for the evening, is to bring about a better understanding between the merchant and the commercial representatives of the distributing houses, and overcome that little feeling which has not been absent in the past on the part of the retailer that the traveller's visit was somewhat of an encroachment on his time, and, on the commercial man's part that the retailer failed to appreciate the value of his time, causing a good deal of unnecessary expense and delay in his schedule.

Trade Section Meetings

The second day of the convention is to be given over altogether to trade section meetings, to which the representatives of the supply houses operating in Saskatchewan are cordially invited, with a view to taking part in the discussions and giving the retailers the benefit of their point of view. The subjects up for discussion will be opened by well-known and representative men who are specialists in their line, and they are all subjects to which the wholesalers' and manufacturers' representatives can make a valuable contribution. A new feature in the conduct of Saskatchewan R.M.A. conventions is the demonstration and display of goods in which those manufacturers and jobbing houses which are co-operating with the association in the way of taking advertising space in the programme have been invited to take part. The convention hall is large and roomy, and the display booths will be ranged around a portion of the hall open for inspection during the whole period while the actual convention is not in session.

Some Timely Topics

Matters which are exercising the minds of all Saskatchewan merchants at the present time, such as the Income Tax, the respective merits of a cash and credit business, and mutual fire insurance, are all on the programme.

The Income Tax will be explained by Bert R. Masecar, B.Acc., who is the official auditor to the Saskatchewan Board, and is thoroughly acquainted with its requirements. The debate on cash and credit will be led by two representative country merchants, who are keen protagonists of the side each proposes to champion. Mutual fire insurance will be advocated by F. J. Martin, president of the Northwestern Mutual Fire Association of Seattle, the organization which is working with the nine provincial boards of the association with a view to giving the retail merchants of Canada cheaper fire protection.

Rural Service Departments

Most of the large business institutions operating in Western Canada have found that, in order to improve their relations with the farming community, it has been necessary to organize practical rural service departments to assist in improving farming conditions. Of all commercial endeavor, that of retail merchandising carries with it the most intimate relations with agriculture. It is, therefore, important that the retailer

should offer his contributions to this basic industry. With this in mind, W. J. Rutherford, dean of the College of Agriculture, University of Saskatchewan, has been asked to bring the question of agricultural service before the convention on Thursday morning, when he will speak on "A New Line of Endeavor for the Retail Merchant."

Other noted speakers will be Professor W. W. Swanson, who will deal with the economics of retailing and other kindred subjects, and Hon. C. A. Dunning, Provincial Treasurer, whose subject will be "The Natural Resources of Saskatchewan."

The Department of Trade and Commerce has also been drawn upon for some interesting films showing the national industries of Canada. These will be shown on the second and third evenings of the convention, completing a series of meetings which promise to be most profitable to the visiting delegates.

OPINIONS RE TAXES

Continued from page 37

eryone no doubt would approve of the policy of pay as you go, still I firmly believe that both these items should have been taken care of by borrowing, assuming of course that the deficit in the railways is only temporary, but if continuous, the Government should dispose of the roads.

"I am still of the same opinion that the one tax, the simplicity or turnover tax would bring the required revenue and remove irritation, as well as being a great saving both to the Government in operating, as well as to the taxpayer by the time and expense saved in preparing his returns; and I believe that the consumer, who eventually bears this taxation, will also benefit by this more simple method.

"Economy should be continually before the Government, and everything possible done to obtain the necessary revenue with the least possible friction and thus encourage the development of trade and commerce to flow through natural channels unhampered by any measure that would tend to restrict ordinary growth or expansion.

"I would very much like to see the ordinary Government revenue and expenses separate from the war revenue and expenses. The people of this country have a huge war obligation to liquidate, and it seems to me that the Government in order to keep the confidence of the taxpayer should show clearly that the heavy tax now required is going towards war expenditure and a reduction in the war debt, and that this heavy tax is not being used for any other expenditure whatsoever."

Will Have Little Effect on Linseed Oil

Canadian Linseed Oil Prices Governed Largely by Argentine Linseed Market—"Result Has Already Been Discounted," Says W. S. Fallis

DISCUSSING the probable result of the increase of U. S. duties on Canadian flaxseed entering that country and the consequent effect upon linseed oil, W. S. Fallis, vice-president and managing director of the Sherwin-Williams Co. of Canada, Limited, stated to Hardware and Metal that the effect upon Canadian prices has already been discounted and that the imposition of a further 10 cents per bushel on Canadian flax entering the United States will give the U. S. farmer that extra protection in production.

"Canada produces each year a surplus of flax," stated Mr. Fallis, "and it is, therefore, always on an export basis, competing with the Argentine for American trade. The United States always consumes more than it produces, and it is, therefore, on an importing basis. Its sources of supply are Canada and Argentine.

"When exchange was normal, Duluth prices ruled twenty to twenty-two cents above Winnipeg, but since exchange has fluctuated between 12 and 15 per cent, it has shortened this differential from one to two cents. The enactment of the Emergency Tariff legislation will widen the spread to eleven to twelve cents.

"'We do not anticipate that the increased duty into the U. S. will hurt materially the exportation of Canadian flax. American crushers will always be prepared to buy Canadian flax in preference to Argentine, largely on account of the better transportation facilities, and when quoted in Winnipeg eleven to twelve cents a bushel cheaper than Duluth which figures, plus premium on American funds, a laid down cost in Duluth on a parity with the American product."

Argentine Market is Big Influence.

That the proposed increase in duty will have no direct effect on linseed oil prices in Canada is the statement made to Hardware and Metal by J. M. Ransom, assistant manager the Canada Linseed Oil Mills, Limited, Toronto, who points out that this is because of the fact that the present price of linseed oil in Canada and also in the U. S. is influenced and based on the Argentine linseed market; the linseed from that country being at the present time the ruling factor in influencing and regulating the value of linseed oil not only in Canada and the United States, but the world's markets.

Unusually Brisk Trade in Floor Finishes

Less Outside Attraction Results in Home Owners Being More Around Their Own Property to See Need for Paint

"ONE of the features in the spring activity in the paint situation this season is the unusual demand for floor finishes," stated H. E. Mihell, of the Imperial Varnish & Color Co., Limited, Toronto, to Hardware & Metal. Such products referred to are showing exceptional development at present, and several causes are contributory to this effect.

During the past few seasons very little rejuvenating was done around the average home; but through the tightening of the industrial situation pleasurable participations are being catered to on a much smaller percentage than formerly, with the result that staying around the house has recently come into vogue again. This being so, any defects in appearance, either as regards surface or construction, in both city and country homes, not only become apparent, but are soon glaringly annoying to the average man or woman. The decision to paint up is the natural outcome of such conditions, and a country-wide epidemic of spare time rejuvenation is said to be in evdence.

Moreover, according to paint authorities, the average housekeeper is becoming tired of floors covered with dust-absorbing carpets and has been conforming more toward the hardwood floor, with its sanitary varnished and polished surface. Even painting ordinary flooring is considered preferable in some quarters to the heavier work which large carpets entail; and homes where experiments of this nature are being indulged in have been more frequently encountered this spring than ever before.

Hardware Exhibits at English Fair

The Second Annual London Fair and Market will be held in the Royal Agricultural Hall, Islington, London, from 4th to 15th July, inclusive. This fair is organized by the International Trade Exhibitions, Limited, and includes the exhibits of hardware, comprising art metal goods, labor saving appliances, domestic hardware, etc. Admission is confined to bona fide buyers. Further information can be obtained on application to the British Government Trade Commissioner, 260 Confederation Life Building, Toronto.

Hardware Letter Box

Information on trade topics will be gladly supplied to subscribers through this department.

REVOLVING NAIL BINS

The DeWolfe Hardware Co., td., St. Stephen, N.B.—Please give us the name and address of concerns making revolving nail bins, metal sectional.

Answer—The Wellston Mfg. Co., Wellston, Ohio.

WALL PLASTER

W. A. Dorrington, Alton, Ont.—Can you give us the names of makers of fibre wall plaster?

Answer.—The Alabastine Co., Ltd., Paris, Ont.; The Albert Mfg. Co., Hillsborough, N.B.; The Ontario Plaster Co., Ltd., Paris, Ont.; Windsor Plaster Co., Windsor, N.S.; Iona Gypsum Co., Ltd., Iona, N.S.; Keystone Wall Plaster Co., St. Therese, Que.; Wright & Co., Inc., Hull, Que.

FIBRE BOARD

Tedford & Co., Alvinston, Ont.—Can you inform us where we could purchase fibre board?

Answer.—The E. B. Eddy Co., Ltd., Hull, Que.; The Beaver Board Co., Ltd., Thorold, Ont.; Diamond State Fibre Co., of Canada, Ltd., Toronto, Ont.; The Freed Paper Box Co., Ltd., Montreal, Que.

BAY STATE BRICK PAINT

Coleman Bros., Decorators, Peterborough, Ont.—Kindly give us information as to the makers of Bay State red brick and cement paint?

Answer.—Geo. E. Watson Co., Chicago, Ill., and Wadsworth Howland & Co., Boston, Mass., are both manufacturers of this product.

ROUND REFRIGERATORS

Collingwood Hardware Co., Collingwood, Ont.—Kindly advise us where we can procure round white enamelled metal refrigerators?

Answer.—The "White Frost" refrigerator is a round, white enamelled metal product such as you mention, and these are manufactured by the Home Products Corporation, of Jackson, Michigan. They have no Canadian agents or distributors at present.

"DOMESTIC" STOVE PARTS

Gerry's Hardware, Fort William, Ont.—We will be obliged if you could advise the whereabouts of the Canada Stove & Furniture Co., manufacturing a stove called the "Domestic?"

Answer.—Repairs for "Domestic" stove can be obtained from the Gurney Foundry Company, Ltd., St. Laurent, Montreal, Quebec; this firm having taken over the Canada Stove & Furniture Co.

ONE MINUTE WASHING MACHINE

Bonthron & Drysdale, Hensall, Ont.—Kindly advise us where we can get repairs for the One Minute washing machine?

Answer.—The One Minute Mfg. Co., Newton, Iowa, can supply repairs. There is no Canadian agent at present.

STERLING FOOD CHOPPERS

F. W. Inman, Dundas, Ont.—Kindly advise us where we can purchase Sterling food choppers?

Answer.—The Sterling food chopper is made by the N. R. Streeter Co., Rochester, N.Y.

BUTCHER'S BLOCKS

Sommerville Hardware Co., Ltd., Edmonton, Alta.—Kindly give us the names of makers of butcher's blocks?

Answer.—The John Harrison & Sons Co., Ltd., Owen Sound, Ont.

TROJAN & AJAX WASHING MACHINES

John E. Meyer, Ayton, Ont.—Kindly advise us of the makers of the Trojan and Ajax electric washing machines?

Answer.—MacDonald & Willson, Yonge St., Toronto, Ont., are manufacturers of the Trojan washing machine, and can also supply you with the Ajax.

SCREEN DOOR CATCHES

W. Walker & Sons, Ltd., Toronto, Ont.—Could you give us the address of the maker of the Mallory screen door catch?

Answer.—J. W. Mallory, Blenheim, Ont.

BEAVER STOCKS AND DIES

James Cowan & Company, London, Ont.—Kindly advise us who are the manufacturers of Beaver stocks and dies?

Answer.—The Borden Co., Warren, Ohio, U.S.A.

DUMORE GRINDERS

W. Walker & Son, Ltd., Toronto, Ont.—Kindly advise us who manufactures the Dumore grinder.

Answer.—There is a "Dumore" grinder manufactured by the Wisconsin Electric Co., Racine, Wisconsin, and it is handled by the Canadian Fairbanks Morse, Co., Ltd., Toronto, Ont.

COLONIAL PRINCE RANGE

The Wyandotte Hardware Co., Windsor, Ont.—Can you inform us who is now manufacturing the Colonial Prince Range formerly made by the Percival Plow Co.

Answer.—Our information is that these were taken over by the Tudhope Anderson Co., of Orillia, Ont.

METAL FURNITURE

The Amherst Furniture Co., Montreal, Que.—Would you kindly give us the address of manufacturers in Canada of Metal furniture such as cabinets, chairs, etc?

Answer.—Dennis Wire & Iron Goods Co., London, Can.; The Metal Craft Co., Ltd., Grimsby, Ont.; Office Specialty Mfg. Co., Ltd., Toronto, Ont.; The Steel Equipment Co., Ltd., Ottawa, Ont.; Dominion Steel Goods Co., Grimsby, Ont.

VICTOR BOLT CUTTERS

W. Walker & Son, Ltd., 1228 Yonge St., Toronto, Ont.—Kindly advise us who manufactures Victor bolt clippers?

Answer.—The Roberts Mfg. Co., Somerville, Mass.

Trade Enquiries

Names and addresses of enquirers can be obtained only by those interested in such lines upon application to Hardware and Metal. Please quote reference number when requiring addresses.

2922. **Hardware.**—Manufacturers' agent in Ireland desires to get into touch with Canadian manufacturers of the following: carpet whisks, hay rakes and forks, manure forks, scythe snaths, wood and zinc washboards, spring clothes pegs, hurricane lanterns, hatchets and felling axes, wood handles for shovels, spades, hoes, brooms, picks, slashers, axes, hammers, etc. Highest references given.

2923. **Hardware.**—A responsible firm of manufacturers' agents in Scotland desire to purchase the following in large quantities: hay forks, manure forks, hoes, axes and claw hammers, clothes pins, washboards, tool handles, etc. It is essential that these should be manufactured in Canada by a firm owned and managed by Canadians, and if these conditions can be fulfilled there are opportunities of a large volume of business.

2925. **Electrical material.**—A Milanese house wish to buy electrical material in Canada.

2926. **Heavy chemicals, chemical fertilizers, colours, varnishes, etc.**—A firm of commission agents established in Naples wish to represent Canadian houses dealing in the foregoing articles.

Catalogs and Booklets

A review of new catalogs, etc., as published by manufacturers, wholesalers and others in the trade for the information of hardware dealers.

AUTO WHEEL COASTER WAGONS ..

A new catalog has been issued by the Canadian Buffalo Sled Co., Ltd., Preston, Ont., illustrating and describing a few of the lines made by them, including the auto wheel coaster wagon, Buffalo coasters, flexible steering sleds, sleighs and baby cutters.

Three improvements are noted in the new auto coaster wagons, first the bearings are now held in the wheel in a patented cage keeping them separate from each other and preventing them from falling out and getting lost if the wheel is taken off; secondly, a new auto type hub-cap has been added in which the cotter pins are concealed. This cap, it is stated, cannot fall or be taken off without the aid of the special wrench supplied with the wagon. The third improvement consists in placing the hound support brace in the centre making steering more safe and adding to the strength of the front end of wagon.

A. B. JARDINE & CO., LTD.

A new catalog and discount sheet has been issued by A. B. Jardine & Co., Ltd., Hespeler, Ont., manufacturers of blacksmiths' and machinists' and boiler makers' tools and machinery. New lines have been added since the previous catalog was issued and included in these are automobile sets of taps and dies, grinders, and disc sharpeners. Particular attention is called to the alteration or change in threads and all sets of taps and dies as well as separate dies and separate taps are now supplied in U.S. standard thread unless otherwise ordered. A copy of catalog and list will be sent on request.

O. K. CANADIAN POTATO PLANTER

The Canadian Potato Machinery Co., Ltd., Galt, Ont., have issued a 12-page booklet, entitled: "More Profit from Potato Farming." This booklet illustrates and describes the O.K. Canadian Potato Planter. Potato planting by machine is said to be the only method where there is a large area to be covered, as the work is done quicker and more easily than by the more laborious and slow hand method. The potato planter makes the row, opens the furrows, plants or drops the sets, covers them and applies commercial fertilizers at the same time if desired. The O.K. Planter is made in two sizes and two different styles.

NEW PLANT OF THE WEIRTON STEEL COMPANY

A. C. Leslie & Co., Ltd., Montreal, are in possession of a booklet containing the reprint of an article appearing in recent issues of the Iron Age on the new steel plant of Weirton Steel Co., Weirton, W. Va.

The article is illustrated by photographs and drawings showing the extensive plant with its blast furnace, open hearth furnaces, and mills for producing sheet bars, billets and slabs, also its labor-saving equipment which is prominent throughout. A. C. Leslie & Co., Ltd., are Canadian sales agents for products of this extensive plant, which include: basic pig iron; O. H. steel blooms; slabs, billets and sheet bars; coke tin plates, best cokes, silver finish, egg shell finish, canners, special, gold lacquered, extra cleaned for lithographing, charcoals, ternes, (copper bearing steel base) carrying coated of 8 lb. to 40 lb. inclusive, tea-tray stock, Weirton blue (uniform color), full finish black plate, enamelling stock, metal shingle stock, show card stock, ceiling stock, milk can stock, galvanizing stock, nickel plating stock, H. R. & A. stock, O.P.C.R. & A. stock, special deep drawing stock.

Weekly Hardware Market Reports

STATEMENTS FROM BUYING CENTRES

MARKETS AT A GLANCE

REDUCTIONS continue to be in evidence on general hardware, but are mainly confined to small changes in discounts. Prices are gradually settling toward a firmer tone with signs of normal activity approaching. Chief among the declines noted are corrugated sheets, conductor pipe and eavestrough. Lower changes have taken place in quotations on lapweld boiler tubes; standard compression work, machine, black, and cylinder oils, clay picks, crowbars and mattocks, also capped goods and tacks, as well as some lines of hinges.

Developments in the turpentine and linseed oil markets are prominent this week. The third advance within as many weeks has been quoted on turpentine. Linseed oil is in good demand and the market unusually brisk.

No change in sheets or plates is reported, and lead products remain firm. Bar iron and steel are generally unsettled, with no actual price alterations recorded. Ingot metals are still quiet, with lead showing slight improvement.

The movement in seasonable goods continues to be satisfactory, and with the country trade brightening a fair season in hardware is anticipated. Paints and allied products are moving exceptionally well and dealers are gradually returning to a more optimistic viewpoint.

Pending firearms legislation freeing British subjects from securing permits for the possession of firearms and shot guns, is calculated to stimulate sales in firearms generally. From the retail hardware merchants' standpoint the budget tax regulations have brought forth little complaint, less than would have been the case had a turnover tax or tax on retail sales been instituted.

Montreal Markets

MONTREAL, May 12.—The outstanding features of the market this week are the new lists on eavestrough and corrugated sheets; in both lines a reduction being recorded. Of importance also are the new discounts on capped goods and tacks, the discount now being 70 and 15 per cent. off list, which is a slight reduction from former prices. The 30-gallon range boiler is quoted at $12, and standard compression goods are now 37 per cent. off. Crowbars are down 1½ cents a pound, also floor bars. Clay and rock picks are $2 a dozen cheaper. Sheets, bar iron and steel, wrought piping and fittings remain unchanged. Lead products are very firm with advances likely to be made in the near future. Lead also features the ingot markets this week, showing very strong. while other metals are holding well.

Cotton Rope Revised

Montreal.

A revision is made in quotations on cotton rope with the following prices now quoted: 3-16 in., 39 cents, ¼ and up, 37 cents.

Capped Goods Now 70/15 Off

Montreal.

A new list is now issued on capped goods, which includes saddle nails, lining tacks, capped trunk tacks, tufting buttons, etc., and the discount is now 70 and 15 per cent. off.

Tacks 70/15 Per Cent. Off

Montreal.

A change in discounts brings tacks to a lower cost. The revised hardware tack list is now quoted less 70 and 15 per cent.

Iron and Steel Bars Slow

Montreal.

Iron and steel bars are held unchanged, and buying continues light. It is stated that some lines of steel products can be laid down 50 cents a ton cheaper from Belgium than from the United States mills, considering the present rate of exchange. Local stocks are ample, with little change looked for at present. Following are quotations:

IRON AND STEEL BARS

Common bar iron, 100 lbs.	3 70
Refined iron	5 20
Iron finished machinery steel	3 75
Mild steel	3 70
Band steel	3 70
Single reeled machinery steel	5 75
Spring steel	5 00
Sleighshoe steel	3 70
Tire steel	3 90
Toe calk steel	4 60
Harrow tooth steel	3 85
Mining tool steel, per lb.	0 23
Black Diamond tool and cast steel	0 23

NOTE.—Refined iron is aproximately $1.50 per 100 lbs. over base, but fluctuates owing to unsettled market.

Band steel in scroll bdles., 50c per 100 lbs. extra.

Flats, iron and steel, 3-16 and thinner, 50c per 100 lbs. extra.

Standard Compression Goods

Montreal.

Standard compression work, also standard flat and round way stop and wastes, are now quoted at 37 per cent. off list; the former discount being 34 per cent. Other lines of brass bibbs, valves and cocks are holding unchanged although an unsettled feeling still exists and lower prices are not improbable on many other lines. Following are quotations:

Compression work, standard	37%
Fuller work, standard	30%
Bath cocks, compression	25%
Basin cocks, Fuller No. 0	30%
Do., Nos. 1 and 2	30%
Flatway stop and waste cocks, standard	37%
Roundway stop an dwaste cocks, standard	37%
Brass steam cocks, standard	10%
Radiator valves, standard	23%
Do., removable disc	38%
Globe, angle and check valves, standard	5%
Gate or straightway	Net
Jenkins globe	10%
Jenkins gate valves	10%

New List on Corrugated Sheets

Montreal.

Corrugated sheets are now selling under a new list, showing reductions on all gauges. The best selling weight, 28 gauge, was formerly $9.50, and is now listed at $8.50 with the same discount. Heavier gauges show a bigger reduction. Following is the new price list:

CORRUGATED SHEETS—	Per 100 Sq. Ft.
No. 28 gauge	8 50
No. 26 gauge	9 25
No. 24 gauge	13 00
No. 22 gauge	16 00
No. 20 gauge	18 00
No. 18 gauge	24 00

Less 7½%.

Range Boiler Sales Limited

Montreal.

There continues a slight improvement in sales of range boilers, but they are only moving in small orders. The quotation on the 30 gallon standard boiler has been lowered to $12 this week because of a very unsettled market on this size. Other sizes, both in standard and

extra heavy are unchanged. The electric welded boilers are selling well, the price of these being slightly lower than the riveted. Quotations are as follow:

RANGE BOILERS—	Standard	Ex. Heavy
30 gallon	12 00	15 00
35 gallon	15 00	17 00
40 gallon	17 00	19 00
52 gallon	24 00	28 00
66 gallon	32 00	38 00
82 gallon	40 00	50 00
100 gallon	50 00	60 00
120 gallon	60 00	70 00

No Change in Boiler Tubes

Montreal.

Quotations on boiler tubes are unchanged, with a slow sorting movement reported. Following are the quotations:

BOILER TUBES—	Seamless	Lapweld
1 inch	$26 00	$25 00
1¼ inch	27 25	26 00
1½ inch	26 25	27 00
1¾ inch	29 75	27 00
2 inch	29 25	22 90
2¼ inch	33 00	26 00
2½ inch	44 75	28 00
3 inch	49 25	35 00
3½ inch	63 50	40 75
4 inch	85 00	51 75

Waste Materials Listless

Montreal.

Little actual business is being done in scrap metals. although recent inquiries coming to hand have offered some encouragement. All metals are more or less listless, with no actual changes with the exception of lead. This metal is slightly higher, no doubt following the the exception of lead, which is at present very strong on the primary markets. Quotations are as follow:

DEALERS' BUYING PRICES.

Automobile tires	0 75
Yellow brass	0 05
Red brass	0 08½
Light brass	0 04
Scrap zinc	0 04
Lead, heavy	0 04
Light copper	0 07¾
Lead, tea	0 02
Heavy copper	0 10½
Wrought iron, R. Rd., No. 1, per gr. ton.	12 00
Malleable scrap (ton)	11 50
Pipe scrap (ton)	8 00
Stove plate, per ton	16 00
Heavy melting steel	8 50
No. 2 busheling	4 00
Boiler plate	10 00
No. 1 machinery cast, per gr. ton	24 00

Crowbars Are Reduced

Montreal.

A reduction of 1½ cents per pound is made in the prices of crowbars, and these are now quoted at $9 per 100 pounds.

Lead Products Are Firm

Montreal.

No price changes are made on the different lead products this week, but the market is very firm and higher prices on most lines would not be surprising in the near future. Pig lead in the primary markets continues to show strength, with a substantial advance made this week. Present prices are as follow:

Lead pipe	0 12½
Lead waste	0 13½
Note.—Lead pipe is subject to a discount of 10%.	
CouplingsLead traps and bends	10% off
Lead wool, lb.	0 13½
Lead sheets, 2½ lbs.	0 11
Do., 3 to 3½ lbs. sq. ft., lb.	0 10¾
Do., 4 to 8 lbs.	0 10
Cut sheets ¼c lb. extra and cut sheets to size, ¾c lb. extra.	
Solder, guaranteed, lb.	0 27
Do., strictly, lb.	0 25
Do., commercial, lb.	0 22
Do., wiping, lb.	0 22¾
Do., wire, lb.	0 35
Zinc sheets, casks	0 13
Do., broken lots	0 13½

Clay Picks Are Reduced

Montreal.

A reduction of $2 per dozen has been made in the price of clay picks, with the following prices now being quoted: 5 to 6 lbs., $9.50 doz.; 6 to 7 lbs., $10.50 doz.; 7 to 8 lbs., $11.50 doz.

Rock Picks Down $2.00 Dozen

Montreal.

Rock picks have been lowered $2 per dozen and following are the present prices: 6 to 7 pounds, $10.50; 7 to 8 pounds, $11.50; 8 to 9 pounds, $12.50 dozen.

Eavestrough Under New Discount

Montreal.

Eavestrough, conductor pipe and conductor pipe elbows, as well as other sundry lines are now selling under new lower discounts. The reduction is approximately 5 per cent. Troughing and conductor pipe is now quoted at 60 per cent. off list, elbows 55 per cent. off list prices. The former discounts were 50-10 and 50 per cent. respectively. Wholesalers now state these lines are moving well, with stocks in good shape to meet the increased demand.

Pipe Fittings Hold

Montreal.

No change has been made in quotations on the different lines of pipe fittings since the decline of a few weeks ago. Sales are rather irregular, one week showing a fairly heavy demand, while the week following sales are reported small. Stocks are in good shape in all sizes. Quotations are the following:

PIPE FITTINGS.

Cast iron fittings	20%
Bushings, cast	30%
Do., malleable	30%
Flanges	27%
Plugs	22½%
Flange Unions	20%
Malleable Unions	40%
Dart Unions, black	29%
Do., galv.	8%
Nipples, ⅛ to 4 in. close and short	40%
Do., long	50%
Do., 4½ to 8 in., close and short	30%
Do., long	40%
Couplings, 4 in. and under	20%
Do., 4½ in. and larger	Net list

Pound goods—	Black	Galv.
Class B	0 20	0 28
Class C	0 13	0 20

Add 10%.

Wrought Pipe is Held

Montreal.

Wrought iron and steel pipe is holding unchanged since the new list of two weeks ago, namely list No. 51. Buying is fair, although confined to small orders. The pipe list will be found on current market pages.

Floor Bars Down 1½ Cents

Montreal.

The price of floor bars has been reduced 1½ cents a pound, the new price being $12.50 per 100 pounds.

Sheets Still Slow

Montreal.

Buying in sheets continues light: merchants still purchasing as the actual demand requires. Most wholesalers are of the opinion that little change will take place in quotations in the near future. However, practically all steel products today are very uncertain, and subject to fluctuations either one way or the other. Following are quotations showing the range that exists among the local wholesalers:

PLATES—		
10 gauge	5 25	6 25
12 gauge	5 30	6 30
14 gauge	5 45	6 45
16 gauge	5 55	6 55
BLACK SHEETS—		
14 gauge	5 45	6 45
16 gauge	5 55	6 55
18-20 gauge	6 15	7 15
22-24 gauge	6 25	7 25
26 gauge	6 35	7 35
28 gauge	6 50	7 50

.. Sheets 36 in. wide, 10c per 100 lbs. extra.

GALVANIZED SHEETS—		
U.S. Standard—		
10¾ oz.	8 75	9 75
28 gauge	8 25	9 25
26 gauge	8 00	9 00
22 to 24 gauge	7 85	8 85
20 gauge	7 65	8 65
18 gauge	7 65	8 65
16 gauge	7 50	8 50
14 gauge	7 50	8 50
12 gauge	7 50	8 50

English Standard—	Queen Head	Fleur-de-Lis
28 gauge	10 00	9 25
26 gauge	9 75	9 00
24 gauge	9 15	8 60
22 gauge	8 80	8 15
18 and 20 gauge	8 10	8 00

NOTE.—These prices are for full bundles, an extra charge of 25c to 35c per 100 lbs. is made for broken lots. These quotations are nominal.

Lead Features Ingot Markets

Montreal.

The chief feature of the ingot metal markets this week is the further advance in lead, which continues strong with indications of going higher. There is not much change in the other metals. the list generally remaining firm.

TIN.—The market on tin in London is somewhat irregular, but holds very well considering the continued strike. It is felt that when this is settled there should be an upward movement. The market here is firm with no change in quotations at 40 cents.

COPPER.—Copper is slightly firmer both in London and New York, standard having touched the same level as electro in London. While the market is steady no immediate advance is looked for. Electro is quoted at 18 cents, casting at 17½ cents.

SPELTER.—This metal seems to be marking time for the present, with prices practically unchanged both in London and East St. Louis. Until the situation with regard to German spelter is a little clearer, there will not likely be much change. Local price unchanged at 8½ cents.

LEAD.—Lead has been very firm both in London and the U.S.A.; the trust price was again advanced to 5 cents, East St. Louis, this being one cent per pound above the low point. London has also touched the highest point since early in the year and the situation appears very strong at present. There is no scarcity of lead in this country, and the market has advanced in line with foreign prices, now quoted at 7¼ cents.

ANTIMONY.—Antimony is slightly more active with little change in prices. Chinese is quoted at 7¾ cents, high grade English 8½ cents.

ALUMINUM. — This metal remains dull on the market, with no change in price, quotations being 34 cents.

Toronto Markets

TORONTO, May 12.—Reductions are still the outstanding feature of the markets, but the changes are generally not large and are chiefly confined to minor commodities. Prominent among the declines is the reduction in corrugated sheet prices and in lap-weld boiler tubes.

Compression work, valves and cocks, also conductor pipe and eavestrough, show lower quotations this week. Other items revised on a lower scale are clay picks, crowbars, mattocks and tacks. A slight revision in waste prices is general and there has been a decline in oil, affecting machine, black and cylinder.

No change appears in plates or in bar iron and steel but market conditions covering these commodities exhibit an unsettled tendency. Pipe fittings remain steady, with ingot metals quiet, local business being small.

Conditions generally remain fair with spasmodic and satisfactory movement of seasonable lines. Demand continues to be good, and while no great volume of business is expected, yet reports indicate that a steady average improvement is in evidence. The outcome of the new tariff legislature is awaited with interest and has probably had some effect in holding up quotations and a small degree of market activity.

Rope Still Unchanged

Toronto.

No changes in prices are reported in rope and cordage, but the market continues firm. Sisal and manilla hemp have gradually advanced during the last month, and prices are holding well. Hemp has been showing increasing firmness, but although there is a good movement, it is not quite up to expectations. The current market pages contain local quotations.

Wash Boards Unsettled

Toronto.

Owing to the recent strengthening apparent in the Belgian glass situation, a corresponding increase in price of glass wash boards is looked for by some dealers in the near future. Present quotations, which are as yet unchanged, will be found in the current market lists.

Roofing Paper Revised

Toronto.

A revision is made this week in the price of one line of roofing paper, the new quotation for heavy dry straw sheathing being $4.55 per hundred pounds. The previous price was $5.10. Other roofing prices appear in the current lists.

Range Boilers Improve

Toronto.

Some slight improvement in the sale of range boilers has been noted, but dealers are only handling small orders. No changes in prices have been made this week, but some revision in quotations is expected very shortly. Following are present prices:

RANGE BOILERS—	Standard	Ex. Heavy
30 gallon	12 50	15 00
35 gallon	15 00	17 00
40 gallon	17 00	19 00
52 gallon	24 00	28 00
66 gallon	32 00	38 00
82 gallon	40 00	50 00
100 gallon	50 00	60 00
120 gallon	60 00	70 00

Oil Prices Change

Toronto.

Following the recent declines in the prices of gasoline and coal oil, reductions in other oils are announced this week. These changes affect black, cylinder and machine oil, and also paraffine. The new prices will be found in the current market lists.

Clay Picks Reduced

Toronto.

A reduction has been announced in the price of clay picks, the new quotations being as follows: 5-6 pounds, per dozen, $9.75; 6-7 pounds, per dozen, $10.75; 7-8 pounds, per dozen, $11.75.

Crow Bars Decline

Toronto.

Crowbars are among the numerous small hardware items showing a decrease in price this week. Chisel point and wedge point are now quoted at $9.50 net.

Pick Mattocks Revised

Toronto.

Long cutter mattocks and pick mattocks are quoted on local markets at revised prices. The six-pound mattock is now $12.25 per dozen.

Change in Tack Prices

Toronto.

A change in discounts is announced on all kinds of tacks and capped goods, the new quotations being 70 and 15 per cent. off list. The previous discount was 67½ and 15 per cent.

Bar Steel Unsettled

Toronto.

Even the recent wage reduction announced by the United States Steel Corporation has not stimulated any marked activity among local buying centres in bar iron and steel; and it is considered problematical whether this result will immediately be apparent, as some little time must elapse before price adjustments can be made effective. In some few cases dealers have been inclined to quote lower prices on a few grades, and a range is shown. Reductions are stated to be in effect in some quarters, but anticipated price changes of this nature are not generally in order. The labor and political situation in Britain has had the effect of further unsettling the metal markets, and some purchasers are inclined to hold off in the expectation of a corresponding drop in the scale of quotations. Following are the average prices at present:

Common bar steel, 3-16 in.	4 50
Do., ¼ in. and heavier	4 00
Common bar iron, 3-16 in.	4 50
Do., ¼ in. and heavier	3 75
Angle base	4 10
Horseshoe iron	4 10
Tire Steel	5 95
Band steel	4 50
Spring steel	12 75
Crucible cast sheet steel	35 00
Mining drill steel	23 00
Common cast tool steel	20 00
Sleigh shoe steel	4 50
Norway iron	15 00
Toe caulk iron	6 00
Hoop steel	6 00

Reductions in Corrugated

Toronto.

Reductions of a fairly substantial nature are evident in the prices of corrugated sheets. Business is still reported as showing a gradual tendency toward seasonable improvement, and the brighter vein is expected to continue. The new quotations are as follows:

CORRUGATED SHEETS—	Per 100 Sq. Ft.
No. 28 gauge	8 50
No. 26 gauge	9 25
No. 24 gauge	13 00
No. 22 gauge	16 00
No. 20 gauge	18 00
No. 18 gauge	24 00

Less 7½%.

Lighter than 24 gauge and wider than 27 inches, 75c a square extra.

Lapweld Tubes Reduced

Toronto.

Some slight reductions on lapweld boiler tubes are announced this week; the changes being variable on sizes from 1¾-inch to 4-inch. Prices on seamless tubes remain unchanged. Following are the revised quotations:

BOILER TUBES—	Seamless.	Lapweld.
1 inch	$26 00	.....
1¼ inch	27 25	.....
1½ inch	26 25	.....
1¾ inch	29 75	$25 00
2 inch	29 25	22 00
2¼ inch	33 00	25 00
2½ inch	41 75	27 00
3 inch	49 25	35 00
3½ inch	63 50	40 00
4 inch	85 00	50 25

Reduction in Brass Goods

Toronto.

As outlined in last week's market report, the expected readjustments and reductions in some lines of compression work have been made. These changes consist of increases in the discounts on current list, and affect standard compression work, compression bath cocks and some lines of valves and basin cocks.

Signs that business is inclined to open up a little have not been wanting, and it is expected that these reductions will help in stimulating activity among brass goods. The new quotations are given as follows:

Compression work, standard	37%
Fuller work, standard	30%
Bath cocks, compression	29%
Do., Fuller	25%
Flatway stop and waste cocks, standard	40%
Roundaway stop and waste cocks, standard	34%
Brass steam cocks, standard	10%
Globe, angle and check valves, standard	5%

J.M.T.	20%
J.M.T. C.	25%
J.M.T. Gate Valves	15%
Gate or straightway	16/10%
Jenkins Globe	10/10%
Radiator valves, standard	23%
Do., removable disc	38%
Basin Cocks—	
No. 1 and 1, Fuller pattern	30%
Quick opening No. 3633	37%
Emco J. D. Valves	10%
Emco Check Valves	10%
Webber Gate Valves	15%

Reductions in Pipe And Eavestrough

Toronto.

New quotations showing a reduction in the prices of conductor pipe and eavestrough are announced this week. Elbows and shoes are now 55 per cent. off list, while conductor pipe and eavestrough, bridge roll and valley, are now 60 per cent. off list. The previous quotation was only 50 per cent.

Reports indicate that there is a fair demand for these products, but this is generally considered as seasonable and chiefly due to spring building activity. Prices are as follows:

TROUGH (Eave)

O. G., Square Bead and half round. Size in girth:

Per 100 ft.		Per 100 ft.
8-in.	15-in.	$28 80
$15 90	18-in.	36 50
10-in. 17 70		
12-in. 21 20		

Less 60 per cent.

PIPE (Conductor)

Plain, round or corrugated.

	Per 100 ft. in 10 ft. lengths.
2 in., in 10-ft. lengths, list	$18 40
3 in., in 10-ft. lengths, list	22 30
4 in., in 10-ft. lengths, list	29 60
5 in., in 10-ft. lengths, list	40 00
6 in., in 10-ft. lengths, list	49 00

Less 60 per cent.

CONDUCTOR ELBOWS—	
2 inch, list	$5 25
3 inch, list	6 00
4 inch, list	10 50
5 inch, list	24 00
6 inch, list	29 00

Less 55 per cent.

Firmer Tone in Lead

Toronto.

The lead market has evidently developed a firmer tone during the past week and local lead quotations advanced a little.

Zinc is also on the upward trend, and the market promises to continue steady, while business is reported as showing a fairly strong activity.

Prices of the primary lead and zinc products, however, continue unchanged, as follows:

LEAD AND ZINC GOODS

Lead pipe, list, per lb.	0 12½
Lead waste pipe, list, per lb.	0 13½
Do., over 8 in., list, per lb.	0 14½
Lead pipe is subject to a discount of 10%.	
Lead traps and bends	10%
Lead sheets, 4 to 6 lbs. sq. ft., in rolls, lb.	0 09½
Cut sheets, ½c to ¾c lb. extra and cut sheets to size 1c lb. extra.	
Solder, wire, per lb.	0 34
Do., strictly, lb.	0 24
Do., commercial, lb.	0 22
Do., guaranteed, lb.	0 27
Do., wiping, lb.	0 22
Zinc sheets, per lb.	0 16

Wrought Pipe Quiet

Toronto.

Quietness continues to be apparent in the pipe market, and prices for both wrought and steel tubing remain at the reductions recently announced in list No. 51.

Jobbers are reported to be doing a larger business, but pipe mill operations are rather irregular, and the outlook for future activity appears to be in doubt. The pipe list will be found among the current market quotations.

No Change in Plates

Toronto.

Buying in plates and sheets is still reported to be light, with sales fairly numerous but small. Quotations continue to show a range, with prospective signs of brightening in the future. The opinion has been expressed that the development of buying power is necessary before an improvement in present market conditions, or decided increase in volume of transactions, will be produced.

While construction work is needed, yet this alone is not the primary factor in stimulating business activity. The regular course is for the ordinary business of life to gradually expand until the degree of advancement is so apparent that construction work is then encouraged.

The probability is that we have already rounded the turn in the matter of business depression, but many men will not admit this fact until they see signs of great activity, particularly in building. They do not realize the necessity for the buying power to grow as a prerequisite to the establishment of full activity. It does not come suddenly, but very gradually, and long after the turn has been rounded.

A gradual development along such lines is expected to produce improvement in many primary lines, and among the principal, of course, are sheets and plates. The following are current local quotations:

PLATES

10 gauge	from $5 00 to $6 00
12 gauge	5 05 6 05
14 gauge	5 10 6 10
16 gauge	5 20 6 20

BLACK SHEETS

14 gauge	5 10 to 6 10
16 gauge	5 20 6 20
18-20 gauge	5 75 6 75
22-24 gauge	5 80 6 80
26 gauge	5 85 6 85
28 gauge	6 00 7 00

Prices shown are for full cases. An extra charge of from 25c per 00 lbs. is made for less than case lots. An extra 10c per 100 lbs. is also charged on sheets 36 in. wide.

GALVANIZED SHEETS

Premier and Apollo

10¾ oz.	8 60 to 9 60
U. S. 28	8 20 9 20
U. S. 26	7 90 8 90
22 and 24	7 75 8 75
18 and 20	7 60 8 60
16	7 45 8 45
12 and 14	7 40 8 40

An extra 40c per 100 lbs. is charged for Keystone brand copper bearing sheets.

An extra is now charged on galvanized sheets, 10¾ oz. and 28 ga., when shipped out in sheets 3 feet wide. The extra charged over prices shown above is 20c per 100 pounds. Other gauges show no change for different widths.

Prices shown are for full cases. An extra charge of 25c per 100 lbs. is made for less than case lots.

Pipe Fittings Steady

Toronto.

Quotations on pipe fittings again remain unchanged, and the same remark can be applied to general conditions. No marked increase has been recorded, but an expectant attitude has been adopted by the more optimistic dealers. Current prices follow:

PIPE FITTINGS

Cast iron fittings	20%
Plugs, cast iron	27½%
Do., solid	10%
Do., countersunk	net
Bushings	30%
Unions, ¼-in. to 2-in.	40%
Do., ⅛ in., 2½ to 4 in.	35%
Flanged Unions	20%
Dart Unions, blk., ¼ to 2 in.	29%
Do., ⅛ in., 2½ to 4 in.	14%
Do., galvd., add to black	30%
Nipples, blk. and galvd., ⅛ to 4 in., close and short	40%
Do., 4½ in. and larger	30%
Do., long, ⅛ in. to 4 in.	50%
Do., 4½ in. and larger	40%
Do., running thread	20%
Couplings, 4 in. and under	20%

MALLEABLE FITTINGS

	Black.	Galvanized
Class A	0 60	0 75
Class B	0 23	0 32½
Class C	0 15	0 23

Revisions in Waste

Toronto.

In the waste market some brighter signs have been evident but very little improvement is generally shown. Nominal changes in some prices have been made, but conditions generally remain the same, with nothing of a special nature to record.

Local activity has been chiefly confined to the buying of cast iron scrap by foundries, which, it is reported, are not operating up to 50 per cent. capacity. The lower prices in pig iron have resulted in dealers being adverse to offering as much for cast scrap as formerly.

White metals have been firm, and the demand has slightly improved. The scrap rubber situation is at a standstill at present. Local dealers report conditions to be very quiet. Prices for fair-sized quantities, which contain a few revisions, follow:

WASTE MATERIAL

No. 2 busheling		$13 00
Stove plate, per ton	18 00	19 00
Yellow brass	6 50	7 50
Red Brass		10 00
No. 1 machinery cast	22 50	23 50
Heavy melting steel	13 50	14 50
Heavy Copper	10 50	11 00
Scrap zinc	4 00	4 50
Light brass	4 00	4 50
R.Rd. wrought iron, No. 1, gr. ton	13 50	14 50
Scrap pipe	8 00	9 00
Heavy lead pipe	4 00	4 50
Old rubbers, boots and shoes	3 00	3 50
Overseas lumbermen's rub. boots	2 00	2 50
Auto tires	0 50	1 00
Solid tires	0 75	1 25
Tea lead	2 00	2 50

Ingots Remain Steady

Toronto.

The general situation in ingot metals remains the same and a dull outlook is the prospect here. United States and British markets have recently shown a revival of activity in copper and tin, with lead and zinc movements remaining around previous levels. Some slight changes have been recorded in local prices but are not of sufficient degree to indicate market conditions.

TIN.—The upward trend of the market is still apparent and this feeling is reflected in a one-cent increase in local quotations, the price now being 38½ cents. Local business is generally reported small.

COPPER.—The foreign copper market has taken on a more active appearance, and with Japanese, British and French purchases pending, the United States dealers are looking for an ad-

vance. In some quarters prices are reported to be a little higher, but local quotations still remain at 18 cents.

LEAD.—Activity in the lead market is the keynote of the ingot metal situation at this time. An increase in quotations from $6.25 to $6.50 has been recorded here, while foreign markets interpret conditions to mean another advance in the near future.

SPELTER.—Outside markets in this metal continue to be a little erratic. Buying is again reported to be very light and the quiet spell generally continues. Prices locally advanced to $7.50, an increase of 25 cents over last week's quotation.

ANTIMONY. — This market is still firm, but generally less active than was previously reported. Quotations here remained unchanged at from 8 to 10 cents.

ALUMINUM. — The steady improvement in the automotive industry has been productive of a better feeling in aluminum circles. More inquiries have been received, and the price of 30 cents is still holding on local markets.

London Markets

LONDON, May 12.—Business in this section of the country continues to be seasonably good. While there is no apparent rush, there is still evident a steady demand for hardware and the volume of sales is very satisfactory.

Market prices generally remain steady, with the exception of a few lines which are quoted at slight reductions. These small declines include house brooms, clay picks, edge and pick mattocks, grub hoes, crowbars, plated butts, heavy tee and strap hinges, and japanned shelf brackets.

Turpentine advanced twice during the past week, and is now fifteen cents higher than formerly. Linseed oil prices are very firm. Collections are reported to be good, and at present the outlook is very favorable for good trade throughout this district during the summer and fall seasns.

Linseed Oil Firm

London, Ont.

Linseed oil at present is in good demand, and while the prices are exceedingly firm, no changes have as yet been quoted. Advances are looked for in some quarters. Following are the present prices.

LINSEED OIL—	Raw.	Boiled.
1 to 2 barrels, Imp. gal.	0 77	0 80
3 to 5 barrels, Imp. gal.	0 76	0 79
6 to 9 barrels, Imp. gal.	0 74	0 77

Less barrels, add 15 cents gal.
5 gal. jacketed cans, $1.25 each.

Turpentine Again Advanced

London, Ont.

Turpentine advanced twice during the past week on local markets, and is now quoted at fifteen cents per gallon higher than previously. A very good demand is evident, with the new prices as follows:

TURPENTINE—	
1 barrel lots, Imp. gal.	$1 15
2 to 4 barrel lots, Imp. gal.	1 14
5 gallon lots, Imp. gal.	1 30

Cut Nails Reduced

London, Ont.

The demand for nails continues to be only fair; but a slight reduction in the price of cut nails is shown. The new quotation is $5.75 base; the previous local price being $6.00. Wire nails still remain at $4.65 base.

White Lead Unchanged

London, Ont.

Good sales continue to be the rule in white lead in oil, and there is a very fair seasonable demand. Up to the present, however, there has been no change in price and following are still the market quotations:

WHITE LEAD IN OIL

	Tons.	Less Tons.
Pure, per 100 lbs.	$14 95	15 30
Elephant, per 100 lbs.	15 45	15 80

House Brooms Decline

London, Ont.

An average reduction of one dollar per dozen is announced in the price of corn house brooms. There is reported to be a fair demand. Following are the revised prices:

CORN HOUSE BROOMS—	Per doz.
Special	$5 00
4-string parlor	7 75
4 string, hardwood handle	6 50
No. 7 hardwood handle	9 00
XX hardwood handle	5 75

Clay Picks Reduced

London, Ont.

Considerably lower prices are shown on clay picks, the extent of the reduction being on a basis of two dollars per dozen. Following are the new quotations:

PICKS (Clay)—	
5 to 6 lbs., per doz.	$ 9 50
6 to 7 lbs., per doz.	10 50
7 to 8 lbs., per doz.	11 50

Edge and Pick Mattocks Show Decrease

London, Ont.

Edge and pick mattocks are also among those goods showing a fairly large drop in price this week. The new price of $11.50 per dozen being $2.50 lower than the previous quotation.

Grub Hoes Are Reduced

London, Ont.

A reduction of two dollars per dozen has been announced in the price of grub hoes. These have been sellIng fairly well. The new price is $9.00 per dozen.

Crow Bars Revised

London, Ont.

The new revision in the price of crowbars shows a reduction of one and a half cents per pound. Quotations are now $9.00 per cwt.

Butts, Hasps and Hinges Show Lower Range

London, Ont.

Slightly lower prices are now in effect in several lines of common hardware. This adjustment includes plated butts, heavy tee and strap hinges, japanned shelf brackets, wrought staples, safety hasps, hasps and staples, and barrell bolts. The average reduction is from 5 to 10 per cent.

New Net Prices on Heavy Tee and Strap Hinges (Bulk).

	Tee.	Strap.
4 inch, dozen pair	1 55	1 90
5 inch, dozen pair	1 95	2 30
6 inch, dozen pair	2 20	2 50
8 inch, dozen pair	2 50	3 35
10 inch, dozen pair	4 50	5 90
12 inch, dozen pair	7 15	7 35
14 inch, dozen pair	7 80	8 40

JAP'D SHELF BRACKETS—3 in. x 4 in., 90c dozen pair; 4 x 5, $1.20; 5 x 7, $1.80; 6 x 8, $2.20; 7 x 9, $2.60; 8 x 10, $3.00; 10 x 12, $4.40; 12 x 14, $6.70; 16 x 18, $15.00.

PLATED BUTTS—2½ x 2½, 35c pair; 3 x 3, 37c; 3½ x 3½, 38c; 4 x 4, 50c; 4½ x 4½, 75c; 5 x 5, $1.30.

Clothes Line Wire Slightly Lower

London, Ont.

Slightly lower prices are quoted on clothes line wire, for which dealers report an average demand. The new quotations are as follows:

CLOTHES LINE WIRE—XX in 50 ft. lengths, $6.95 per M. ft.; in 100 ft. lengths, $6.35. XXX, in 50 ft. lengths, $7.50 per M. ft.; in 100 ft. lengths, $6.95.

Rope Sales Numerous

London, Ont.

A steady increase has been noticeable in the demand for rope, and sales are reported to be more numerous. There have been no changes in prices up to the present, and the following quotations prevail:

ROPE—Pure Manila, 24½c base; Beaver Manila, 20c; New Zealand Hemp, 20c; Sisal, 18c.

Netting Selling Well

London, Ont.

Good sales are reported in poultry netting of Canadian manufacture. The annual spring activity is credited with the reason for this demand. Prices for both the 1 and 2-inch mesh are maintained at list, plus 10 per cent.

Screen Wire Active

London, Ont.

Preparations for summer have resulted in stimulated sales of screen wire cloth. The local price for painted black screen is $3.50 per hundred square feet.

Demand For Garden Tools

London, Ont.

A good seasonable demand prevails for all garden and harvest tools, and dealers report numerous small sales in these articles. The prices remain at list, less 50 and 10 per cent.

Selling Active in Spades and Shovels

London, Ont.

Spades, shovels and scoops are also selling well at the present time. The prices on these are unchanged, being list, less 35 per cent.

Lawn Mowers Unchanged

London, Ont.

An average demand for lawn mowers is expected at this season of the year; and although sales in these machines have been fair up to the present, it is

thought that the higher prices prevailing, has lessened the activity in some quarters. Following are local quotations:

LAWN MOWERS

Taylor-Forbes Make—
Star, 10 per cent. off list.
Woodyatt, 10 per cent. off list.
Daisy, 15 per cent. off list.
Empress, 15 per cent. off list.
Brockville make, Net list.

Mop Wringers Reduced

London, Ont.

New and lower quotations are given on white mop wringers, this adjustment following a general reduction on these lines. The prices now shown are as follows: No. 1, $45.00 per dozen; No. 2, $31.00 per dozen; No. 3, $38.00 per dozen.

Winnipeg Markets

WINNIPEG, May 12.—Declines in prices of hardware commodities are reported to be slowing up, and a somewhat firmer tone is now visible on most lines of heavy goods.

Reductions are noted this week on No. 241 butts, alarm clocks, heavy strap and tee hinges, corrugated strap and tee hinges, and several lines of small tools. Wrought iron pipe is held at recent changes, while pipefittings, bar iron and steel, plates and sheets have experienced no revision in prices.

Business on the whole can be summed up as being fair, but is not generally up to expectations for this season of the year. The inclement weather last week undoubtedly caused a setback in the sale of seasonable lines. Collections are now stated to be improved.

Steel Grease Cups Down

Winnipeg.

Prices have been marked down on steel grease cups, and are now quoted at the following figures:

GREASE CUPS—000, 6c each; 00, 7c; 0, 10c; 1, 12c; 2, 20c; 3, 27c; 4, 38c.

Reductions on Corrugated Hinges

Winnipeg.

Prices have been reduced on corrugated tee and strap hinges, and are quoted at the following:

CORRUGATED TEE—4 in., $2.45; 5 in., $2.70; 6 in., $3.65; 8 in., $5.75; 10 in., $8.25.

CORRUGATED STRAP—4 in., $1.60; 5 in., $2.20; 6 in., $2.85; 8 in., $4.75; 10 in., $7.20; 12 in., $11.05.

Cotton Waste Steady

Winnipeg.

No changes have been made in waste prices and the demand is stated to be improving. The following are present quotations:

WASTE—Cream, polishing, 24½c; White, XXX extra, 21c; XX Grand, 20c; XLCR, 19c; X Empire, 17½c; X Press, 16c. Colored, fancy, 17½c; Lion, 16c; Standard, 14½c; Popular J, 13c; Keen, 11½c.

Above prices are subject to trade discount for quantities.

Sheets and Plates Unchanged

Winnipeg.

The prices for black and galvanized sheets are holding at recent changes, and following are the present quotations:

BLACK—10 ga., $7.15; 12 ga., $7.15; 14 ga., $7.20; 16 ga., $7.30; 18 ga., $7.80; 20 ga., $7.80; 22 ga., $7.85; 24 ga., $7.85; 26 ga., $7.90; 28 ga., $8.15.

GALVANIZED—16 ga., $9.10; 18 ga., $9.25; 20 ga., $9.25; 22 ga., $9.40; 24 ga., $9.40; 26 ga., $9.55; 28 ga., $10.15; 10¾ oz., $10.55.

Brass Jack Chain Slightly Lower

Winnipeg.

Lower prices are given this week for brass jack chain and following are the latest quotations:

BRASS JACK CHAIN—Single, No. 10, $3.85; No. 12, $3.53; No. 14, $1.75; No. 16, $1.10; No. 18, 77c; No. 20, 60c; No. 22, 60c; No. 24, 60c. Double, No. 10, $5.25; No. 12, $3.52; No. 14, $2.25; No. 16, $1.45; No. 18, $1; No. 20, 80c; No. 22, 80c; No. 24, 80c.

Heavy Tee & Strap Hinges Down

Winnipeg.

A reduction has been made this week in the quotations on heavy tee and strap hinges in bulk. Following are the latest prices:

HEAVY TEE—4 in., $1.75; 5 in., $2.20; 6 in., $2.45; 8 in., $2.80; 10 in., $5.05; 12 in., $7.90; 14 in., $8.50.

HEAVY STRAP—4 in., $2.10; 5 in., $2.55; 6 in., $2.65; 8 in., $3.75; 10 in., $6.70; 12 in., $7.75; 14 in., $9.40.

Plated Butts Reduced

Winnipeg.

A reduction has been made in the prices of No. 241 plated butt hinges, and the changes result as follows:

No. 241 Antique Copper and Dull Brass Finish. —2½ x 2½ in., 36c per pair; 3 x 3, 38c; 3½ x 3½, 39c; 4 x 4. 52c; 4½ x 4½, 77c; 5 x 5, $1.34; 6 x 6, $2.35.

Reduction in Alarm Clocks

Winnipeg.

Further reductions have been made this wee ko nalarm clocks and the following are the revised quotations:

Big Ben, $3.85; Baby Ben, $3.85; America, $1.80; Sleepmeter, $2.35.

Ball Pein Hammers Reduced

Winnipeg.

Prices have been slightly reduced on Heller's ball pein hammers, and are quoted as follows:

No. 4, $17.85 per dozen; No. 5, $18.75 per dozen; No. 6, $20.25 per dozen; No. 7, $21.50 per dozen.

Jack Chain Revised

Winnipeg.

Prices have been slightly reduced on on iron jack chain, and following are the latest revised quotations:

IRON JACK CHAIN—Single, No. 7, $1.20; No. 8, $1.05; No. 9, $1; No. 10, 88c; No. 12, 72c; No. 14, 60c; No. 16, 52c; No. 18, 44c; No. 20, 44c. Double, No. 7, $1.55; No. 8, $1.25; No. 9, $1.15; No. 10, $1.05; No. 12, 80c; No. 14, 65c; No. 16, 58c; No. 18, 52c.

Pittsburgh Markets

PITTSBURGH, May 12.—Production of pig iron in the United States is now at the rate of about 14,000,000 tons a year, which compares with rates of 39,000,000 tons last October and 40,000,000 tons in March, these being the two high months of the year. Actual production as officially reported was 36,925,987 tons in 1920 and 39,434,794 tons in 1916, the record year. Thus the present rate of output is extremely low and indeed is lower than the actual production in any year since 1900. By comparison with capacity the showing is still worse, for the capacity is considerably in excess of outputs previously attained. In 1916 there was production approximately equal to the existing capacity, but since then the capacity has been materially increased, for very little of the war-time construction became effective in 1916. Last year there was an effort during the first eight or nine months to make maximum output, but transportation difficulties prevented any full attainment, chiefly through causing a shortage of coke.

The capacity is fully 45,000,000 tons, this figure not representing theoretical capacity, but the actual production that could undoubtedly be realized if there were reasonably fair manufacturing conditions, such as existed in 1916, and were normal before the war, including proper transportation service and an adequate supply of efficient labor. Compared with 45,000,000 tons capacity the present rate of production of 14,000,000 tons of pig iron a year is 31 per cent.

The merchant blast furnaces make a much poorer showing than the steel works furnaces, since the merchant furnaces are producing at the rate of only about 2,000,000 tons a year, their capacity being approximately 12,000,000 tons, so that their rate is only about 17 per cent. The steel works furnaces are producing at about 12,000,000 tons a year, or 36 per cent. of their estimated capacity of 33,000,000 tons.

The chief reason the merchant furnaces are operating at a much lower rate than the steel works furnaces is not that there is a much smaller demand upon the malleable and gray iron foundries, steel foundries and detached steel works that use merchant pig iron, as compared with demand upon the steel works that have blast furnaces of their own, though there may be a little difference in this respect. The difference is due chiefly to the existence of stocks of merchant pig iron in the hands of both producers and consumers. The steel works that have blast furnaces naturally do not stock pig iron to any extent, partly because they do not buy or sell, and partly also because they normally use molten iron, which is much more economical, and make it as they consume it. In the case of merchant iron, on the other hand, consumers normally carry stocks and some months ago these stocks increased, while the furnaces also have stocks. A blast furnace must either run

Continued on page 64



Cater to the Painter

Give the painter the quality he expects and the quality he demands. Your success depends on the results he gets.

Glidden Endurance Paint is a true painter's paint. It's the kind his customers like to have him use. They know its wonderful qualities and unquestionable worth. Fifty years of successful performance has convinced them of Glidden reliability. That's why painters choose Glidden.

Identify yourself with Glidden and go after the painter's business. You will find a ready response among painters for Glidden products. Write to-day for dealer's proposition.

THE GLIDDEN COMPANY, LIMITED
Toronto, Ontario
Branches at Montreal and Winnipeg



If interested tear out this page and place with letters to be answered.

Some Valuable Pointers in Paint Selling

Low Grade Paint Will Not Please Customer and This Will Ultimately Discourage the Retail Salesman—Intelligent Advice Makes Many Customers

Written for Hardware and Metal by Harry Borland, the Martin-Senour Co., Ltd., Sales Staff



The hardware merchant will be on the watch for all helpful pointers to aid paint selling at this season, and suggestions for the paint window displays, which must be made frequently at this season, should be helpful. Herewith is a suggested display embracing a number of lines required at this season. There are exterior and interior paints, varnishes and specialties, paint and whitewash brushes, etc. The use of neat electric fixtures gives the display an attractive appearance when illuminated at night.

THE first and most important thing to gain for a successful paint department in retail hardware is the confidence of your salesmen on the quality of the goods you ask them to recommend and sell to your customers. If the paint is of a low grade, and one that you yourself have no faith in, do not ask your salesmen to recommend it. The low-grade paint will fail to please the customer, Mr. Merchant, and you have not only failed to please your customer but you have discouraged your salesmen. Not only on paint sales, but on all other sales, and they become discouraged. If the quality is high, and you know it to be high, and your faith is in its quality, impart that faith to your salesmen, inspire and enthuse them with its value, service and beauty, and to ask them to co-operate with you in making that department grow with value to consumer, salesman, merchant and the company you represent.

Service to Customers

Keep before you that paint is an absolute necessity in the home. Its use and needs are frequent or constant. The first sale to a home is the introduction of your line of paint, varnish or stain, as the case may be. If you have explained to your customers its proper use and value you have gone far to make its use a success. Many failures in paint sales, and more particularly in repeat orders, are brought about by no instructions, or improper instructions, on its proper application. The customer may ask your opinion to color, tone and effect, and the guidance you are able to give will go far, not only to bring this person back to your store for more paint, but to bring many others in your locality who see and admire the work done. If the tone is bad and the colors are poorly arranged or selected, you need not hope for future or repeat orders.

Instruct to Avoid Abuses

Paints, varnish, stains and enamels promote beauty. Study their values, educate as to their uses and instruct to avoid any abuses when applying.

A beauty paint window is always a big drawing card. In this do not overcrowd your display, a small assortment, neatly arranged, will bring the proper results. Change your window often and where possible use an alternating electric lamp for night displays.

Arrange your paint department in a prominent place in your store, at the front if possible.

Keep your mailing lists up to date—they are working while you sleep.

Sell the large sizes, five gallon cans and one gallon cans, through your full co-operation, while your opposition dealer is selling the small cans.

Continued on page 58



BOECKH
TRADE MARK
EST^D 1856
TORONTO

Boeckh's Brushes Are Rubber Set

And further strengthened by the powerful grip of well-made ferrules. The bristles cannot come out of Boeckh's Brushes. The bristles are the finest of selected boar bristles, carefully sorted and skilfully set, to make a perfect brush. Boeckh's Brushes are reliable, dependable,

And Fully Guaranteed

There is no risk for the merchant in handling Boeckh's Brushes. He is supported by the co-operation of the whole Boeckh organization. Good, striking displays of Boeckh's Brushes, coupled with the hardware merchant's ability and salesmanship, bring good sales and profitable repeat business.

Boeckh's Catalogue Points the Way to Profit

The Boeckh Company, Ltd.

Toronto, Canada
Established 1856



The Brush Department

Specific Suggestions in Brush Selling

Hardware Merchant Finds Early Start and Maintenance of Good Brush Display Throughout Season is Big Help in Brush Selling—Suggesting Brush for Boat Painting, Summer Cottage Renovating, Etc.

DISCUSSING brush selling with a hardware merchant in an Ontario city recently, Hardware and Metal was informed that in so far as household trade is concerned, the customers of that store followed the habit of buying a medium-priced brush which was always thrown away when the annual clean-up is completed. Then they need a new brush when the next occasion arises to use a brush. For this reason this merchant has developed trade largely in the popular priced variety of brushes.

"By having a good stock of brushes that can be sold at a price which most people will pay they will usually throw away the old one and buy a new one each season," stated this merchant.

Through education the paint customers of this store have come to be large purchasers of good quality paint, as compared with cheap grades, and they have also been educated to the value of using a good brush to insure a good painting job. "Service" is the watchword of this store, and the merchant contends it is an important element in giving service to point out to customers the advantage of using a good quality brush wherever one is required. An early start is made in displaying paints and brushes in this store and it is found that this early start enables the gathering of greater momentum as the season progresses and in the final analysis results have been found to be appreciably greater than when less initial effort is expended.

Throughout the paint selling season, a showcase is devoted to the display of various brushes. This display includes a range of housecleaning brushes, whitewash brushes and paint brushes. Many of these brushes are designed to facilitate certain housecleaning operations, and unless they are well displayed the housewife is apt to pass them by. This display is maintained right near the paint department where the interests of both may be more closely linked. At the present time this merchant is showing brushes and paints for painting boats and for summer resort work. House painting, of course, forms the basis of the appeal, but these other interests are worthy of special attention and this merchant has found that the specific suggestion that it is time to paint the canoe, sailboat or skiff, that it is time the summer cottage had a coat of paint, shingle stain, etc., has produced best results.

Paint Trade Suffered Less Than Other Lines

During Re-adjustment Period, States W. H. Cottingham, President Sherwin-Williams Co. of Canada, Ltd.

MONTREAL.—"The paint, varnish and allied trades industry suffered less during the re-adjustment period than many other industries, whose products were not so much of a necessity," said W. H. Cottingham, president of Sherwin-Williams Company, in expressing his opinion on conditions in the above industries. "The great need, and the growing recognition of the necessity for the preservation of buildings of all kinds by the use of a protective coating has kept up the volume of business that, apart from the decrease in price that has taken place, compares favorably with former years," he continued.

While Mr. Cottingham may be always termed an "optimist," he bases his views on the sound judgment acquired through thirty years of successful handling of business, under most adverse conditions as well as favorable.

Mr. Cottingham is an old Canadian boy and has always retained his Canadian citizenship. He is president of the Canadian Company, the American house of The Sherwin-Williams Co., also the English Company, with headquarters in London. He returned from England just three weeks ago.

SOME VALUABLE POINTERS IN PAINT SELLING

(Continued from page 56)

Follow instructions gained from pamphlets and other advertising mediums supplied from the paint "house" and watch your paint department grow and grow and grow, it will not be long in showing you 300 per cent. gain in one season.

Use the "Save the Surface and You Save All" slogan. You cannot get anything more honest, more practical and more appropriate for your department, because your line of paint does just these very things.

Some Important Points

I want to leave with you a few simple instructions in closing, that will help much to keep down trouble and afterclaps in the paint department. These should be conveyed to your paint customers:

First: Open can and stir until all pigment is dissolved.

Second: Use a good quality brush.

Third: Prepare the surface by wiping down walls with a clean cloth. Shellac knots, if any, fill cracks, and proceed to give the work a coat of ground color or surfacer. After this is dry take your can of paint, stir again and proceed to apply in limited quantity, each brushful being brushed out to its full extent in an even and proper manner.

Fourth: Never apply second coat until first has had two days at least to dry.

Fifth: Never apply white enamel until you have applied at least two coats of under coating or flat white.

Sixth: Do not paint or varnish a floor the day it has been scrubbed.

Seventh: Do not put anything in paint but pure linseed oil or pure turpentine, and make sure it is pure. The quantity of either used is also limited and too much will spoil the job.

Do not under any circumstances sell a substitute for turpentine or linseed oil and hope to keep your paint department in a clean, healthy and growing condition. You cannot get away with it. Others have tried and failed. Let the other fellow experiment on price, he will lose. If you want to win, win on quality and in this you will gain value, service, a pleased customer and a constant friend.

Improvement in Paint Trade

Kingston, Ont.—Hardware dealers report a good trade. During the war, when help was so scarce, and the price of paint was comparatively high, owners of houses put off work that should have been done; but this season, when help is so plentiful, and the price of paint is somewhat cheaper, there is a good deal of work being carried on.

Moore's Paints

Moore's Paints will "save the surface" and build business anywhere in the Dominion. Every brand of Moore's Paint and Varnish will produce satisfactory results for the consumer, and bring the dealer many new friends, who will show their appreciation in repeat purchases, and in recommending these efficient paints to their friends.









Moore's Products

"Impervo" Porch and Deck. "Tile-Like," Moor-amel, "Muresco," "Impervo" Varnishes, More-lustre Enamel, Barn Paint, Moore's Floor Paint, Sani-Flat, High Gloss Enamel, Carriage Enamel, Wagon and Implement Paint, Shingle Stain.

Our Guarantee

Every can of Moore's Paint or Varnish is backed by our iron-clad guarantee of entire satisfaction or money cheerfully refunded.



A Profitable Agency

A Moore Agency is a paying game—a business-builder of some considerable merit and well worth your investigation. Write us to-day for full particulars.



Benjamin Moore & Co.

LIMITED

Paints, Varnishes and Muresco

Toronto **Winnipeg**

Changes Among McArthur-Irwin Executives

John Irwin Elected President, Succeeding Late George Y. Chown—R. H. Monk is Appointed Vice-President, Succeeding Mr. Irwin

MONTREAL. — McArthur - Irwin, Limited, Montreal, corroders and grinders of white lead, manufacturers of paints and varnishes, have appointed as their new president, John Irwin, who was until then vice-president and managing director of the company. The presidency was recently made vacant by the death of George Y. Chown, of Kingston, Ont., notice of whose decease recently appeared in these columns.



JOHN IRWIN,
formerly vice-president and managing director of McArthur-Irwin Co., Ltd., Montreal, who has been elected to the presidency of the company, succeeding the late George Y. Chown.



R. H. MONK,
Who succeeds John Irwin in the position of vice-president of McArthur-Irwin Co., Ltd., Montreal.

Mr. Irwin is one of the rising men in the business community of Montreal. His worth is widely recognized and appreciated in the commercial world. The record of his business career is sufficient evidence of his latent power and energy, and the esteem in which he is held is a tribute to his universal popularity.

When in 1912 Mr. Irwin purchased the old firm of McArthur, Corneille & Co., which was established in 1842, he undertook a task which was commensurate to his ability. His energy, capacity and business foresight quickly put new life into the old firm. With optimism and energy he has greatly extended the activities of the organization.

In addition to his connection with McArthur-Irwin, Limited, Mr. Irwin is now president of Parker, Irwin, Limited, Montreal; vice-president of Davies-Irwin, Limited, Montreal; vice-president of Laporte-Irwin, Limited, Montreal; president of Perfection Counters, Limited; director of Standard Amusements, Limited, Montreal; director of Century Amusement Company, Montreal; and vice-president of Miller Extracts, Limited, Millerton, N.B.

At the last election Mr. Irwin was returned as a member of the council of the Montreal Board of Trade to represent thereon the paint industry of Montreal.

R. H. Monk to Be Vice-President

R. H. Monk, just appointed vice-president of McArthur-Irwin, Limited, Montreal, is an Englishman by birth and a Canadian by adoption. After he graduated from King's College, London, he spent the early part of his business career in the research laboratories of the firm of Sherard, Cowper, Coles, specializing in research work in white lead, paint, color, and varnish industries. Later on he went to Calcutta, India, where he helped to build up the paint business of Turner, Morrison & Co., well known Indian merchants. Later he returned to England and entered the employ of Lewis Berger & Son, subsequently coming to Canada as assistant manager of the paint factory of Henderson, Potts, Limited, who later became Brandram-Henderson, Limited, at which time Mr. Monk was placed in charge of the entire lead corroding business.

In 1919 he joined the firm of McArthur-Irwin, Limited, and established their lead corroding works in Outremont, Quebec.

English Conditions Sound, Says W. H. Cottingham

Walter H. Cottingham, president Sherwin-Williams Co., who has returned from a trip through England and France, states that business and political conditions in England are intrinsically sound. Most of the working men are behind the government. They are not Bolshevik.

"The present situation is looked upon as something that was bound to come as part of the after-war readjustment," said Mr. Cottingham. "'It is part of the struggle to adjust wages which we are also passing through in this country."

Conditions in England and France are by no means as bad as they have been painted by some who have returned from there, Mr. Cottingham asserted.

"Both nations have already gotten back to a situation much more nearly normal than is generally believed in this country," he said. "Business and social conditions there strike one as remarkably similar to ours."

Gas Plant Nears Completion

The directors of the Canadian Libbey-Owens Sheet Glass Co. recently held a meeting covering a period of two days, which included an inspection of the new plant being erected at Hamilton, Ont. Due to the exceptionally mild weather of the past winter, excellent progress has been made in the construction of this building and the roof is now in position and the special glass machinery is being installed. The engineers in charge of construction predict that glass will be turned out of this factory about August 1st, 1921.

Special Sale of Electric Fixtures

One of the most successful sales of electric lamps and electric fixtures that Ingram and Davey, of St. Thomas, Ont., have held was conducted recently. The firm offered a 10 per cent. reduction on lantern fixtures, candle fixtures, stand lamps, domes, bedroom lamps, portable lamps and indirect fixtures and offered to prepay the freight on all orders of $10 and over. An extra special offer was a 12-inch pan fixture in brush brass with Flemish finish and hand-painted shades for $8.89.

The firm backed its store and splendid window display by a four column advertisement 11 inches deep in which cuts were shown of lamps and fixtures. The window display was a centre of real interest not only for the people of the city but for hundreds of farmers who motored in. Prices were conspicuously displayed and when the window was lighted at nights it made an exceptionally attractive showing and one that "pulled" business.

Registered Floglaze

The finish that endures



"Save the surface and you save all" *Paint & Varnish*

The Seven Floglaze Lines

Home and Farm Finishes
Velvet Finish
Art Shades
Auto Finish
Porch and Veranda Floors
Lac Shades
Exterior Finishes

For Exterior Surfaces

(The can with the black and blue label)

An improvement on anything in the line of oil paint for exterior work.

Gives a better and higher gloss.

Brushes, spreads and flows better than anything yet produced for outside finishing.

Dries harder, wears longer and gives better protection.

A strictly high class line for trade that requires something unusual, both in appearance and lasting qualities.

Our dealers' booklet, "A Guide to Larger Profits," gives detailed description of Floglaze Exterior Finish and six other Floglaze lines. Write us for a copy.

THE IMPERIAL VARNISH & COLOR CO. LIMITED

HEAD OFFICE **TORONTO** CANADA

MONTREAL **WINNIPEG** **VANCOUVER**

Distributors for British Columbia:
The Callander Shore Co., Ltd.
155 Pender Street West
Vancouver, B.C.

Sole Distributors for Manitoba, Saskatchewan and Alberta:
MILLER-MORSE HARDWARE CO. LIMITED
"THE BIG WINNIPEG HOUSE"

Eastern Distributors:
Paint & Varnish Limited
243 Beaver Hall Hill
Montreal, Que.

If interested tear out this page and place with letters to be answered.

Weekly Paint Markets

Montreal

MONTREAL, May 12.—Turpentine features the paint markets this week with a fifteen cent advance, this making the third advance in the last three weeks. The tendency continues firm with higher quotations probable as the busy season continues. Linseed oil shows no change in most quarters, but the range of prices is smaller. The lower prices, quoted by a few jobbers, has been raised three cents this week. White lead in oil is held at same quotations, with stocks now low and pig lead continuing strong on the primary markets. Putty is stationary, also shellac. Window glass is slow but firmer than it has been in the past months of this year.

Paint manufacturers report a very active week in paint and varnishes, with sales piling up to meet the record of last year. Altogether, the paint industry is today "booming."

Linseed Oil Holds

Montreal.

Linseed oil prices are holding unchanged from last week in most quarters at 84 cents for raw in one barrel lots, while a quotation of 78 cents is given by others with the advance to the higher level expected. The flax seed market is continuing firm with little advance, however, showing throughout the week. Following are present quotations:

LINSEED OIL—	Raw		Boiled	
1 to 2 barrels ...	0 78	0 84	0 81	0 86½
5 to 10 barrels ..	0 76	0 82	0 79	0 84½

Broken lots, add 10c gal.

Further Advance in Turpentine

Montreal.

The longest jump in turpentine quotations since the commencement of higher levels of three weeks ago is recorded this week, an advance of 15 cents a gallon being given. Present quotations are $1.20 in one barrel lots. As has been stated in recent issues of Hardware and Metal, when turpentine reached as low as 87 cents, it was thought much below the level that present conditions in other paint products warranted, and advances would, in all probability, be made as soon as the demand became anywhere near normal for this season of the year. However, the upward trend has been beyond expectations in the past three weeks, when a gain of 33 cents has been made. Last week a range of prices was given, certain wholesales maintaining a price 10 cents below the general quotations, but this week the lower prices are withdrawn. A continued firmness is looked for, with further advances not improbable. Following are quotations:

TURPENTINE—	Per Imp. Gal.
1 barrel lots	1 20
2 to 4 barrel lots	1 18
Broken lots	1 30

White Lead Firmer

Montreal.

With stocks now low in the hands of corroders, and the strength of pig lead continuing on the primary markets, white lead in oil now has a much firmer tendency than has been shown in the past months of this year. Pig lead has shown another substantial advance this week. With the trend of the white lead market pointing downward in the past few months, the tone of both pig lead and linseed oil causes a somewhat different aspect. Quotations are held as per current market page, with little change expected, for some time at least.

Shellacs Unchanged

Montreal.

Quotations on both white and orange shellac are holding unchanged again this week. The tendency of the market has shown a slight improvement in recent weeks, gum shellac having firmed considerably. Stocks are now reasonably low for this season among the paint manufacturers, and with any purchasing by these sources at present might stiffen prices rather than further declines. Sales are reported favorable, although confined to small orders. Following are quotations:

Orange shellac, in barrels, $3.50; in one gal. jugs, $3.80; white, in barrels, or 5 gal. jugs, $3.85; in one gal. jugs, $4.25.

Limited Sales of Putty

Montreal.

With building construction not yet advanced to create any stimulus in the sales of putty, the movement continues slow. Prices are unchanged with a steady market anticipated. Following are quotations:

Standard Putty—	5 ton	1 ton	ton
Bulk barrels, 800 lbs.	$5 00	$5 25	$5 60
Bulk drums, 100 lbs.	6 00	6 25	6 60
Do., or tins, loose, 25 lbs.	6 25	6 50	6 85
Drums or tins, cased, 25 lbs.	7 00	7 25	7 60
1 lb. tins	9 75	10 00	10 35

Pure Linseed Oil Putty, $1.50 per 100 lbs. advance over above prices.

Glass Slow But Firmer

Montreal.

Wholesalers report very little change in the window glass situation, business remaining light. The tendency is, however, firmer, with the Belgian market holding its strength. Two large ships have arrived this week in Montreal carrying good supplies of glass. Locally a better feeling exists among the importers and jobbers, and a steadier market may be looked for. Quotations remaining at 50 per cent. off Montreal list.

Paints and Varnishes Active

Montreal.

Paint, paint sundries and varnishes are selling well on a steady and firm market. This condition will, in all probability, prevail for some time now. Manufacturers all report that small orders coming by telegraph, telephone and mail are very numerous, with difficulty in getting them off in good time to the various dealers. With painting weather now here to stay for this season, sales will keep up to a high record. No change in quotations is anticipated until the busy season is over at least.

Toronto

TORONTO, May 12.—Chief interest in paint circles continues to revolve around the turpentine and linseed oil situations. Linseed oil has advanced this week and the demand is reported to be very firm. Turpentine has now reached $1.15 per Imperial gallon for one barrel lots, and conditions are erratic, with future prospects in doubt.

An active season in paints and varnishes has stimulated merchants into an optimistic mood, and general satisfaction is expressed all through the trade. Automobile colors and floor finishes are experiencing a strong demand.

Brush prices are being well maintained; while quotations on white lead in oil and putty continue firm. Glass prices also remain unchanged on local markets. A better feeling is predominent in trade circles, with conditions generally showing improvement.

Turpentine Again Higher

Toronto.

More foreign inquiries and the prospects for a fair volume of future shipments have produced a strong demand for turpentine, with the result that a further rise in price is evident. Locally the market is unsettled, with a reported shortage of stocks on hand.

Whether the recent changes indicate a gradual readjustment towards higher levels, or is just a temporary tendency, is hard to determine. Increases have been in some measure due to anxiety for immediate shipments, but the possibility of strikes among shipping circles

MEAKINS BRUSHES



Profitable Sales

and repeat orders will reward the dealer who stocks Meakins famous Rubber Set Brushes. The "man on the street" knows that satisfaction and Meakins Brushes are synonymous. He knows that the bristles will stay in; that these brushes can be used on delicate work with the utmost confidence; that the bristles will not adhere to the surface of the work. That Meakins Brushes are made from selected materials by skilled workmen.

Write now for particulars that will multiply your business.

Write for Catalogue.

Meakins & Sons, Limited, Hamilton, Ont.

Warehouses: Winnipeg, London, Toronto, Montreal, Vancouver, Pilkington Bros., Calgary, Alta.

If interested tear out this page and place with letters to be answered.

spreading to other transportation facilities is not counted upon to figure very prominently in future price announcements, as a scarcity of supply from this direction is said to have been substantially guarded against. The market is fluctuating, due to present demands, and prospects show signs of continued unsettlement. The latest quotations follow:

TURPENTINE—	Per Imp. Gal.
1 barrel lots	1 15
2 to 4 barrel lots	1 14
5 gallon lots	1 30

Linseed Oil Prices Change

Toronto.

The price of linseed oil has advanced 8 cents per gallon. This increase has been expected, and brings the local quotation to 85 for raw and 88 for boiled on one to two barrels.

The unexpected receipt by U. S. interests of European orders for quantities of linseed oil has stimulated the demand for flax seed to such an extent that it is being prophesied by some that the price of linseed oil will likely reach the dollar mark during the next few months. Whether this will be so or not the Argentine market is unusually brisk at present, and some further calls from foreign parts, where internal conditions have been suddenly, if but partially, settled, has had the effect of boosting the demand here.

Heavy purchasing of Canadian flax seed by U. S. interests still continues, but whether the American proposed emergency tariff increase of ten cents per bushel on seed will affect this situation adversely or not is at present stated to be a gamble. No indication can be secured as to whether local conditions will force further increases, as the market just now is extremely erratic.

The demand for linseed oil is fairly good, and the fact that the oil cake has shown a reduction in price means that this decrease on the by-product must be added by the manufacturers to the oil itself. According to this viewpoint some further advances are expected in certain quarters, should the present situation develop along these lines. Present quotations are as follows:

LINSEED OIL—	Raw	Boiled
1 to 2 barrels, per gal.	0 85	0 88
3 to 5 barrels, per gal.	0 84	0 87
6 to 9 barrels, per gal.	0 82	0 85

Less barrels, add 15 cents per gal.

Brisk Sales in Paints & Varnishes

Toronto.

Seasonable activity was naturally expected in paint and varnish sales, but recent market reports indicate an eager rush of business which is keeping all paint dealers exceptionally busy.

The country trade in all kinds of paint products is reported to be very good with prospects infinitely better than they were last season. Dealers are all very optimistic, and it is evident now that the smaller merchants have been holding off all through the winter months, and only kept a small stock, with periodic orders based on local requirement. The consequence is an unusually busy spring; and reports from some quarters indicate that a much greater volume of business than was transacted along these lines last year is confidently anticipated.

Floor finishes are in good demand, and automobile colors are also proving quite popular this season. No changes are made in the current prices of paints and varnishes, and while no advances are looked for, yet the higher prices likely to prevail on turpentine and linseed oil, will probably prevent any decline which might have been otherwise expected. Therefore, it is intimated that present quotations will likely hold until the end of this season; providing the situation does not develop any unsettling incidents.

Brush Prices Firm

Toronto.

Paint brush prices are being well maintained, and the seasonable demand continues to be fairly good. Orders continue small, although more numerous, indicating a waiting policy on the part of dealers. But very few changes, if any at all, are expected at this time; and any reductions towards midsummer would only be slight changes on a few lines where dealers might have overstocked. The effect of the Chinese famine has been felt in the bristle market, and it is considered that this situation would result in preventing any further declines here. Russian bristles are still hard to obtain.

Putty Is Steady

Toronto.

No change has been reported in the current price of putty; but demand is stated to be fairly good, which is attributed to seasonable activity. Although the price is still stationary, the increased firmness in linseed oil markets will likely prevent any decline. The following are the current quotations:

PUTTY—	Per 100 lbs.
Standard in 100-lb. drums	7 05
Do., 25-lb. irons	7 30
Do., bladders in bbls.	8 30
Do., less quantities	8 55
Pure, in 100-lb. drums	8 55
Do., 25-lb. irons	8 80
Do., bladders in bbls.	9 80

White Lead Firm

Toronto.

The seasonable demand for white lead in oil continues to be good, but no changes in price have been recorded locally. Advances have been reported from both United States and British markets, and it is thought that this will have the effect of steadying prices here. Other reports, however, indicate that the production of lead is below normal, and with summer weather prevailing and a continuance of demand for white lead in oil, the view has been expressed that there are possibilities of the price advancing in the future. $14.95 per 100 pounds in ton lots, and $15.30 per 100 pounds in smaller quantities continue to be the prevailing prices.

Glass Prices Unchanged

Toronto.

The strengthening of the Belgian glass situation has continued. An increase in the franc rate has resulted in a corresponding rise in the cost of laying down window glass on the local markets, but this is not generally considered of sufficient importance to justify an immediate increase. Present quotations remain unchanged, but an advance is expected by some in the future.

Emergency tariff legislation by the U. S., might affect local prices, but permanent tariff changes are not expected for some time. The demand for window glass is still in small quantities but sales are fairly brisk, with prospects that the summer building activities will show improved results in the next few months.

Plate glass also remains unchanged, with future conditions still in doubt. No market increases in plate glass are, however, expected, although further changes in the Belgian franc rate might have its effect in due time. The quotations remain 50 per cent. off new case list and are 60 and 10 per cent. off cut light list.

PITTSBURGH GENERAL MARKETS

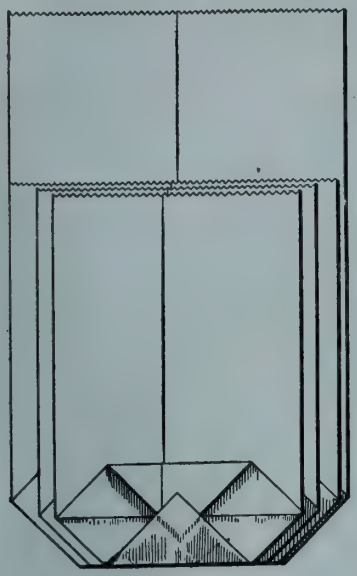
Continued from page 54

or not run and the merchant furnaces are either single or in small groups. As demand slumped off suddenly the average furnace, before blowing out, shipped all the iron on contract that the customers would take, and also made up some stocks preliminary to blowing out. Numerous furnaces announced late last year that they would not make any stocks, but that on account of high costs they would blow out as soon as they became unable to ship their make, but in practice the theory was violated.

Not Stocking Up Now

The conclusion from all this is that the rate of consumption of merchant pig iron is in excess of the current production and that as stocks are consumed a steadier market will develop. That there will then be higher prices than those now ruling is a possibility but it is somewhat more likely that prices will decline further before there is an upturn. A factor that may intervene before pig iron prices tend to stiffen is that of freight rates on ore, limestone and coke. These are expected to come down and that would decrease furnace costs. It is fairly safe to make one prediction, that before the end of the year there will be an advance in pig iron, from whatever low point is meanwhile developed. That is, some pig iron is likely to be sold at lower prices than the price that would encourage an idle furnace to blow in. An idle furnace does not lose much money, while it is very awkward to have a furnace in blast and making a fresh cast of iron every six hours, Sundays included, if there is no market for it. Accordingly there will have to be inducements before idle furnaces blow in.

Kraft Hardware Sacks



We are manufacturing a line of Extra Heavy Re-inforced Bottom Kraft Sacks specially made to withstand heavy usage.

"The bag of Leathery toughness."

Request samples and prices. You will be more than satisfied.

The Continental Paper Products, Ltd.

OTTAWA - CANADA

Welded Steel



Demon Grip Pump Rod Couplings

For satisfied customers, consumer confidence, repeat sales, and worthwhile profit, stock and sell the new "Demon Grip" Welded Steel Pump Rod Coupling.

Made of Steel—same as the rod.
Hot Forged—perfect hex.
Welded—makes solid job.
Strongest—over three times as strong as a malleable.
Packing—twenty-five in a box to go on your shelf.
Novel—the above advantages make a novelty of a very staple article. The DEMON GRIP cannot help attracting attention.

Manufactured by

Edward E. Johnson, Inc.

2304 Long Avenue

St. Paul - Minn.



This Painter—

realizes the essential part of good painting is in the material he uses.

It has always been his policy to choose his own BRUSHES and paints so that he will be assured of good results. He knows wearing quality; good workmanship, and fair prices.

Therefore he—

always asks for

TRADE SIMMS SET IN RUBBER MARK

PAINT and VARNISH BRUSHES

Why? Because he's SATISFIED, and knows they are the best on the market.

SIMMS BRUSHES are always popular because they give the **right service.** Set in rubber by an improved process, it is impossible for the bristles to fall out, no matter what maltreatment they are subjected to.

Why not share in the profit of the trade and goodwill that goes with the handling of **SIMMS BRUSHES?**

T. S. SIMMS & CO., Limited

Makers of Better Brushes and Brooms for 55 Years

Head Office: ST. JOHN, N.B.

Montreal Toronto London
Winnipeg Office: Hammond Bldg., Winnipeg, Man.

If interested tear out this page and place with letters to be answered.

CURRENT MARKET QUOTATIONS

These prices are for such quantities as are usually ordered by retail dealers. Large buyers can frequently make purchases at better prices.

AMMUNITION, DOMINION

	Blk. List.	Lesmok List.	Smkless. List.
22 Short		$10 00	10 70
BB Caps		$ 7 00	
22 S. Mush			11 50
22 Long		12 00	15 00
22 L. Mush.			16 00
22 L. R., do.			18 70
22 L. Rifle		14 00	17 50
25 Short	$23 50		
25 Long	33 00		
32 Short	23 50		
25/20	56 00		70 00
25 Colt Auto.			58 00
30 Mauser			91 00
32 S. & W..	38 50		42 00
32 S. Colt	38 50		
32 Colt Auto.			63 00
32/20	56 00		70 00
38 S. & W.			54 50
44 G. Getter			66 50
44/40	66 50		84 00
455 Target			85 00
250 Sav. H.P.			160 00
280 Ross			209 00
25/35			125 50
30/30			144 50
303 Savage			144 50
303 British			190 00
32/40	102 50		121 50
32 Special			144 50
32 Rem. Rim.			144 50
33 Win.			190 00
351 Self Ldg.			121 50
35 Rem. Rim			159 50
38/55	125 50		152 00
45/70-405	133 00		

Dominion Ammunition—Discount 30/20%.

AMERICAN AMMUNITION

Winchester and Savage advance 22½% on American list.

Remington Union Metallic list plus 22½%.

Shot, standard, 100 lbs., Toronto, $16.00; Montreal, $18.00; net extras, as follows, subject to cash discounts only: Chilled, $1.50; buck and seal, 80c; No. 28 ball, $1.20 per 100 lbs.; bags less than 25 lbs, ½c per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax freight equalized.

AXES

Boys' Axes	14 25	15 50
Hunters' Axes	13 00	14 50
Single Bits, doz.	18 00	20 50
Double Bit	24 50	25 00

On weights heavier than base add to list as follows:

Group 2	$ .25	Group 3	$ 50
Group 4	.75	Group 5	1.00
Group 6	1.25	Group 7	1.75
Group 8	2.25	Group 9	2.75
Group 10	3.25		

Axes, Bench, 45 per cent. off list.

BABBITT

Prices on babbit fluctuate with the mecal markets and prices are quoted on application. Prices range from 10c to 75c a lb.

BELTING Leather)

Discounts apply to Revised List of Nov. 4th, 1920.

Extra Quality, 15/10 per cent.

Standard Quality, 15/10/10 per cent.

Side Lace Leather, lb., $1.75.

Cut Lace Leather, lb. $2.00 $2.50

F.O.B. Montreal, Toronto.

BITS, AUGER

Standard List Prices per dozen.

3-16	$ 6.00	18-16	$12.00
4-16	5.00	19-16	14.00
5-16	5.00	20-16	14.00
6-16	5.00	21-16	16.00
7-16	5.00	22-16	16.00
8-16	5.00	23-16	18.00
9-16	6.00	24-16	18.00
10-16	6.00	25-16	21.00
11-16	7.00	26-16	21.00
12-16	7.00	27-16	24.00
13-16	8.25	28-16	24.00
14-16	8.25	29-16	27.00
15-16	9.50	30-16	27.00
16-16	9.50	31-16	30.00
17-16	12.00	32-16	30.00

Discounts from Standard List prices:

Beaver, 22½ per cent.
Gilmour Auger Bits, 7½ per cent.
Gilmour Eye Augers.
Irwin Auger Bits, list plus 22½%.
Irwin Car Bits, add 15%.

F.O.B. Toronto, Montreal, London and Hamilton.

BOARDS, BAKE

	⅜ Rim.	¾ Rim
0—16 x 22	$ 8 90	$12 50
1—18 x 24	10 78	12 80
2—18 x 29	12 10	14 75
3—20 x 30	13 86	17 75

BOARDS, IRONING

	Dozen
No. 1, Daisy	$38 00
No. 10, Daisy	43 00
No. 33	21 00
No. 35	38 00
No. 36	43 00
Perfection	48 00

BOARDS, SKIRT—

No. 11, doz. $14 00

BOARDS, SLEEVE

No. 3, dozen ..... $ 7 00

BOARDS (Wash) Zinc.

	Dozen
Baby Globe	$ 3 00
Beaver (brass)	9 00
Canada Glass	9 00
Competition Globe (metal)	5 99
Diamond King (glass)	8 75
Enamel Queen	9 50
Glass Globe	8 75
Improved Globe	5 85
Jubilee	7 15
Neptune	6 50
Newmarket King	7 15
Pony	2 70
Royal Globe	6 00
Solid Back Globe	7 25
Standard Globe	6 00
Surprise	
Supreme Zinc	6 50
Western King (enamel)	9 50

F. O. B. Newmarket.
Subject to acceptance.

BOILERS (Range)

30-gal., standard $12.00
30-gal., extra heavy 15 00

BOLTS AND NUTS

Discounts apply to standard list.

Carriage Bolts ($1 list), ⅜ in. dia. and smaller, 6 in. and shorter, 25%.

Carriage Bolts ($1 list), ⅜ in. dia. and longer lengths, 10%.

Carriage Bolts ($1 list), 7-16 in. dia. and larger, 15%.

Machine Bolts, ⅜ in. dia. and smaller, 4 in. and shorter, 40%.

Machine Bolts, ⅜ in. dia. and smaller, longer lengths, 15%.

Machine Bolts, 7-16 in. dia. and larger, 20%.

Sleigh Shoe Bolts, all sizes, 10%.

Coach and Lag Screws, 35%.

Bolt Ends, 20%.

Square Head Blank Bolts, 20%.

Plow Bolts, 1, 2, 3 head, 25%.

Plow Bolts, others, 25% net extra.

Elevator Bolts, large head, 10%.

Elevator Bolts, corrugated heads, 40%

Fancy Head Bolts, 10%

Shaft Bolts ($3 list), 10%.

Step Bolts, large head ($3 list), 10%

Whiffletree Bolts, 10%.

Tire Bolts, 50%.

Stove Bolts, 62½%.

Nuts, 2 in. and smaller, square Blank, add to list, $1.25.

Nuts, 2 in., and smaller, square—Tapped, add to list, $1.75.

Nuts, 2 in., and smaller, hexagon—Blank, add to list, $1.75.

Nuts, 2 in., and smaller, hexagon—Tapped, add to list, $2.25.

Terms—Cash in 30 days from date of shipment, less 2%.

BORAX

Lump Crystal Borax, lb. 13c-15c

F. O. B., Montreal, London, Toronto.

BRASS

	Base
Sheets, base, Montreal	0 30
Do., Toronto	0 29
Rods, base ½ to 1 in., round, Montreal	0 25
Do., Toronto	0 26
Tubing, seamless, base, Montreal	0 35
Do., Toronto	0 36

F.O.B. Montreal and Toronto.

BROOMS

	Doz.
No. 5, 4 strings	$ 7 00
No. 5, standard	9 00
Little Beauty	10 00
Royal Blue	14 95

BUTTS

	Wrought Steel—
No. 840	Net
No. 800	Net
No. 838	Net
No. 808	add 10%
No. 804	less 10%
No. 802	Net
No. 810	add 25%
No. 814	add 25%

F.O.B. Toronto, Montreal, London, Hamilton.

CANS

For discount on milk and cream cans, etc., see list under head of wares, etc.

CEMENT

Quotations withdrawn. Prices on application.

CHAIRS

	Dozen
Step ladder	$36 00
Step ladder stools	20 00

CHOPPERS, FOOD

Universal—Dozen, No. 0, $30; No. 1, $36; No. 2, $42; No. 3, $58.

Russwin—Dozen No. 0, $24.50; No. 1, $30.60; No. 2, $36.75; No. 3, $49.00.

Full case of half dozen.

F.O.B. Montreal, Toronto.

CHURNS

List price hand churns—No. 0, $12; No. 1, $12; No. 2, $13; No. 3, $14; No. 4, $16; No. 5, $19.

List prices power churns—No. 0, $11; No. 1, $11; No. 2, $12; No. 3, $13; No. 4, $17; No. 5, $20.

Discount of 10% f.o.b. Toronto, Hamilton, Fergus, London, St. Mary's.

Net list f.o.b. Montreal, Ottawa, Kingston.

CLIPPERS, HORSE

New Market, $3.50 per pair.

No. 1 B.B. Stewart Horse Clipper, $14 list, less 25 per cent.

CLOCKS—ALARM—

Big Ben	$ 4 00
Good Morning, each	1 90
Lookout	2 35
Sleepmeter	2 50

CLOTHES BARS AND DRIERS

	Per doz.
Clothes Bars, No. 1	14 40
No. 2	19 00
No. 3	14 40
No. 4	11 00
No. 5	16 00
No. 6	13 00

CLOTHES HORSE, Etc.

	Folding	Exten.
4 ft.	$13 50	$27 00
5 ft.	17 00	34 00
6 ft.	20 00	40 00

CLOTHES LINES (Galvanized)

No.	1,000 ft.
18—100 ft. lengths	$6 50
18—50 ft. lengths	7 10
19—100 ft. lengths	5 50
19—50 ft. lengths	6 75

F.o.b. Montreal, Toronto. London.

COBBLER SETS

Common, per set $1 35

CLOTHES LINES REELS

	Doz. net
No. 3	$20 [illegible]
No. 3½	21 60
No. 4	28 30

COIL CHAIN

	Fireweld Proof	B.B.B.
5-16 inch		19 40
⅜ inch	15 30	16 55
7-16 inch	13 15	16 15
½ inch	12 75	15 75
⅝ inch	12 00	13 65
¾ inch	11 25	13 40
⅞ inch	10 80	13 00
1 inch	10 40	12 60

F.O.B. Montreal and Toronto.

	Electric Weld Proof	B.B.B.
3-16 in.	18 50	24 25
¼ in.	17 25	22 55
5-16 in.	14 90	18 80
⅜ inch	12 90	
7-16 in.	12 50	
½ in.	12 20	
⅝ in.	11 45	
¾ in.	11 25	

F.o.b. Montreal, Toronto.

Cow ties, plus 37½%; trace chains, list, plus 25%; dog chains, add 20%; halter chains, net; tie-out chains, 32½%; stall fixtures, No. 1, or heavy, $2 doz.; stamped, No. 3 or Dominion, $2.80 doz. net.; breast chains, No. 220, ... doz. pairs.

F.o.b. Montreal, Toronto, Hamilton, London.

COMBS—CURRY—

	Doz.
No. 111	$2 00
No. 121	2 20
No. 127	2 90

CATTLE—

98	$2 60
100	3 70

F.O.B. Montreal, Toronto, Hamilton, London.

COPPER—

	Mont. Base	Toronto Base
Casting ingot, see weekly report.		
Rods, ½ to 2 in.	0 32	0 34
Soft sheets, plain, 16 oz. and heavier, lb.	0 34	0 34
Plain Tinned, 16 oz. and heavier, lb.	0 38	0 38
Polished and Tinned 16 oz. and heavier, lb.	0 42	0 41
Tubing, lb.	0 39	0 39

Above prices are full sheets and bars. Cut sheets and bars are 5c per lb. higher.

COPPERS, SOLDERING—

Base, 3 to 8 lbs., 41c f.o.b. Toronto and Hamilton.

3 lbs., 47c; 4 to 8 lbs., 45c. F.o.b. Montreal.

CORD (SASH)

No. 6, lb.	$0 52
No. 7, lb.	0 51
Nos. 8, 9, 10, 12	0 50

F.O.B. Montreal, Toronto, Hamilton, London.

CROWBARS—$9.75 per 100 lbs.

100 lbs.

DOORS, SCREEN

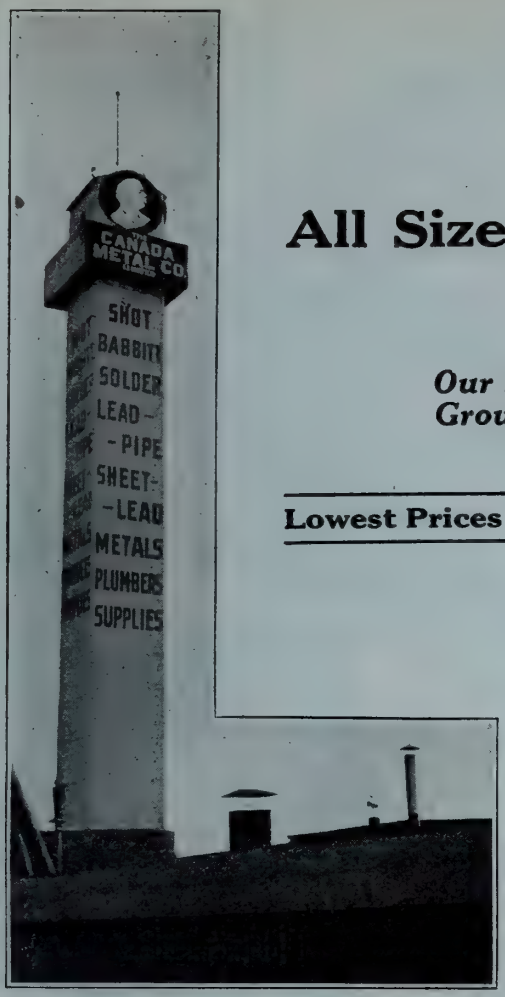
Kasement, No. 2, oak stain, varnished, including hardware sets:—

2 ft. 6 in., doz.	$45 00
2 ft. 8 in., doz.	45 60
2 ft. 10 in., doz.	46 70
2 ft. 7 in., doz.	46 80

DRILLS—

Standard Lists.
Blacksmiths', ½ in. v 2½ in. shank

List each.		List each.	
⅛	$0.45	19/32	$1.20
5/32	.45	⅝	1.30
3/16	.50	21/32	1.40
7/32	.55	11/16	1.50
¼	.60	23/32	1.60
9/32	.65	¾	1.70
5/16	.70	25/32	1.80
11/32	.75	13/16	1.90
⅜	.80	27/32	2.00
13/32	.85	⅞	2.10



SHOT

All Sizes **25 Lb. Bags**

Kegs or any weight

Our Shot Tower overlooks the Toronto Exhibition Grounds. The highest tower in the Dominion.

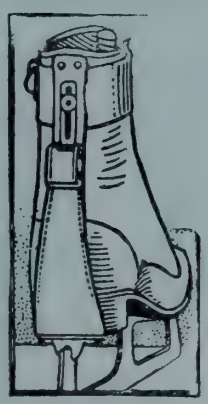
Lowest Prices **Highest Quality** **Immediate Shipment**

ALSO

SHEET LEAD **BABBITT**
SOLDER **LEAD PIPE**
NAILS **WIRE**

THE CANADA METAL CO., LTD.

Toronto Montreal Winnipeg Vancouver



This steel ankle support is so devised that by means of a hinge and sliding attachment the ankles may bend forward or backward, but cannot bend sideways.

You can run on your toes — turn quickly — skate without tiring your ankles — enjoy real comfort— with Perfection Ankle Supports.

PERFECTION

ANKLE SUPPORT

Now Made by C. C. M.

This ankle support has become popular in every locality where it has been introduced.

It is now being manufactured in the big modern C. C. M. plant and its quality will be of the usual C. C. M. standard.

Orders for next season are now being received.

Place your order for Fall delivery through your hardware jobber or direct from the C. C. M. Head Office or nearest branch.



Canada Cycle & Motor Company, Limited

Montreal, Toronto WESTON, ONT. Winnipeg, Vancouver

DRILLS—Continued

7/16	.90	29/32	2.20
15/32	.95	15/16	2.30
½	1.00	31/32	2.40
17/32	1.05	1	2.50
9/16	1.10		

Intermediate sizes take list of next larger.

BIT STOCK, list per doz., less 45%.

3/32	$2.70	⅜	$ 8.50
⅛	3.00	7/16	10.50
5/32	3 50	½	13 00
3/16	4.00	9/16	15.50
7/32	4.50	⅝	18 00
¼	5 00	11/16	21.00
9/32	6.00	¾	24 00
5/16	7 00	⅞	30.00

Blacksmiths', ½-in. shank, Straight Shank, Straight Shank, wire, Taper Shank, 35 to 37½%.

EMERY CLOTH
See under Sandpaper.

ENAMELWARE
See prices under heading Wares.

FILES AND RASPS
Discounts below apply to list of Nov. 1, 1899.

Great Western, Amer	50%
Kearney, Foot, Arcade	55%
J. Barton Smith, Eagle	55%
P. H. and Imperial	55%
Globe	55%
Nicholson	32½%
Black Diamond	32½%
Delta Files	20%
Firth Files	50%

F.o.b. Toronto, Montreal, London and Hamilton.

FITTINGS—	Mont.	Tor.
Cast iron fittings		20%
Malleable bushings	25%	30%
Cast bushings	25%	30%
Unions	40%	40%
Flanged unions	20%	20%
Plugs, cast iron	22½%	27½%
Plugs, solid		10%
Plugs, countersunk	net	net
Couplings, 4 in. and under	20%	20%
Do., 2½" and larger	net	net

POUND GOODS— Class—	Blk. Montreal	Galv.
A		
B	0 20	0 28
C	0 13	0 20
	Toronto	
A	0 60	0 75
B	0 23	0 32½
C	0 15	0 23

NIPPLES, WROUGHT
Close and short, 4 in. and under, 40%, 4½ and larger, 30%; long, 4 in. and under, 50%, 4½ in. and larger, 40%; running thread, 4 in. and under, 20%.

Terms, 2% 30 days. Approved credit. Ontario, Quebec and Maritime Provinces.

GRINDSTONES—	Per 100 lbs.
Under 50 lbs., 1½ to 1¾" face	5 00
Under 50 lbs., 2¼ to 3" face	4 25
Over 50 lbs., 2¼ to 3" face	4 00
Bi-Treadle, each	9 75
Cycle BB	8 75

GRINDSTONE FIXTURES	Doz.
No. 22	$9 60
No. 33	9 95
No. 2½	11 90
No. 3	12 00

F.o.b. Toronto.

HALTERS, LEATHER	Doz.
Russett rope tie, 1 in.	
Black, rope tie, 1 in.	
Black, rope tie, 1¼ in.	
No tie, 1 in.	
No tie, 1¼ in.	

HALTERS, ROPE

Sisal, 7-16 in.	
Do., 9-16 in.	
Jute, 7-16 in.	
Do., 9-16 in.	

HAMMERS, NAIL	Doz.
No. 21	$14 00
No. 1	19 00
Nos. 1½, 61½	18 75

HAMMERS, SLEDGE	
Can. 2-2½ lbs., cwt.	$25 00
Do., 3-4½ lbs.	23 00
Do., 5 lbs. and over	16 00
Masons, 2-2½ lbs.	31 50
Do., 3-4½ lbs.	28 25
5 lbs. and over	23 00

F.o.b. Montreal, Toronto, Hamilton, London.

HAMMERS, STRIKING	
No. 38, No. 46, 5 lbs. and over	$16 00

HAMMERS, MACHINIST	
No. 30, 1-lb.	$12 60
No. 30, 1¼-lb.	13 50

Net.

HANDLES (WOOD)
All hickory handles, list plus 20%; all oak, ash and maple handles, list plus 10%; hay fork, hoe, rake, shovel and manure fork, list plus 10%; Whiffletrees, doubletrees and neckyokes, list plus 20%; wood rakes, list plus 10%; horse pokes, list plus 10%.

Terms, all goods f.o.b. factories, 2% 10 days, net 30 days.
O-Cedar Mop Handles, less 30%.

HANGERS, BARN AND PARLOR.	List
Atlas No. 0	$13 35
Do., No. 1	13 80
Do., No. 2	15 85
Stearns, 4 in.	12 80
Do., 5 in.	16 00
Perfect, No. 1	10 50
Canada	13 25
Hatch	13 25
National	15 00
America	19 00
Great West	30 00

HATCHETS, LATHING	
No. 3	$10 25
No. 4	11 25

HATCHETS, SHINGLING	
No. 1	$10 25
No. 2	11 25

HATCHETS, BARRELLING	
Nos. 50, 60	$15 75

HATCHETS, CLAW	
No. 7	$12 25
No. 8	13 00

F.o.b. Montreal, Toronto, Hamilton, London.

HEATERS, ELECTRIC	
Glower Heater	$12 00
Heatray Heater	14 00

Discount 22%-33%, according to quantity.

Majestic, 1 Burner	$11 50
Do., 2 Burner	17 50

Discount 27½%.

Universal	13 80

Discount 20 and 5%.

F.o.b. Toronto.

HINGES, SPRING	
No. 200 and Uo. 20, per doz.	$2 50

HINGES, TEE AND STRAP	Strap	Tee
Heavy in Bulk.	Doz. pairs.	
4 inch	$3 00	$2 55
5 inch	3 70	3 20
6 inch	4 00	3 60
8 inch	5 40	4 10
10 inch	9 60	7 30
12 inch	11 90	11 60
14 inch	13 60	11 80

Discount 35%.

Light. Net Prices.		
3 inch	$0 90	$0 90
4 inch	1 08	1 00
5 inch	1 26	1 17
6 inch	1 53	1 35

Screw Hook and Strap Hinges—List prices, per dozen pairs—6 in., $4.30; 8 in., $4.80; 10 in., $6.40; 12 in., $7; 15 in., $7.50; 18 in., $11; 21 in., $12.40; 24 in., $16; 27 in., $17.20; 30 in., $18.50; 33 in., $21.50; 36 in., $24.50.

Discount 15%.
F.o.b. Toronto, London, Hamilton and Montreal.

HOES. Grub	$10 50	$11 00

HOOKS, GRASS	Canadian	English Fox
No. 2, per doz.	$4 90	$7 50
No. 3, per doz.	5 00	8 00
No. 4, per doz.	5 10	8 50
Little Giant.	8 00	
Barden Patent	8 00	

F.o.b. Montreal, Toronto.

HORSESHOES Patterns	Sizes made	Price per keg No. 2 and larger	No. 1 and smaller Less 20c
Light iron	0-7	$8 25	$8 50
Long heel light iron	3-7	8 25	
Medium iron	1-8	8 25	8 50
Heavy iron	6-8	8 25	
Snow	1-6	8 50	8 75
New-light "XL" steel	1-6	8 70	8 95
Featherweight "XL" steel	0-4	10 10	
Special-countersunk	0-4	10 60	
Toe-weight (front only)	1-4	11 10	

Packing—Up to 3 sizes in one keg, 10c per 100 lbs. extra. More than 3 sizes, 25c per 100 lbs. extra.
F.o.b. Montreal and Belleville.
Terms—Cash in thirty days, less 2% discount.

TOE CAULKS
Nos. 0, 1, 2 and larger, sharp and blunt, $2.70 to $3.00 box.

HOSE, LAWN	Toronto
Corrugated, ½ in., 100 ft.	$19 00
Do., ⅝ in., 10 ft.	21 50
Do., ¾ in., 100 ft.	25 00

Less 5% for full reels, 500 ft.
F.o.b. Toronto and London.

IRON AND STEEL
See weekly report.

IRON, TINNED
Lion and Crown Brand, Toronto in 22 gauge, 24 gauge and 26 gauge.

36 x 96	25c per lb.
30 x 96	25c per lb.

Less than case, 50c per 100 lbs. extra. F.o.b. Toronto.
These prices nominal.

IRONS (SAD)	
Potts, polished, per set	$2 18
Potts, nickel plated, per set	2 30
Potts handles, japd., doz.	2 15
Common, No. 1, 4 and 5 lbs.	18 00
Do., 6 lbs. and up	17 00

F.o.b. Montreal.

IRONS, ELECTRIC
Model B, $7.50 list.
Classic, $8 list.
Discount 22% to 33%, according to quantity.

KNIVES, HAY	
Spear Point	$19 00
Lightning	17 50
Heath's	17 50

LADDERS, ETC. Step Ladders	Per ft.
Standard	0 46
Household	0 30
Shelf Lock, 4 to 8 ft. only	0 32
Faultless, 4 to 8 ft. only	0 45
Do., 10, 12 and 14 ft.	0 53
Single and Fruit Picking	
10 ft. to 16 ft.	0 28
18 ft. to 20 ft.	0 29

F.o.b. Toronto, Hamilton, London,

Roped and Straight Extension Ladders	
20 to 32 ft.	0 32
36 to 44 ft.	0 35
Over 44 ft.	0 43
Special quality, 20 to 40 ft.	0 40
Three section extension	0 40

F.o.b. Toronto, London, Montreal, Stratford.

Fire ladders up to 32 feet are twice the price of ordinary extensions. Over 32 ft. are supplied with supporting legs at three times the price.

LANTERNS.	Per doz.
Short or Long Globe, plain or japd.	$15 00
Dash, plain	18 75
Do., Japd	19 25
Do., Search (r'nd reflec.)	17 00
Little Bobs	2 10-4 20

F.o.b. Toronto, Hamilton, London, Montreal.

LANTERN GLOBES Cold Blast, Short or Long	
1 doz. cases	$1 65 doz.
3 doz. cases	1 55 doz.
6 doz. cases	1 35 doz.
Cold blast, genuine ruby	5 75

F.o.b. Toronto, London, Hamilton and Montreal.

LATCHES—	Per doz.
Steel Thum, No. 2	$2 25
Do., No. 3	3 15
Do., No. 4	4 70
Barn Door, No. 5	3 30
Do., No. 9	3 50

F.o.b. Montreal, Toronto, London.

LEAD—
For pig lead and lead and zinc products see weekly report.

MACHINES (WASHING)—	List each.
Dowswell	$12 75
Noiseless	17 50
Hamilton	14 00
Peerless	14 50
Snowball	19 50
New Century, style A	19 75
New Century, style B	21 75
New Century, Electric	160 00
Playtime, engine drive	27 00
Ideal Power	28 00
Seafoam, electric, style A	105 00
Seafoam, engine drive	50 00
Sunshine	10 25
Popular	14 50
Economic	16 00
Puritan	19 50
New Champion	22 75
Home	20 00
Vacuum	27 00
Home Water, motor	28 00
Whirlpool, water power	32 00
Hydro, 1 Tub, engine drive	57 00
Do., do., electric	116 50
Rotary water motor washer	29 00
Connor ball-bearing, with rack	22 75
Perfection, engine drive	65 00
Perfection, electric	124 00
Beaver	27 50
Beaver, power	28 50
Connor, vacuum	27 50
Patriot	20 00
Jubilee	12 50
Canada First	20 00

Less 25 per cent.

Freight equalized with Montreal, Ottawa, Toronto, Hamilton, Kingston, London and St. Mary's on shipments of quarter dozen and upwards.

MATTOCKS—	
Cutter, doz.	$12 25
Pick, doz.	12 25

F.o.b. Montreal, Toronto, London, Hamilton.

MIXERS, BREAD—	
Canuck—	
No. 4, dozen	$36 24
No. 8, dozen	40 92
Universal—	
No. 4, dozen	$40 00
No. 8, dozen	52 00

MOPS—	Doz. net.
Liquid Veneer	$20 00
O-Cedar, less handle	14 00
Do., with handle	16 00
S. W. Mops, complete	4 75
Mop Sticks, No. 8	2 00
Cast Head Mop	2 00
Crescent, No. 10	2 85 3 25
Crank wringing	7 00 9 00

F.o.b. Montreal, Toronto, Hamilton, London.

MOWERS, LAWN—	
Adanac	35%
Woodyatt	10%
Empress	15%
Mayflower	25%
Ontario Daisy	15%
Star	10%
Brockville K	Net
Brockville C	Net
Brockville BB	Net

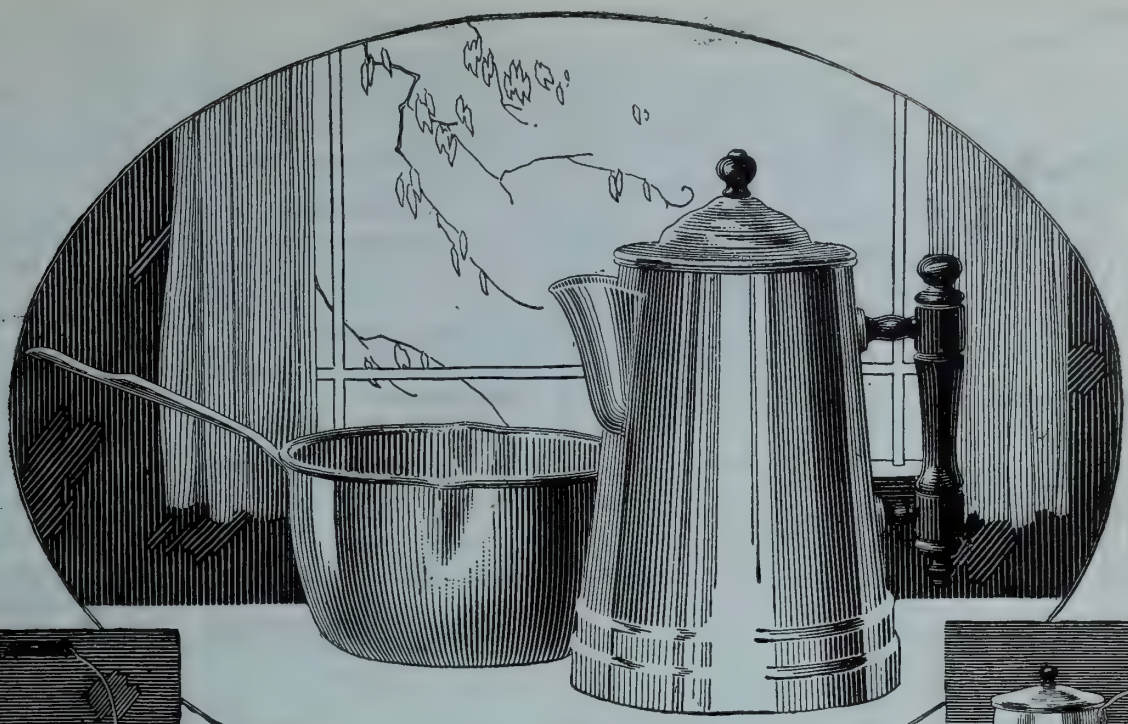
F.o.b. Toronto, Guelph, London, Hamilton, Brockville.

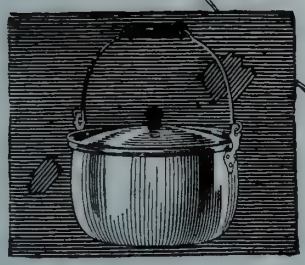
NAILS—
List adopted Sept. 10, 1920.
Advance over base on common wire nails in kegs.

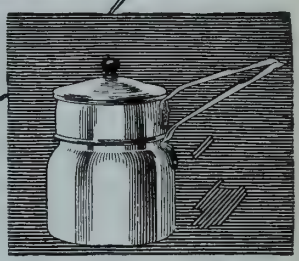
1 inch	$1 50	2¾ inch	$0 30
1⅛ inch	1 40	3 inch	0 20
1¼ inch	1 15	3¼ inch	0 15
1½ inch	0 80	3½ inch	0-10
1¾ inch	0 75	4 inch	0 05
2 inch	0 60	4½ inch	0 05
2¼ inch	0 55	5 inch	base
2½ inch	0 30	5½ inch	base
		6 inch	base

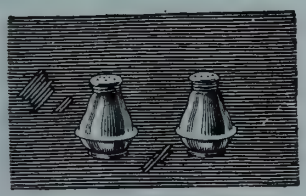
6½ to 12-inch 2 ga. and heavier, 25c over base.
Standard Steel Wire Nails, f.o.b. London, Hamilton, Milton, Toronto, $4.65 base.
Owen Sound or Collingwood, $4.75 base.
F.o.b. Montreal, $4.55 base.
Freight equalized on above points.
Windsor, Walkerville, Sandwich, f.o.b. factory prices, carload freight allowed, $4.65.
Sault Ste. Marie, Port Arthur, Fort William, $5.30 base, f.o.b. factory; no freight allowance.
Moulding, Flooring, Slating, Box, Fence, Barrel Nails, 25c per 100 lbs. over common nail prices. Finishing Nails, 50c per 100 lbs. advance over common nail price.
Miscellaneous wire nails, 65% off miscellaneous list, f.o.b. Toronto, Montreal, Hamilton and London.

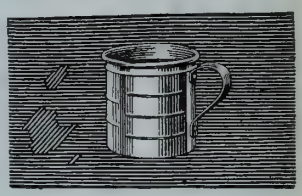
NAILS, CUT—
Montreal, $5.10; London, $6.00 base; Toronto, $5.60.
Roofing Nails — American, large head, keg, $11; 25-lb. boxes, per 100 lbs., $12.
F.o.b. Montreal, Toronto, Hamilton,

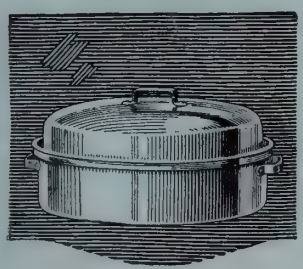


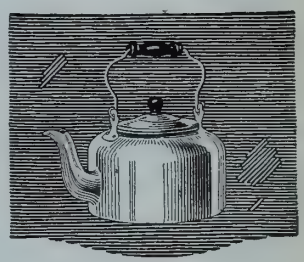












For Quick Turnover and Repeat Sales

The present-day buying trend in cooking ware is toward aluminum. And the popular demand of women who choose aluminum is for VIKO—The Popular Aluminum.

Women are quick to realize the advantages of aluminum ware for cooking. They appreciate its light weight, its attractive appearance, its durability.

And they know through experience that VIKO, The Popular Aluminum, combines all the desirable features of fine aluminum with modern methods of manufacture, which makes Viko high in quality but popular in price.

Put the Viko line in your store. Cash in on the present-day demand of the modern woman. Viko sales are easy to make and they bring repeat orders. For full information—

Ask Your Jobber

Aluminum Goods Manufacturing Company
General Offices: Manitowoc, Wis., U. S. A.
Makers of Everything in Aluminum

VIKO
The Popular Aluminum

If interested tear out this page and place with letters to be answered.

NAILS (HORSE)

Size	C Brand
Capewell—	Per 25-lb.box
No. 5	$6 75
No. 6	6 50
No. 7	6 25
No. 8	6 00
No. 9 to 12	5 75

Discount, 10%

"M.R.M." BRAND

No.	Net Price List Lengths	Per box of 25 lbs
3	5⅝"	$20 25
4	1¾"	10 25
5	1 15-16"	5 25
6	2⅛"	5 00
7	2 16-16"	4 75
8	2½"	4 75
9	2 11-16"	4 50
10	2⅞"	4 50
11	3 1-16"	4 50
12	3¼"	4 50

F.o.b. London, Hamilton, Montreal, Toronto.

NETTING, POULTRY

List prices per 50-yd. rolls.
Adopted March, 1900.

2-inch mesh and 19 ga. wire.

12 inch...	$1 80	48 inch...	$ 6 20
18 inch...	2 65	60 inch...	7 70
24 inch...	3 40	72 inch...	9 20
30 inch...	4 00	84 inch...	10 50
36 inch...	4 75	96 inch...	12 00
42 inch...	5 50		

1½ inch mesh and 19 ga. wire.

12 inch...	$3 50	42 inch...	$10 50
18 inch...	5 00	48 inch...	12 00
24 inch...	6 30	60 inch...	15 00
30 inch...	7 75	72 inch...	18 00
36 inch...	9 90		

1 inch mesh and 20 ga. wire.

12 inch...	$4 00	42 inch...	$12 00
18 inch...	5 50	48 inch...	14 00
24 inch...	7 00	60 inch...	17 00
30 inch...	8 50	72 inch...	20 00

¾ inch mesh and 20 ga. wire.

24 inch...	$10 50	36 inch...	$15 00
30 inch...	12 75		

½ inch mesh and 22 ga. wire.

24 inch...	$16 50	36 inch...	$24 00
30 inch...	20 00		

Discounts at present quoted apply only to 1 and 2 inch mesh netting. Other prices have been withdrawn and are quoted only on application.

Toronto, London, Montreal, Canadian netting, 2-in. mesh, plus 10%.

1-in. mesh, plus 10%.

American netting, 1-in. mesh, add 10%.

Invincible—	Per rod
1848	$0 95
2060	1 05

Put up in 10, 20 and 30-rod rolls.
F.o.b. Montreal.

Blue Ribbon—	
24-inch, per roll	5 50
36-inch, per roll	7 15
48-inch, per roll	8 35
60-inch, per roll	9 85
72-inch, per roll	11 25

Put up in 10 rod rolls.

NIPPLES
See Fittings.

OAKUM—

Special No. 1	$17 00
Plumbers'	7 50

F.o.b. Montreal, Toronto.

OILS

	Toronto
Royalite, gal.	0 23
Palacine, gal.	0 26
Gasoline, net, gal.	0 36

Above prices net.

	Gallon
Black oil (summer)	0 23.1
Black oil (winter)	0 23.6
Capital, cylinder	0 83.6
Mach. oil, regular grades	0 49.1
Imperial gas engine oil	0 59.1
Paraffine	0 28.6

List, less 15% on above.

Imperial Kerosene, tractor	1 50

List less 25%.

Polarine Oil, list	1 50
Polarine Oil, heavy, list	1 50
Polarine A, list	1 50

List, less 25%.

Gargoyle Mobiloil E and Arctic	1 60
Gargoyle Mobiloil, B	1 95
Gargoyle Mobiloil, BB	1 90
Gargoyle, Mobiloil A	1 80

List, less 15% on above.

Fuel Oil, bbl., net	0 10.2
Do., tank cars, net	0 08.2

Prices shown are barrel basis unless otherwise specified. Barrels charged extra.

OLD MATERIALS
See weekly report.

PACKING

	Per lb.
Fine jute	$0 17
Coarse jute	0 13
Hemp	0 36
Square braided hemp	0 38
No. 1 Italian	0 44
No. 2 Italian	0 36

F.o.b. Toronto, Montreal.

PAPER

	Per 400-ft. roll Montreal	Toronto
Dry Fibre, No. 1, Anch.	1 45	1 45
Do., No. 2, Anch.	0 95	0 95
Do., No. 2 Elephant	0 95	0 95
Tarred Fibre, No. 1 Anchor	1 55	1 55
Do., No. 2, Anchor	1 25	1 25
Elephant Brand, tarred, No. 2	1 25	1 25
Surprise Fibre	1 05	1 05
Stag Sheathing	1 05	1 05
Cyclone, dry	1 45	1 45
Do., tarred	1 70	1 70
Joliette Sheathing	0 95	0 95
Do., tarred	1 25	1 25

	Per 100 lbs. Mont.	Toronto.
Monarch Sheathing, white	8 75	
Do., gray	6 75	
Straw Sheathing, heavy, dry	4 55	
Imp. White Sheathing	$6 75	....
Imp. Grey Sheathing	5 50	....
Scythe Brand dry straw	4 55	....
Spruce Sheathing, 36", and 72" wide	7 25	
Asbestos Sheathing	13 50	
Carpet Felt	6 50	
Tarred Felt, 7, 10 and 16 oz.	5 35	

F.o.b. Toronto and Montreal and Hamilton.

PASTE

Stick-Fast	
In barrels, 250 lbs., lb.	0 14
Barrels of 5 lbs., cotton bags, lb.	0 15
In kegs, 125 lbs., lb.	0 16
In 50-lb. boxes, lb.	0 18
In 25-lb. boxes, lb.	0 19
Solpar	
Barrels (200 lbs.), per lb.	0 14
2-lb. pkgs, case lots, lb.	0 16
1-lb. pkgs., case lots, lb.	0 17

PICKS—

Clay—	Montreal	Toronto
5 to 6 lbs., doz.	$ 9 50	$ 9 75
6 to 7 lbs., doz.	10 50	10 75
Rock—		
7 to 8 lbs., doz.	11 50	11 75

F.o.b. Montreal and Toronto.

PINS, CLOTHES

	Per case
5 gross, 4-in. (loose)	$2 25
4 gross (cartons), 4 in.	2 25
Spring, 2 grs. box	1 90

F.o.b. Montreal and Toronto.

PIPE, WROUGHT

Price List No. 51, April 25, 1921.

Standard Buttweld Pipe S/C

Per 100 feet.

Size	Steel Blk.	Steel Galv.	Gen. Wrot. Iron Blk.	Gen. Wrot. Iron Galv.
⅛ in.	$ 6 50	$ 8 50	$	$ ....
¼ in.	4 71	6 81	5 91	8 01
⅜ in.	4 71	6 81	5 91	8 01
½ in.	6 16	7 78	7 95	9 48
¾ in.	7 42	9 49	9 95	12 02
1 in.	10 63	13 69	14 37	17 43
1¼ in.	14 38	18 52	19 44	23 58
1½ in.	17 19	22 14	23 24	18 19
2 in.	23 13	29 79	31 27	37 93
2½ in.	36 56	47 09	.....	.....
3 in.	47 81	61 58	.....	.....
3½ in.	63 02	79 58	.....	.....
4 in.	74 67	94 29	.....	.....

Sandard Lapweld Pipe S/C

Per 100 feet.

Size	Steel Blk.	Steel Galv.	Gen. Wrot. Iron Blk.	Gen. Wrot. Iron Galv.
2 in.	$26 83	$33 49	$34 97	$41 63
2½ in.	40 07	50 60	52 94	63 47
3 in.	52 40	66 17	69 23	83 00
3½ in.	63 94	80 50	84 18	100 74
4 in.	75 76	95 38	99 74	119 36
4½ in.	85 73	108 59	1 16	1 39
5 in.	99 90	126 54	1 35	1 62
6 in.	1 30	1 64	1 76	2 10
7 in.	1 75	2 23	2 32	2 75
8L in.	1 84	2 34	2 44	2 89
8 in.	2 12	2 69	2 81	3 33
9 in.	2 54	3 23	3 36	3 98
10L in.	2 35	2 99	3 12	3 70
10 in.	3 03	3 85	4 02	4 76

Freight equalized on Chatham, Guelph, Hamilton, London, Montreal, Toronto, Welland.

PIPE (Conductor)

	Plain	List
2 in., in 10-ft. lengths, list.	$18 40	
3 in. in 10-ft. lengths, list.	22 30	
4 in., in 10-ft. lengths, list.	29 60	
5 in., in 10-ft. lengths, list.	40 00	
6 in., in 10-ft. lengths, list.	49 00	

Less 60%.

F.o.b. Toronto, Ottawa, Oshawa.

PIPE, LEAD
See weekly report.

PIPE (SOIL) Med. and extra heavy.

2 in., 3 in.	10%
4 in.	20%
5, 6 in.	15%
8 inch	Plus 5%

SOIL PIPE FITTINGS

2, 3, 4, 5, 6, in.	40%
8 in.	plus 5%

PIPE (STOVE)
See prices under Wares, etc.

PITCH

Pine, black, per bbl.	$13 25
Navy pitch, per bbl.	6 50
Coal tar pitch, per cwt.	1 55

F.o.b. Montreal, Toronto

PLANTERS, CORN

King of Field, doz.	$13 20
Triumph, doz.	11 00

PLATES, CANADA

	Montreal	Toronto
Prices nominal.		
Do., 60 sheets	$9 00	$10 00
Ordinary, 53 sheets	8 75	9 75

PLATES, COKE, TIN

Prices only nominal

	Tor. Per box	Mont. Per box
IX, 20x28, 112 sheets	24 50	
Do., 56 sheets	13 10	

"DOMINION CROWN BEST"— DOUBLE COATED TISSUE

	Nominal
IC, 14x20 base	$15 00
IX, 14x20 base	17 00
IXX, 14x20 base	19 00

F.O.B. Montreal.

PLATES, TERNE (Prices nominal)

IC, 20x28, 112 sheets	23 00

F.O.B. Toronto or Montreal.

POLISH (O-Cedar)	Doz. Net
4-oz. bottles	2 40
12-oz bottles	4 80
1-qt. can	12 00
½-gal. cans	20 00
1-gal. cans	28 00

Net.

Liquid Veneer—	Doz. Net
4-oz.	$2 40
12-oz.	4 80
32-oz.	10 00
64-oz., each	1 34
128-oz., each	2 34

PUMPS

	Pitcher Spout	Closed Spout
No. 2	$3 10	$3 30
No. 3	3 40	3 65
No. 4	4 05	5 00
		Each
No. 70		7 00
No. 80		9 50

PUMPS, REDWING

No. 0	$6 85	No. 4	$12 75
No. 1	7 50	No. 5	15 25
No. 2	8 75	No. 6	18 00
No. 3	10 75	No. 6	18 00

F.o.b. Montreal, Toronto, Hamilton, London.

RIVETS AND BURRS

Iron rivets, 7-16 inch and smaller, blacked and tinned, 37½%; Iron burrs, 37½% off list on 200-lb. kegs.

Extras, add 1c to list on 100-lb. kegs; 3c on 50-lb. boxes; 4c on 25-lb. boxes, 8c on 1-lb. pkgs.

Copper rivets, usual proportion of burrs, 27½% off; burrs, add 10%

Extras on Copper Rivets, ½-lb. pkgs., 1c per lb.; ¾-lb. pkgs., 2c lb. Coppered Rivets, net extras, 3c per lb.

F.o.b. Montreal, Toronto, London.

ROOFING

	Per square Toronto
Samson, 1-ply, roll	$3 00
Samson, 2-ply, roll	3 50
Samson, 3-ply, roll	4 10
2 ply ready roofing	2 13
3 ply ready roofing	2 55

	Mont.	Toronto
Everlastic, 1 ply	2 10	2 10
Everlastic, 2 ply	2 50	2 50
Everlastic, 3 ply	2 95	2 95
Panamoid, 1 ply	1 90	1 90
Panamoid, 2 ply	2 30	2 30
Panamoid, 3 ply	2 75	2 75
Red Star, 2 ply	2 13	2 13
Red Star, 3 ply	2 55	2 55
Amazon, ex. heavy, 80 lbs. to roll	4 75	....
Everlastic Multi-Shingles (4 Shinges in One), sq.		$6 50
Everlastic Slate Surface Single Shingles, Tylike (red or green), sq.	7 65	7 80

F.o.b. Montreal.

Everlastic Liquid Roofing cement—		
Per gal., in bbls.	0 70	0 70
5 and 10 gal. lots, gal.	0 85	0 85
1 gal. cans, gal., doz.	10 50	10 50
Coal Tar (refined), bbl.	10 25	10 50
Coal tar (crude)	9 00	9 25
Roofix Roofing Cement—		
In bbls., per gal.	0 60	
In ½ bbls., per gal.	0 65	
In 5s and 10s	0 70	
1 gal. cans, per doz.	9 00	

F.o.b. Toronto, Montreal and Hamilton.

ROPE

Pure Manila basis	0 24½
Beaver Manila basis	0 20
New Zealand hemp basis	0 20
Sisal basis	0 18

Above quotations are basis prices, ¾ in. and larger diameter. The following advances over basis are made for smaller sizes:—⅝ in., ½c; 9-16 to 7-16 in. inclusive, 1c; ⅜ in., 1½c; ¼ and 5-16 in., 2c; 5-16 in., 2½c extra.

Single lathe yarn basis	0 18
Double lathe yarn	0 18½
Yacht marline, tarred	57
Halyards	50
Beaver Halyards, wht. pol, ¾ in. basis	0 35
Hemp, deep sea line basis	50
Hemp, tarred ratline basis	43
Hemp, tarred bolt rope basis	45
Marline and Houseline	45

NOTE.—Extra charge for shorter lengths than half coils, 2c per lb. additional instead of 1c per lb. as formerly.

Italian rope basis on application.

Cotton, ⅛ in.	0 42
Do., 5-32 in.	0 41
Do., 3-16 in.	0 38
Do., ¼ in. and up	0 37

F.o.b. Toronto, Montreal, London, Welland, Hamilton.

TAPES, MEASURING (LUFKIN)—

	Each
263—50 ft. Challenge, Steel	$5 30
103—50 ft. Reliable Jr., Steel	5 34
243—50 ft. Rival, Steel	4 67
1243—50 ft., Rival Jr., Steel	4 35
603—50 ft., Metallic	3 38
604—66 ft.	3 92
403—50 ft., Linen	2 57
	Dozen
713—50 ft., Ass Skin	6 95
714—66 ft., Ass Skin	8 35
143—3 ft., Steel Pocket	8 30
145—5 ft., Steel Pocket	11 20
175—5 ft., Linen Pocket	7 30
165—5 ft., Cotton Pocket	1 65

F.o.b Montreal, Toronto, London

SANDPAPER

B. & A. sandpaper, net list.

Star sandpaper, net list.

B. & A. emery cloth, 33 1-3% on list.

F.o.b. Montreal and Toronto.

SCALES

Champion—	Scale List	Stamping extra
4 lb.	$ 6 50	$0 40
10 lb.	8 75	0 45
240 lb.	13 75	0 75

Discount 5%.

600 lb.	40 00	1 00
1200 lb.	48 50	1 50
2000 lb.	65 00	1 50
2000 lb. Drop lever.	74 00	1 50

Discount 10/5%.

Champion, even balance 5% discount; standard scales, discount, 10 and 5% off list. No discount allowed on stamping charge. F.o.b. Toronto, Montreal, Hamilton.

SCREWS

Discounts off Standard List adopted Aug. 1, 1908.

Wood, F.H., bright	72½%
Wood, R.H., bright	70%
Wood, O.H., bright	70%
Wood, F.H., brass	60%
Wood, R.H., brass	57½%
Wood, O.H., brass	57½%
Wood, F.H., bronze	55%
Wood, R.H., bronze	52½%
Wood, O.H., bronze	52½%
Square cap	20%
Hexagon cap	20%

Barrett Roofings, Cements Industrial Paints etc.

Everlastic "Rubber" Roofing

Everlastic Liquid Roofing Cement

Everjet Elastic Carbon Paint

Plastic Elastigum Patching Cement

ONE of the most popular of the Barrett Products is Creonoid (Fly Oil) Lice Destroyer and Cow Spray. Farmers throughout the entire Dominion use vast quantities of this product during the fly season. Our plans include an intensive advertising campaign directed to the farmers during the time when the fly pest is prevalent. Be ready to cash in on this demand which will be created for you.



Creonoid (Fly Oil) Lice Destroyer and Cow Spray

"I SAVE from $30 to $50 per month by the use of Creonoid," writes a farmer. "By its use night and morning, my cows have practically 24 hours of peace and comfort . . . I have used Creonoid for more than a year in my dairy, and I find it so superior to all other 'fly dope' that there is no comparison."

That is but one instance among thousands, where Creonoid has increased the milk yield. Experts say that cows give 25% more milk, when freed from the fly nuisance.

Creonoid is a very inexpensive and wonderfully effective fly-spray for horses and all live stock.

It is easy to apply. After its use cows will stand still at milking time, and should show an increase in weight and milk yield.

Creonoid will pay for itself many times over through increased farm profits.

Creonoid means more milk per cow, more eggs per hen, more pounds per hog.

Creonoid comes all ready for use. It requires no mixing or thinning.

It is put up in exceptionally attractive lithographed cans in the following sizes: 1-gallon cans (12 to the case), 5-gallon cans, ½ barrels and barrels.



WINNIPEG VANCOUVER ST. JOHN, N. B. The Barrett Company LIMITED MONTREAL TORONTO HALIFAX, N. S.

SCREWS, IRON BENCH, No. 14

1 in.	$13 75
1⅛ in.	17 00
1¼ in.	20 00

SCYTHES

	Doz.
Cast Steel	$20 00
Golden Clipper	20 95
Little Giant	22 00
Bush	20 50

SNATHS

	Doz.
00 Patent	$17 50
1 loop	16 80
2 loops	15 80
3 loops	14 70
Bush	18 20

SHEETS, BLACK

See Montreal and Toronto report.

SHEETS, CORRUGATED

See weekly report.

SHEETS, GALVANIZED

See Weekly Reports.

	Queen's Hd.	Fleur-de-lis
28 gauge	$10 00	$ 9 25
26 gauge	9 75	9 00
24 gauge	9 15	8 60
22 gauge	8 80	8 15
18 and 20 ga.	8 10	8 00

F.O.B. Montreal.

SOLDERING COPPERS

See Coppers.

SOLDER, BAR

See weekly report.

SPIDERS

Cast, No. 7, $1; No. 8, $1.05; No. 9, $1.15.

SPOUTS, SAP

Eureka, per M. $16 50

STANDS, WASHTUB

Dowswell, doz. $47 25

STAPLES (Fence)—

	Per 100 lb. kegs
Bright	$5 25
Galvanized	6 25

STOVES

	List each
Oil Burning Cooking Perfection No. 32, 2-burner	$25 50
Perfection, No. 33, 3 burner	31 00
Perfection No. 34, 4-burner	40 00
No. 22G oven for above stoves	9 00

Discount, 30 per cent. off list.

McClary Glass Front Oven No. 70, each, net	6 00
Detroit Glass Front Oven, No. 85, each, net	....
Hot Blast	Plus %

F.O.B. Sarnia, London, Toronto, Ottawa.

Oil Burning Heaters	List
No. 525, each	$ 50
No. 530, each	10 50
No. 630, each	18 50

Discount 30% off list.

Hot Blast ..... Plus 10%

30% discount of No. 525, No. 530, No. 630 only.

STRETCHERS, CURTAIN—

Star, No. 1, doz.	$27 60
Star, No. 2, doz.	30 00
Sun No. 1	20 00
Sun, No. 2	22 00

STRETCHERS, WIRE

Hercules, doz. $3 60

SWEEPERS—

Carpet (Bissell's)

Amer. Queen, nick. fittings, cyco b.b.	$ 60 00
Club, jap., cyco bearing	120 00
Champion, jap. fittings	45 00
Grand, jap., cyco b.b.	68 00
Grand Rapids, nick., cyco b.b.	55 00
Do., jap., cyco b.b.	50 00
Parlor Queen, nick., cyco b.b.	62 00
Princess, nick., cyco b.b.	57 00
Standard, jap. fittings	46 00
Universal, jap., cyco bear	48 00
Do., nick., cyco bear	53 00
Little Daisy	2 00
Little Queen	3 00

SWEEPERS, VACUUM (Bissell's)

	Doz.
Grand Rapids, nickelled	$106 00
Household, japanned	94 00
Superba, nickeled	120 00

F.O.B. factory, Niagara Falls, Ont.

SWINGS—

Ontario, 4-passenger $8 75

TACKS

	Discount
Wire Tacks	70/15%
Revised Hardware Tack List adopted Jan. 20, 1920	70/15%
Double-pointed tacks	70/15%

Shoe findings—List adopted March 24th, 1921.

F.O.B. Toronto, Hamilton, Montreal and London.

TINNERS' TRIMMINGS

See prices under head of Wares.

TOASTERS, ELECTRIC

Universal	7 50
C. G.	5 00

Discount 20 and 10%.

Canadian Beauty	$5 84
Upright, with rack	6 40

TOOLS, HARVEST

Waverley, Wellandvale, Rixford, Maple Leaf, Bedford, 50 and 10% off new list.

F.O.B. Montreal, Toronto, Hamilton, London.

SPADES, SHOVELS AND SCOOPS

	1st Grade %	2nd Grade %	4th Grade %
Plain Back Shovels and Spades	35	35	35
Draining Tools	35	35	35
Hollow Back Scoops	35	35	35
Sand Shovels	35	35	35
Hollow Back Shovels	35	35	35
Hollow Back Coal Shovels	35	35	35
Riveted Back Scoops	35	35	35
Miners' Spring Point Shovels	35	35	35

Above discounts apply whether goods are sold in carload or less than carloads.

The above discounts apply only to Black List; Black List prices being as follows:

BLACK LIST			
Plain Back Shovels and Spades	$29.00	$28.00	$25.00
Draining Tools, No. 2, black	29.00	27.50	.....
Hollow Back Scoops, No. 2, black	34.50	.....	32.00
Coal Shovels, Hollow Back, No. 2, black	32.00	.....	30.00
Sand Shovels, No. 2, black	27.50	.....	24.00
Hollow Back Shovels, No. 2, black	27.50	.....	24.00
Riveted Back Scoops, No. 2, black	37.50	35.50	34.00
Miners' Spring Point Shovels, No. 2, black	36.50	.....	.....

NET EXTRAS—

For each size larger than No. 2, add 35c dozen net.

Full polished, add $1.00 per dozen net.

Half polished, add 50c per dozen net.

F.O.B. London, Hamilton, Toronto, Gananoque, Ottawa, Collingwood, Sherbrooke, Montreal, Quebec, Halifax, St. John, Moncton, and freight may be equalized thereon. On shipments less than 5 dozen F.O.B. factory only.

TRACK BARN DOOR

Hatch Trolley, per ft.	....
Brackets for above, per doz.	....
National Flat Track, 1¼ in. per ft.	....

TROUGH (EAVE)

O. G. Square bead and half round:

Size in girth.	Per 100 ft.		
8 in.	$15 90	15 in.	$28 80
10 in.	17 70	18 in.	36 50
12 in.	21 20	Less 60%.	

F.O.B. Toronto, Oshawa, Ottawa.

TRAPS (GAME)

	Doz. with chain
Victor, No. 1 Giant, doz.	$3 35
Jump, No. 1	3 50
Hawley & Norton, No. 1	5 00
Newhouse, No. 1	7 50

F.O.B. Toronto, London, Hamilton, Hamilton.

TUBS, WOOD

No. 0, per dozen	$26 40
No. 1, per dozen	23 10
No. 2, per dozen	20 90
No. 3, per dozen	17 60

F.O.B. Newmarket.

TWINE, BINDER

	per ft.
550 feet	0 17¼
550 feet	0 18¾
600 feet	0 20¼
650 feet	0 21¼

Freight prepaid to nearest station in lots of 300 lbs. and over. Rebate of ⅛ cent lb. on 10,000 lbs. and ¼ cent lb. on 20,000 lb.

TWINE (COTTON)

5-lb. sack, 3-ply, lb.	0 42
Cones, 3-ply, lb.	0 38
Do., 4-ply, lb.	0 41

VALVES AND COCKS

Compression work—Standard.	37%
Fuller work—Standard	30%
Basin cocks Fuller, No. 0	30%
Nos. 1 and 2	30%
Bath Cocks—Compression	29%
Flatway stop and waste cocks, Standard	40%
Roundway stop and waste cocks—Standard	34%
Brass steam cocks, stand.	10%
Radiator valves—Standard	23%
	10%
Globe, angle and check valves, standard	5%
Gate or Straightway	16/10%
Jenkins Gate Valve	10/7%
Jenkins Globe	10/10%
J.M.T.	20%
J.M.T. C.	25%
J.M.T. Gate Valves	15%

F.O.B. Toronto

VALVES, FOOT

	Blk.	Galv
1¼	0 58	0 83
1½	0 72	1 10
2	0 99	1 60

Penberthy Brass Valves

Gate Valves	15%
Regrinding Valves	10%
Swing Check Valves	5%
Compodisk Valves	10%

WARES, ETC.

Britannic, advance 65%

Scotch Grey Ware, 40%

Colonial, 5%

Imperial Ware, 5%

Pearl, 5%

Premier, list, plus 30%

Canada Ware, list, plus 30%

Crescent, 40%

Diamond, plus 30%

White Ware, 20/10%

Japanned Ware, list, plus 33 1-3%

Japd. Ware, White, list, plus 45%

Plain and Japanned Sprinklers, list plus 33 1-3%

Stamped Ware, plain, 35%

Stamped Ware, retinned, 20/10%

Copper Bottoms, plus 50%

Tinners' Trimmings, plain, 35%

Tinners' Trimmings, retinned, 20/10%

Tinners' Trimmings, General, list, plus 50%

Factory Milk Cans, list, plus 70%

Milk Can Trimmings, list, plus 90%

Cream Cans, list, plus 47½%

Railroad Cans, list, plus 40%

Sheet Iron Ware, list, plus 66 2-3%

Pieced Ware, ordinary, list, plus 75%

Pieced Tinware, C.B., list, plus 90%

Fry Pans, Acme, list, plus 5%

Fry Pans, Quick Meal, plus 50%

Spiders, steel, plus 50%

Fire Shovels, japanned, list, plus 60%

Steel Sinks, galv'zd, list, plus 50%

Steel Sinks, painted, list, plus 50%

Light Galv. Pails and Tubs, list plus, 20%.

Heavy Galv. Pails and Tubs, list plus, 20%.

Hollow Ware, add 40%

Garbage Pails, list, plus 20%.

Jap. Coal Hods, list, plus 80%

Galv. Coal Hods, list, plus 90%

Paper Lined Boards, 10%

Wood-lined Boards, list, plus 10%

Copper Boilers, list, net list.

Copper Tea Kettles, list plus 30%.

Copper Tea and Coffee Pots, list, plus 30%.

Stove and other Pipe, list, plus 100%

Stove Pipe Elbows, black and galv., list, plus, 66 2-3%.

Stove Pipe Thimbles, 40%

F.o.b. Montreal, Toronto, London, Montreal.

WASHERS, WROUGHT

Round, plain. Sizes given are size of hole. In boxes of 50 lbs. list prices per 100 lbs.—¼ in., $28.00; 5/16 in., $24.40; ⅜ in., $22.80; 7/16 in., $21.00; ½ in., $19.60; 9/16 in., $18.80; ⅝ in., $18.60; 11/16 in., $18.40; ¾ in., $18.20; 13/16 in., $18.00; 1 1/16 in., 1⅛ in., 1¼ in., 1 5/16 in., $18.00; 1⅜ in., 1½ in., 1⅝ in., $18.40; 1¾ in., 1⅞ in., 2 in., 2⅛ in., $19.00. Discount 50% f.o.b. Montreal, Hamilton, Toronto, London and Halifax.

Car lots allowance to following points: Windsor, Walkerville, St. John, Moncton, Amherst, New Glasgow. Freight allowance: Fort William and West, 10c per 100 lbs., cash in 30 days less 2%.

Net extras, 26 to 40 lbs. of a size, $1.00; 25 lbs. of a size or less, $2.00 per 100 lbs. Package allowances—if taken in kegs about 175 lbs. each, allowance 10c per 100 lbs.; if taken in bags about 100 lbs., allowance 15c per 100 lbs.

WEIGHTS, SASH

	Tor.	Lon.	Mont
Section, 1 lb., per 100 lbs.	$5 10	$5 25	$5 50
Section, ½ lb., per 100 lbs.	5 50	5 75	5 50
Solid, 3 to 30 lbs., per cwt.	3 75	4 70	4 50

WHEELBARROWS

Navvy, steel wheel, doz.	$105 00
Garden Steel, doz.	78 75
Light Garden, doz.	85 00

F.O.B. Montreal, Toronto, London

WIRE PRODUCTS

Annealed or Bright.

Advances over base price on sizes lighter than No. 9.

	Base
No. 9 and heavier	$0 06
No. 10	0 12
No. 11	0 20
No. 12	0 30
No. 13	0 40
No. 14	0 55
No. 15	0 70
No. 16	

Annealing, no extra.

Oiled and Annealed, extra, $0.15.

Coppering and liquor finish, extra, $1.00-$1.50.

Tinning, extra, $2.00-$3.00.

Bright base, $5.00.

Annealed base, $5.00.

Galvanized base, $5.70.

Barbed Wire, $6.20.

Coiled Spring Wire, 9 gauge, Toronto, $5.65; Montreal, $5.75.

Prices subject to change without notice.

Extra net, per 100 lbs.—Oiled wire, 15c.; bright, soft drawn, 25c-70c.

Stovepipe Wire.

No. 18	$9 50
No. 19	10 00

F.O.B. Toronto, London, Hamilton, Montreal, St. John, freight equalized.

WRENCHES, STILLSON

	each
6 inch	$2 00
8 inch	2 25
10 inch	2 50
14 inch	3 50
18 inch	5 00
24 inch	7 25
36 inch	13 50

Discount, 50% Canadian pattern; 40% on genuine.

WRENCHES, CRESCENT, list plus 10%.

WRINGERS, CLOTHES

Domestic, No. 531E	$115 00
Dom. Bench, No. 541EB	174 00
Favorite, No. 511E	105 00
Favorite, No. 512	112 00
Royal Canadian	94 00
Favorite, No. 514	133 00
Ottawa, No. 231E	105 00
Ottawa Bench, No. 341EB	162 00
Challenge, No. 311E	95 00
Warranty	115 00
Bicycle,	95 00
Eze	102 00
Rapid	92 00
Eureka	64 00
Blue Belle	115 00
Do., Folding B	164 00
Rival	105 00
Model	91 00
Imperial	102 00

Discounts from above list, 25%.

Terms—30 days, less 2 per cent. Freight equalized on half dozen machines and upwards with the nearest of the following places to point of destination, viz.: Montreal, Kingston, Ottawa, Toronto, London, Hamilton or St. Marys.

TINKER TOM'S TALKS.

No. 311.

YE GRAND BLUFF!

We had just said to a friend: "Talk about Made-in-Canada, why we never hear a sound these days from a lot of jobbers and manufacturers who were mighty glad of our service and prices when things were different. There's no such thing as AP-PRECIATION"—

and just then a Prince of the realm phoned an order for a car of "PREMIER" GAL-VANIZED STEEL SHEETS, and a wire came in ordering another car, and the mail man brought an order for a third car!

It looks like a beautiful day to us now, and we're hoping the weather has changed to *MADE-IN-CANADA.*

TINKER TOM



If interested tear out this page and place with letters to be answered.

Paints, Oils, Etc.

ALABASTINE
Colors and white—2½-lb. packages, $10.10 for 100 lbs., 5-lb. packages, $9.60 for 100 lbs. F.o.b. Paris or nearest jobbing house.

BLUE STONE Montreal Toronto
Per lb., bbls. .. 10 10

COLORS (DRY) Per lb.
Raw and Burnt Umber, 100 lb. kegs, No. 1 ..... 06-09½
Do., pure 11-15
Raw and Burnt Sienna, 100 lb. kegs, lb. 06-09½
Do., pure 16-18
Imp. green, 100-lb. kegs.. 22-23
Chrome green, pure 50-56
Chrome yellow 30-45
Brunswick green, 100-lb. keg 11-14½
Indian red, 100-lb. keg.... 15-20
Do., No. 1, 100-lb. keg ..-07
Lamp black 32-35
Venetian red, best bright..06½-09
Do., No. 1 .....03¾-05½
Drop black, pure dry ....-20
Golden ocre, 100-lb. kegs ..-09
White ochre, 100-lb. keg.. ..-06
Do., barrels ....-05
Yellow ochre, barrels..... 04-05½
French ochre, barrels .... ..-10½
Spruce ochre, 100-lb. kegs. 05-08
Can. red oxide, bbls.....02¾-04½
Super magnetic red ... 0 05
Vermillion 1 00
English vermillion 2 25
F.o.b. Montreal, Toronto.

COLORS IN OIL, PURE
1 lb. tins
Venetian red 0 27
Indian red 0 36
Chrome yellow, pure 0 70
Golden ochre, pure 0 35
French spruce ochre, pure.. 0 30
Greens, pure 0 35
Siennas 0 36
Umbers 0 36
Ultramarine blue 0 70
Prussian blue 1 20
Chinese blue 1 20
Drop black 0 42
Ivory black 0 44
Signwriters' black, pure.... 0 42
Lampblack 0 42
Imperial black, 25-lb. irons. 0 39
F.o.b. Montreal, Toronto

ENAMELS (white) Gal.
Dougall white enamel $8 78
Vitralite 8 78
Duralite 7 00
Old Dutch 6 27
B-H "White" Enamel 9 00
Martins, White 7 00
Satinette 6 23
C.P. Co. Albagloss 6 30
C.D. Master Painters' 8 20
Mooramel 7 00
Sunshine, white 7 00
Kyanize 8 00
Solpar 4 50
Paripan 11 00
Jasperlac 5 00
Invincible 7 50
Hillcrest 7 00
Amelite A. & E. 8 40
Adelite, A. & E. 6 15
Floglaze 5 00

GLUE Per lb.
English, sheet 30-32
White pigsfoot ....-50
Cake bone, 112-lb. bags.. 30-32
Hides, 112-lb. bags 35-40
Ground glues, 112-lb. bags—
English, per lb. 30-32
Canadian, per lb. 27-30

Brantford— Per case
No. 7, 50 pcks, 1 lb. $25 00
No. 8, 100 pcks., ½ lb.... 28 00
No. 9, 200 pcks., ¼ lb..... 35 00

GLASS LIST
Star or Double
United In. 16 oz. or 24 oz.
Up to 25 ..... $11 00 $16 40
26 to 40 ..... 14 00 20 90
41 to 50 ..... 15 00 23 00
51 to 60 ..... 16 00 24 00
61 to 70 ..... 17 00 25 00
71 to 80 .... 27 00
81 to 84 .... 34 00
85 to 90 .... 36 50
91 to 94 .... 37.25
95 to 100 .... 43.75
Discount box glass, Montreal 50%; Toronto, 50%; London, 50%.
Cut size sheet glass, 60/10% off of November, 1919

GLAZIERS' POINTS
Zinc coated, 12c, ½-lb. pkg.
F.o.b. Montreal, Toronto.

LEAD, WHITE (Ground in oil).
Prices are per 100 lbs. in ton lots. Less than ton lots are 35c per 100 lbs. higher than quoted below. F.O.B. Brantford, 50c; London, 55c; Windsor, 60c per 100 lbs. F.o.b. Toronto and Hamilton, 45c per 100 lbs. F.o.b. Fort William and Port Arthur. 75c per 100 lbs.
Maritime differential 50c per 100 lbs. over Montreal.

Montreal Toronto
Anchor, Pure $14 50 $14 95
Champion, Pure ... 14 50 14 95
Crown Diamond, pure 14 50 14 95
Green Seal 14 50 14 95
I.V. Perfection 14 50 14 95
Ramsay's Pure 14 50 14 95
Moore's Pure 14 50 14 95
Tiger, Pure 14 50 14 95
O.P.W. Dec. Pure.. 14 50 14 95
Red Seal 14 50 14 95
O.P.W., English.... 14 75 15 20
Maple Leaf, pure .. 14 50 14 95
Elephant Genuine .. 15 00 15 45
B. B. Genuine Lead, less than tons, Montreal, $16.10, Toronto, 16.55.

LEAD (RED DRY) Per 100 lbs.
Genuin 560 lb. casks $11 00
Genuine, 100 lb. casks 12 00
Less quantity 13 00
F.o.b. Montreal, Toronto.
Lead (red in oil)... ....
25s 0 18
10s 0 19
5s 0 20
1s 0 23
F.o.b. Toronto, Montreal, Hamilton

LINSEED OIL
For prices see weekly report.

LITHARGE
Casks, per cwt. $17 00
Smaller quantities, per lb... 0 20

LIQUID, BRONZING
Bronzing liquid, No. 1..$1.55-$2.15
Banana oil, gal 4 25
F.o.b. Mor treal, Toronto

MURESCO Per 100 lbs.
White Tints
350-lb. bbls. $7 15 $8 25
200-lbs., half bbls. .. 8 00 9 10
100-lbs., kegs 8 25 9 35
Cases 20 5-lb. pkgs. .. 8 80 9 90
F.O.B. Toronto.

OILS—
Fly, Creonoid—
Barrels, per gal. 0 65
Half-barrels, per gal..... 0 70
5s and 10s, per gal. 0 80
1s (1 doz.) 13 00
½ gal. cans, 1 doz. to case.. 9 00

PAINTS, PREPARED
See weekly report.
Price per gallon, 1 gallon can basis
Elephant white $4 35
Sanitone, white 3 85
Sanitone, colors 3 75
C.P. Co., pure, white..... 4 45
C.P. Co., pure, colors 4 10
C.P. floor paint 3 95
Elephant floor paint 3 70
Victoria floor paint 3 40
B.-H. English, colors 4 10
B.-H. English, white 4 45
B.-H. Fresconette, white 3 85
B.-H. Fresconette, colors 3 75
B.-H. Floor 3 95
B.-H. Porch Floor 4 10
Crown Diamond, white 4 20
Crown Diamond, colors 3 85
Crown Diamond Floor 3 70
Crown Diamond, porch 3 80
Do., Flat Wall Tone, white. 3 85
Do., colors 3 75
Moore's House Colors, white . 4 35
Do., House Colors, colors .. 4 10
Do., Preservo Paint, white. 2 95
Do., colors 2 85
Do., floor paint 3 80
Do., Sani-Flat 3 80
Moore's Porch and Deck Paint 4 10
I.V. Elastica, white 3 95
I.V. Elastica, colors 3 70
I.V. Flatine, int. wall, white.. 3 85
I.V. Flatine, int. wall, colors. 3 75
Jamieson's Crown Anchor.... 3 85
O.P.W. Canada Brand, white 4 45
O.P.W. Canada Brand, colors 4 10
O.P.W. Canada Brand, floor. 3 95
O.P.W. Flat Wall, white 3 85
O.P.W. Flat Wall, colors.... 3 75
Ramsay's Pure, white 4 30
Ramsay's Pure, colors 3 95
Ramsay's floor 3 80
Ramsay's porch 3 95
Glidden's white 4 45
Glidden's colors 4 10
Martin-Senour, 100%, white.. 4 45
Martin-Senour, 100%, colors.. 4 10
Martin-Senour, Porch Paint.. 4 10
Martin-Senour, Neutone, white 3 85
Martin-Senour, Neutone, colors 3 75
Martin-Senour, Floor Paint.. 3 95
Sherwin-Williams, white 4 45
Sherwin-Williams, colors 4 10
Sherwin-Williams, floor 3 95
Sherwin-Williams, porch paint 4 10
Flat Tone, white 3 85
Flat Tone, colors 3 75
Lowe Bros., H.S., white..... 4 45
Lowe Bros., H.S., color..... 4 10
Lowe Bros., hard drying floor 3 95
Mellotone, white 3 80
Mellotone, colors 3 75
Maple Leaf, white 4 45
Maple Leaf, colors 4 10
Maple Leaf, floor 3 95
Pearcy's Prepared, colors 3 60
Pearcy's Prepared, white 4 00
Pearcy's Prepared, floor 3 30
A. & E. Adelite, white 4 45
Do., colors 4 10
Do., Industrial white 3 50

Barrett Products
Everjet Elastic Carbon Paint—
Mont. Tor.
Barrels, per gal..... 0 80 0 80
Half-barrels, per gal. 0 85 0 85
5s and 10s, per gal... 0 95 0 95
1s, per case, doz. ... 12 00 12 00
Everjet Black Enamel—
Crates 2 doz., 8 oz.. $1 95 $1 95
Crates 12 doz., 8 oz.. 1 70 1 70
1-gal. cans, gal ... 1 50 1 50
5-10 gal. cans, gal... 1 35 1 35
Barrels-half bbls., gal 1 25 1 25
Carbosota Liquid Creosote Oil—
Barrels 0 60 0 60
Half barrels 0 65 0 65
5s and 10s, gal ... 0 75 0 95
1s (case 12 gals.)... 8 50 9 50
H., T. & A. Co.'s Creosote Oil—
Barrels 0 45
Half-barrels 0 50
5s and 10s 0 60
F.o.b. Montreal, Toronto.

PARIS GREEN 100-lb. lots
½-lb. paper cartons, per lb.. 0 52
1-lb. paper cartons, per lb... 0 50
½-lb. tins, per lb. 0 54
1-lb. tins, per lb. 0 52
25-lb. tins, per lb. 0 48
50 and 100-lb. drums, per lb. 0 46
250-lb. kegs, per lb..... 0 44½
600-lb. barrels, per lb. 0 44
Terms, 1% 15, or 30 days net.
F.o.b. Montreal, Toronto, Hamilton, London, Ottawa, Quebec, Moncton, St. John's and Halifax.
Yarmouth and P.E.I. points ¼c per lb. extra.

PUTTY
See Weekly Report.

ROSIN
Barrels, 100 lbs. $5 00
Less, per lb. 0 08

SHELLAC
Pure white Pure orange
Per bbl. $3 65 $3 25
Gal. jugs 4 15 3 75
F.O.B. Toronto, London, Montreal.

SHINGLE STAINS
Ord. Colors Greens
M.L. Creosot 1 40 1 60
Solignum 1 25 1 60
Martin Senours .. 1 40 1 60
Elastica 1 40 1 60
Hillcrest 1 40 1 60
"C.D." Shingle Stain 1 35 1 50

TAR Mont. Toronto
Coal Tar, refined 10 25 10 50
Do., crude 9 00 9 25

PAINT AND VARNISH REMOVER
Taxite, 1 gal. cans 3 00
B.H. Vanisher 3 60
Chalco 3 60
Klensa 3 60
Cumoff 3 60
Dougall Lingerwett 3 60
Takeoff 3 60
O.P.W. Presto 3 60
Solvo 3 60
Varn-off 3 25
Adelite 3 60

VARNISHES Per gal cans
B.-H. Floor 4 80
B.-H. Maritime Spar 6 03
B.-H. Hard Oil 3 24
B.-H. Gold Medal 4 02
Elastilite 4 50
Granitine Floor Finish 4 50
Hydrox Spar 4 05
C.P.C. Sun Varnish 4 80
C.P.C. Sun Aero Spar..... 4 50
C.P.C. Sun Waterproof Floor 4 40
I.V. Elastica, No. 1 ..... 5 74
Do., No. 2 ..... 5 25
Do., Floor 4 88
Jasperite Interior and Exterior 3 71
Jasperite Indestructo, floor .. 3 75
Jasperite Pale Hard Oil 2 75
P. & L. No. 61 ..... 5 04
Jamieson's Copaline 4 25
M-S Marble-Ite Floor 4 87
M-S Wood-Var 4 87
M-S Durable Spar 5 78
M-S Finest Interior 5 23
Moorlastic Floor 4 25
T. 45 Floor 3 50
Moorvar Interior 3 25
Moore's Spar 5 00
Elastic Interior 3 14
Mar-not 4 40
Quick Action House 2 65
Rexspar 5 64
Scar-Not 5 13
Solpar, Spar Marine 6 00
Solpar House Spar 4 50
Solpar Floor 4 50
Solpar Interior 3 50
Kyanize Spar 5 15
Kyanize Cabinet Rubbing... 4 85
Kyanize Interior and Floor.. 4 85
Luxeberry light 4 72
Luxeberry granite 4 90
Luxeberry spar 5 62
Ramsay's Universal 3 75
Ramsay's Agate Floor 3 95
Ramsay's 400 Hard Oil 3 25
Ramsay's, No. 720 ..... 3 00
Crown Diamond Floor 4 25
"C.D. Big 4" Exterior..... 5 00
"C.D. Big 4" Interior..... 4 50
"C.D. Big 4" Floor 4 40
C. D. General Purpose 4 15
C. D. Furniture 2 05
Dougall Univarnish, clear..... 5 40
Dougall Transparent, spar.... 6 00
Dougall Transparent, floor.... 5 20
Copalite 4 00
Adelite, No. 103, Floor 4 56
Adelite, No. 105, Flat 4 56
Adelite, No. 100, Spar 6 00
F.o.b. Montreal, Toronto.

WATER PAINTS
Rockface, bbls., 250 lb. 0 05
Opalite, 300 lb. bbls..... 0 13½
Opalite, 100 lb. kegs..... 0 14½
1 gal. packages, per pkg... 0 75
½ gal. package, per pkg... 0 40

WATER PAINTS (per 100-lbs.)
5-lb. pkgs. White Colors
Decotint 9 00 9 00
Coralite 9 50 9 50
Perfecto 8 50 9 50
Solpar 8 80 9 90
C. D. Wall Coating, white.... 8 75
Do., colors 9 25
A. & E Hygiene Kal. 0 42 0 48
Do. in 100 lb. kegs 0 09 ....
Do., in 300 lb. bbls 0 08 ....

WASTE
Cream, Polishing 0 21¾

WHITE
XXX... 0 20½ XXX . . 0 18½
XX.... 0 18½ XX, grad 0 17½
X..... 0 17½ XLCR . . 0 16½
XC.... 0 16½ X Empire . 0 15
X Press . 0 13½

COLORED
Fancy . .. 0 15
No. 1... 0 14¾ Lion . . . 0 13½
No. 7... 0 13¾ Standard . 0 12
No. 1A. 0 12¾ Popular .. 0 10½
No. 1B. 0 11¾ Keen . . . 0 09
Above lines subject to trade discount for quantity.

WAX
B.H. Wax 0 50
Berry Bros. 0 70
Imperial Floor Wax 0 40
Anchor 0 33
O.P.W. Lion Brand 0 50
Old English 0 67
Johnson's 0 67
Jamieson's liquid wax, gal..... 3 50
Ramsay's 0 45
Martin-Senours 0 58
I.V. Wax 0 59
Sherwin-Williams 0 60
Solpar 0 40
Sturgeon French Polish 0 60
Crown Diamond 0 45
Hillcrest 0 45
Plymouth Rock 0 60
Champion White 0 50
F.o.b. Montreal and Toronto.

WHITING
Gilders, bolted, in bbls..... 3 25

WOOD ALCOHOL Per gal
In five gallons $2 75
Methylated Spirits 1 90-2 55
F.o.b. Montreal. Toronto London

GLASS

We are receiving quantities of Belgium Window Glass and can quote you very attractive prices for immediate deliveries or for spring import shipments. We stock or manufacture Plate, Bevelled Plate, Mirrors, Figured, Leaded, Wired and Prism Glass.

Write, Phone or Wire for Prices

HOBBS Manufacturing Company, Limited

MONTREAL TORONTO LONDON WINNIPEG

Stove Mica

All sizes of Clear Mica in stock for immediate shipment.
Manufacturers of Mica Insulation.

Price List on Application

Mica Company of Canada, Ltd.
P. O. Box 156, Hull, Que.



GERMANTOWN LAMPBLACK

THE L. MARTIN CO.
HEADQUARTERS FOR
LAMPBLACK
IN ENGLAND AND AMERICA

Originators of Eagle, Old Standard, Globe and Pyramid Germantown Brands.
Suppliers of Bulk Blacks to the highest class Grinding Trade.

Montreal, Toronto, Winnipeg, New York, Philadelphia, London, Eng.

Window Glass

Also Plate, Figured, Bent, and Ornamental Glass

RED S

Stained, Wired, Mirror

Order Early

The Toronto Plate Glass Importing Co., Limited
Don Roadway Toronto

If interested tear out this page and place with letters to be answered.

Winnipeg Hardware Quotations

AMMUNITION
Powder, per keg, $11.00.
Soft shot, per cwt., $15,50; chilled, $17.00; buckshot, $16.30; ball, $16.70.

AMMUNITION, DOMINION

	Blk. List	Lesmok List	Smkless List
BB caps	.....	.....	$ 7 00
22 Short	.....	$10 00	10 70
22 S. Mush.	.....	.....	11 50
22 Long	.....	12 00	15 00
22 L. Mush.	.....	.....	16 00
22 L.D. do.	.....	.....	18 70
22 L. Rifle	.....	14 00	17 50
25 Short	$23 50	.....	.....
32 Short	23 50	.....	70 00
25/20	.....	.....	70 00
25 Colt Auto	.....	.....	53 00
30 Mausey	.....	.....	91 00
32 S. & W.	.....	.....	42 00
32 S. Colt	33 50	.....	.....
32 Colt Auto	.....	.....	63 00
32/30	.....	.....	70 00
38 S. & W.	.....	.....	54 50
44 G. Getter	.....	.....	66 50
44/40	.....	.....	84 00
455 Target	.....	.....	85 00
250 Sav. H.P.	.....	.....	160 00
280 Ross	.....	.....	209 00
25/35	.....	.....	125 50
30/30	.....	.....	144 50
303 Savage	.....	.....	144 50
303 British	.....	.....	190 00
32/40	.....	.....	121 50
32 Special	.....	.....	144 50
32 Rem. Rim.	.....	.....	144 50
33 Win.	.....	.....	190 00
35 Rem. Rim.	.....	.....	159 50
351 Self Ldg.	.....	.....	121 50
38/55	.....	.....	152 00
45/70-405	133 00	.....	.....

Jobbers' Discount on Winchester and Savage Ammunition, 40%; U. M. C., 40% off Dominion List.
Dominion Amunition — Discount 30/20% off Dominion List.

ANVILS
Peter Wright, 60 to 79 lbs., 28c a lb.; 80 lbs. and over, 26c.
Farriers' Clip Horn, 27c a lb.
Norris, 80 lbs. and over, 16c.

AUGER BITS
Standard List Prices per Dozen.

3/16	$6 00	18/16	$12 00
4	5 00	19	14 00
5	5 00	20	14 00
6	5 00	21	16 00
7	5 00	22	16 00
8	5 00	23	18 00
9	6 00	24	18 00
10	6 00	35	21 00
11	7 00	26	21 00
12	7 00	27	24 00
13	8 25	28	24 00
14	8 25	29	27 00
15	9 50	30	27 00
16	9 50	31	30 00
17	12 00	32	30 00

Discounts from standard list prices.
Irwin .....30% on list
Common .....20% on list

AXES

Single Bit	$17 50	$19 00
Double Bit		24 50
Broad Axes		60 00

AXES, BENCH

No. 2	$22 00
No. 3	24 75
No. 4	26 95
No. 5	29 70
No. 6	33 00

BAR IRON
Round and square.—3-16 in., ¼ in., and 5-16 in., $5.95 base. Round and square over 2 in., up to and including 2 ¾in., and flats over 1 in. x 4 in. up to 6 in. wide, $6.40 base. Rounds over 2¾ in. to 6 in., $6.90 base. Swedish iron, $8; sleighshoe steel, $6.25; spring steel, $6.50; machinery steel, $8.

BARS, CROW, $12.00 per 100 lbs.;

BELT LACING
In sides, tanned, $2.50 per lb.; cut, $3.00 per lb.; rawhide, sides, $2.50; cut, $3.00.
Blue Stone (Vitriol), 11½c.

BELTING
Rubber, 6 in. and under 64%; over 6 in., 47%.
Agricultural or No. 1 leather belting, 15/10/10/10% off list.
Standard, 15/10/10% off list.
Extra 15%.
The "double" list is just twice the

BOARD, BEAVER Per M ft.
1,000 ft. to 5,000 ft..... $51.50

BOILERS, RANGE
30-gal., each 13 00

BOLTS—
Carriage, ⅜ in. and smaller, up to 6 in., 15%; over 6 in., net list; 7-16 in. and larger, 5%; Machine, ⅜ in. and under, up to 4 in., 32½%; over 4 in., 5%; 7-16 in. and over, 10%; machine set screws, 25%; plough bolts, 12½%; stove bolts, 60%; shaft bolts, 5% adv.; tire bolts, 40%; sleigh shoe bolts, 5% adv.

BORAX Borax, per lb., 14c.

BUTTS
Plated—No. 241 Antique Copper and Dull Brass Finish.

	Per pr.
2½ x 2½ in.	0 36
3 x 3 in.	0 38
3½ x 3½	0 39
4 x 4 in.	0 52
4½ x 4½	0 77
5 x 5 in.	1 34

Wrought Steel—

No. 800	net prices
No. 804	net prices
No. 838	net prices
No. 840	net prices

CARPET FELT Per Roll

16 oz.—50 lbs.	4 70
20 oz.—54 lbs.	5 90

CHAIN
Coil, Elec. Weld, 3-16 in., $19.25; ¼ in., $17.75; 5-16 in., $15.55; ⅜ in., $13.55; 7-16 in., $13.20; ½ in., $12.85; 9-16 in., $12.85; ⅝ in., $12.15; ¾ in., $11.90.
B.B. Short Link—3-16 in., $17.75; 7-16 in., $15.40; ½ in., $15.75; 9-16 in., $15.75; ⅝ in., $14.15; ¾ in., $13.95; ⅞ in., $13.35; 1 in., $13.15.
Logging—¼ in., $21.15; 5-16 in., $17.95; ⅜ in., $15.95; 7-16 in., $15.60; ½ in., $15.25.

CHIMNEYS, LAMP
A, crimp top, per doz., $1.70; B, per doz., $1.90; Rochester plain top, per doz., $2.40.

CHOPPERS, FOOD
Universal, No. 0, $2.30; No. 1, $3.15; No. 2, $3.75; No. 3, $5.00.

CHURNS
Power — No. 0, $9.75; No. 1, $9.85; No. 2, $10.75; No. 3, $12.00; No. 4, $16.00.
Hand — No. 0, $7.75; No. 1, $7.85; No. 2, $8.75; No. 3, $10.00; No. 4, $12.00.

CLEVISES, MALL. 21c per lb.

CLIPPERS, HORSE Each

Stewart, No. 1	$10 88
Hand, Newmarket	3 60

CLOCKS—Alarm

	Each
Big Ben	3 85
Baby Ben	3 85
America	1 80
Sleepmeter	2 35

CLOTHES LINE WIRE Doz.

50 foot, 19 g.	$4 40
100 foot, 19 g.	7 25

COPPER
Sheet and planished copper, 60c per lb. Tinned, 75c.

CORD SASH
Coils or Hanks.
8, 9, 10 ..... $0 53 lb.

DRILLS
See Eastern list.
Bit stock discount 40%
Blacksmiths' ½ inch shank...25%
Straight shank 25%
Do., wire 25%
Taper shank 25%

EAVETROUGH
Eavetrough, per 100 ft., 8 in., $7.20; 10 in., $7.88; 12 in., $9.00; 15 in., $13.05.
Conductor pipe, 2 in., per 100 ft., $9.00; 3 in., $10.80; 4 in., $13.73; 5 in., $18.90.

ENAMELWARE
See Wares.

FILES

Globe	Discount 50/5%
Nicholson Gen.	Discount 30%

FITTINGS—Malleable

Class A	55%
Class B and C, off new list.	65%
Bushings	20%
Unions, "Dart"—	
¼ to 2-in.	15%
⅛, 2½, 3½ and 4-in.	5%
Nipples, 4 in. and under	40%

FRY PANS Each

Cast iron, No. 8	$1 05
No. 9	1 15

GALVANIZED WARE
See Wares.

GLASS, WINDOW

	Single	Double
Up to 25-in.	$ 7 50	.....
26 to 40 in.	9 22	14 18
41 to 50 in.	9 98	14 86
51 to 60 in.	10 30	15 82
61 to 70 in.	10 70	16 42

GLASS (Plate)
20%.

GLOBES, LANTERN Doz

Cold Blast	$ 1 50
Short	1 50
Genuine Ruby	5 00

GRIDDLES, PANCAKE

Round, No. 1	$1 05
No. 2	1 15
Oblong, No. 8L	1 10
No. 9L	1 25
No. 3	1 90

GRINDSTONES
price of "single."
Per 100 lbs., $3.75.
Mounted on steed frames, $7.75 to $10.25.

HARVEST TOOLS. 50% and 10%.

HAMMERS—Adze-Eye, Plain

	Doz.
No. 0, 1½ lb.	$20 20
No. 1, 1¼ lbs.	19 05
No. 1½, 1 lb.	18 95
No. 2, 13 oz.	18 50
No. 22, 1¼ lbs.	15 00
No. 21, 1 lb.	13 65

Bell Face Doz.

No. 61, 1¼ lbs.	$19 05
No. 61½, 1 lb.	18 95
No. 62, 13 ozs.	18 50
No. 65, 1¼ lbs.	15 00
No. 64, 1 lb.	13 65

HAMMERS, MACHINISTS'

	Doz.
No. 30 up to and including	
No. 1	$13 85
No. 1½	16 15
No. 2	18 50
No. 2¼	20 20

HAMMERS, MASONS'
No. 43, 5 lb. and over, $23 per cwt.

HAMMERS' STRIKING
Double face, No. 38, 5 lbs., $17.00. per cwt.

HINGES—Net prices.
Light Strap.—3 in., 93c per doz. prs.; 4 in., $1.13; 5 in., $1.27; 6 in., $1.60; 8 in., $2.33; 10 in., $3.27.
Light Tee—3 in., 93c per doz. prs.; 4 in., $1.00; 5 in., $1.20; 6 in., $1.40; 8 in., $1.67; 10 in. $2.27.
Heavy strap—4 in., $2.10 per doz. prs.; 5 in., $2.55; 6 in., $2.65; 8 in., $3.75; 10 in., $6.70; 12 in., $7.75, 14 in., $9.40.
Heavy Tee—4 in., $1.75 per doz. prs.; 5 in., $2.20; 6 in., $2.45; 8 in., $2.80; 10 in., $5.05; 12 in., $7.90; 14 in., $8.50.
Corrugated Strap.—4 in., $1.60 per doz. prs.; 5 in., $2.20; 6 in., $2.85; 8 in., $4.75; 10 in., $7.20; 12 in., $11.05.
Corrugated Tee—4 in., $2.45 per doz. prs.; 5 in., $2.70; 6 in., $3.65; 8 in., $5.75; 10 in., $8.25.
Screw Hook and Strap.—6 in., $4.45 per doz. prs.; 8 in., $4.95; 10 in., $6.60; 12 in., $7.20; 15 in., $7.75; 18 in., $11.35; 21 in., $12.75; 24 in., $16.50.

HORSESHOES
Iron, No. 0 to 1, $9.95; No. 2 and larger, $9.70; snowshoes, No. 0 to No. 1, $10.20; No. 2 and larger, $10.05; hand drilled, No. 0 to 1, $17.50; No. 2 and larger, $17; toe weight, $11.95.

HOSE, GARDEN

	3-ply	Per 100 ft. Multiped
½ in.	$13 50	$21 00
⅝ in.	15 50	.....
¾ in.	17 50	28 00

IRON, GALVANIZED

	Apollo and "Fleur Premier de Lis"
10¾ oz. or 28 Eng.	$10 55
28 Am. or 26 Eng.	10 15
26 Am. or 26 Eng.	9 55
24	9 40
22	9 40
18 and 20	9 25
16	9 10

IRONS, SAD
Common Sad Iron, 6 and over, 18c per lb.; 4 and 5 lbs. 20c per lb.

Mrs. Potts' No. 55, set	$2 60
Mrs. Potts, No. 50, set	2 70

Mrs. Potts' common sad iron handles, $2.40 dozen. Mrs. Potts' improved, $3.00 a dozen.

JACKSCREWS
15% on list.

KNIVES—HAY

Heath's	$17 50
Lightning	17 50

LADDERS, STEP
Common, 4 ft., $1.85; 5 ft., $2.15; 6 ft., $2.55; 7 ft., $3; 8 ft., $3.50; 10 ft., $4.75.

LADDERS, EXTENSION
20 to 32 ft., per ft., 37½c; 36 to 40, 41c.

LANTERNS
Cold Blast

No. 2, Japd.	16 50
No. 2, Coppd.	19 25
No. 2, plain	15 75
Short Globe, doz.	15 75

LATCHES—THUMB, STEEL

	Doz.
102	$2 40
103	2 45
104	2 85
Barn Door	
5	3 85
8	4 25
9	6 50

LEAD PIPE, $12.06.

LEAD WASTE, $12.96.

WHITE LEAD
Decorators' pure, 25 lb. drums, $16.10 per 100 lbs.

LINSEED OIL
See weekly report.

MACHINES—WASHING

	Each
Dowswell	$ 9 00
New Century	16 80
Canadian	9 00

MATTOCKS
Pick, $14.25; cutter, $14.25.

MOPS

O-Cedar, No. 1	$16 00
O-Cedar, No. 3	16 00
Self-wringing	6 70
Mop Handles	2 10

MOWERS—LAWN

	12 in.	14 in.	16 in.
Woodyatt	$ 12 00	$12 75	
Empress	14 25	15 00	
Daisy	8 75	9 50	
Star	7 40	7 85	
K—3-blade	9 60	10 25	10 60
C—4-blade	10 70	11 25	11 75
BB—4-bld.	12 45	13 00	13 65

NAILS
Wire, f.o.b. Fort William, $5.00 base; Winnipeg, $5.65. Cut f.o.b. Winnipeg, $7.25.

NAILS, HORSE, 25-lb. Box

	MRM	Capewell	New Peerless
No. 4	.....	.....	$7 75
No. 5	$5 25	$7 00	5 75
No. 6	5 00	6 75	5 50
No. 7	4 75	6 50	5 25
No. 8	4 75	6 25	5 00
No. 9	4 00	6 00	4 75



SILKSTONE

(REGISTERED TRADE MARK)

FLAT WALL COLOURS

Suppose you write us to-day about Silkstone and other lines that will benefit your business? We know you want to satisfy customers and build permanent, lasting trade; Silkstone is one of a line that does that to perfection.

You can sell it because Silkstone beautifies walls at less cost than wall paper. It can be washed easily without rubbing off. Its soft, silky finish gives an artistic effect much appreciated by home lovers. It is economical, durable and satisfies good taste.

Let us show you that it is profitable to sell. If a thing sells well and pays the merchant well, you certainly want it working for you in your store, don't you?

"Save the surface and you save all" *Paint & Varnish*

Write and let us explain the advantage of an agency

C. F. Stephens & Co. Limited

Paint and Varnish Makers

Winnipeg Calgary Edmonton

If interested tear out this page and place with letters to be answered.

Winnipeg Hardware Quotations—Continued

NETTING—POULTRY

1 in. mesh x 24 in.	$6 60
30 in.	8 97
36 in.	10 50

NUTS

Square, small lots, blank, $4.50; tapped, $5.00 advance on list; Hexagon, small lots, blank, $4.75; tapped, $5.25 advance on list; case lots all styles, 1c less than above.

OAKUM

Clipper, spun, bale 50 lbs. $11 50
Clipper, unspun, bale, 50 lbs. ....
Plumbers, bale 50 lbs. 5 00

OILS—	Gallon
Kerosene	0 27
Gasoline	0 40
White Rose Gasoline	0 43
En-ar-co Motor Oil, med. and heavy	1 15
Do., ext. heavy	1 25
Black (summer)	0 32½
Black (winter)	0 33
Imperial kerosene tractor	1 3[illegible]
Capital cylinder	0 96½
Castor machine	0 60¼
Imperial gas engine	0 65
Discount 10%.	
Polarine	1 35
Polarine A	1 35
Polarine heavy	1 35
Gargoyle Mobile A	1 68½
Gargoyle Mobile B	1 93½
Gargoyle Mobile BB	1 88½
Gargoyle Mobile E and Arctic	1 53½
Fuel oil	On application
Discount 25%.	
Wm. Penn Motor, medium	1 53
Do., heavy	1 68
French C, medoum	0 85
French A, heavy	1 20
Transmission, No. 1	0 75
Steam cylinder, No. 650C	1 10
Volunteer, reg. gas engine	0 60
Century caster machine	0 55
Melrose Harvester machine	0 70
25% and 10%.	

PAINTS, PREPARED

See weekly report.
(1 gallon can basis)

Stephens' white	$4 60
Stephens' colors	4 25
Stephens' floor	4 10
Silkstone white	4 00
Silkstone colors	3 90
Stephens' barn	2 35
Stephens' barn, extra color	2 55
Lion white	4 60
Lion colors	4 25
H.D. floor	4 10
Velvetone white	4 00
Velvetone tints	3 90
Ramsay's white	4 45
Do., colors	4 10
Dultone, White	4 00
Do., colors	3 90
Martin-Senour, white	4 60
Senour's floor	4 10
M.S. Neutone, white	4 00
M.S. Neutone, colors	3 90
M.S. Red Schoolhouse	2 50
M.S. Standard Barn	1 37

PAPER, BUILDING

Dry Fibre, No. 1	$1 25
Sunrise	1 00
Anchor, tarred	1 45
O.K. tarred	1 45
Tarred Felt	6 75

PICKS, CLAY

5-6 lb., $12.25 doz.; 6-7 lb., $13.25 doz.; 7-8 lb., $14.25 doz.

PIPE, WROUGHT

New price list being printed.

Per 100 ft.	Blk.	Galv.
⅛ in.	6 21	8 69
¼ in.	5 31	7 61
⅜ in.	5 45	7 79
½ in.	7 25	9 00
¾ in.	8 73	10 98
1 in.	12 56	15 89
1¼ in.	17 01	21 51
1½ in.	20 34	25 70
2 in.	27 63	34 61
2½ in.	44 37	56 12
3 in.	58 01	73 40
3½ in.	76 05	84 64
4 in.	90 00	112 50
4½ in.	101 70	127 80
5 in.	118 80	149 40
6 in.	154 80	193 50

PLASTER PARIS, per bbl. $6 00

PLATES, CANADA

18 x 21 per box, blued, $9.75; 18 x 24, blued, $9.75; 20 x 28, blued $10.00.

POLISH

	Liquid Veneer Doz.	O-Cedar Doz.
4-oz.	$ 2 40	$ 2 40
12-oz.	4 80	4 80
1-quart	10 00	12 00
½-gal.		20 00
1-gal.	28 00	28 00

PULLEYS, CLOTHES LINE

	Doz.
No. 58, jap. 5" wheel	$4 90
No. 158, gal. 5" wheel	5 10

PUMP OILERS, GENUINE CANNON

No. 1, $18.50 doz.; No. 3, $21 doz.; No. 2½, $23.50.

PUMPS

Pitcher spout, No. 1, $3 each; No. 2, $3.55 each; No. 3, $3.80 each; No. 4, $4.60 each.

PUTTY	
100-lb. irons	$7 20
25-lb. irons, per cwt.	7 80
1½-lb. tins	0 14½

RIVETS AND BURRS

Iron rivets, 30%; copper, No. 8, 42½c; No. 10, 46c; No. 12, 49¼c.

ROPE

British Manila—¼ in., 5-16 in., 24½c; ⅜ in., 24c; 7-16 in., ½ in., 9-16 in., 23½c.; ⅝ in., 23c; ¾ in. and larger, 22½c.

Pure Manila.—¼ in., 5-16 in., 29¾c.; ⅜ in., 29¼c; 7-16 in., ½ in., 9-16 in., 28¾c; ⅝ in., 28¼c; ¾ in. and larger, 27¾c.

Sisal—¼ in., 5-16 in., 22¼c; ⅜ in., 21¾c; 7-16 in., ½ in., 9-16 in., 21¼c; ⅝ in., 20¾; ¾ in. and larger, 20¼c.

Lath yarn, 20¼c.

Cotton Rope—3-16 in., 55c; ¼ in. and up, 54c.

SANDPAPER—

	B. & A. Quire	B. & A. Ream	Star Quire	Star Ream
00, 0	$0 41	$ 7 10	$0 43	$ 7 [illegible]
½	0 43	7 55	0 43	7 [illegible]
1	0 43	8 55	0 45	8 [illegible]
1½	0 52	9 95	0 50	9 [illegible]
2	0 58	11 50	0 60	11 00
2½	0 75	13 25	0 80	14 65
3	0 85	15 10	0 90	16 70

SASH BALANCES (Caldwell)
50% on list.

SAWS, BUCK

Happy Medium, $17.25; Watch Spring, $17.50; Lance Tooth or Lightning Blades, $20.00.

SCREWS

Bright iron round head, 65%; flat head, 67½%; oval head, 65%; round head, brass, 52½%; flat head brass, 55%; coach, 25%.

Set Screws, 5%. Cap Screws, 15%.

SCYTHES—	Doz.
Bramble	$.....
Bush	20 50
Excelsior	.....
Cast	20 00

SHOVELS AND SPADES

Shovels—Fox and Olds, D.H., Sqr. Pt., $16.25 per doz.; D.H., Rd. Pt., $16.25; L.H. Sq. Pt., $16.25; L.H. Rd. Pt., $16.25; Bulldog & Jones, D. H., Rd. Pt., $20.20; D.H., Sq. Pt., $19.85; L.H., Rd. Pt., $19.85; L.H., Sq. Pt., $19.85. Black Cat and Moose & Jones Scoops—No. 4, $23.60; No. 6, $24.35; No. 8, $25.05.

SLEDGES, BLACKSMITHS'
No. 37, 5 lbs. and over, $20.25 per cwt.

SNATHS

No. 2 loop	$17 25
Bush	19 50

STEEL SHEETS, BLACK	
10 gauge	$7 15
12 gauge	7 15
14 gauge	7 20
16 gauge	7 30
18-20 gauge	7 80
22-24 gauge	7 85
2½ gauge	7 90
28 gauge	8 15

STANDS	Each
Washtub, Reverse Drip	$4 15
Range boiler, 12 in.	1 50

SWEEPERS — VACUUM

	Doz.
Grand Rapids, nickeled	$109 00
Household, japanned	97 00
Superba, nickeled	123 00

SWEEPERS, TOYS, BISSELL'S

Little Daisy, per gross	35 00
Little Queen, per gross	53 00

F.O.B. jobbers' warehouses, Winnipeg.

SOLDER, per lb., 26 to 27c.

SPIKES — BOAT

Pressed, ¼ in., $10.80; 5-16, $10.05; ⅜ in., $9.25; ½ in., $9.

STAPLES

Bright iron, $5.55; Fort William, $6.20, Winnipeg; galvanized staples, ... Fort William .... Winnipeg.

STEEL

Sleighshoe, $6.55 base per cwt.; plow, common, $12; crucible plow, $16.00; angle, $7.00; harrow, $6.55 base; cast, octagon tool steel, 20c base; square tool, 20c base; spring, $6.00; tire, $7.50. Mild, 3-16, ¼, 5-16, $5.95 base. Round, square flat, up to and including ¼, ⅜ to 2 in., $5.95 base. Round and square, over 2 in., and including 2¾ in., flat over ¼ and up to 6 in. wide, $6.40 base; round over 2¾ in. to 6 in., $6.90 base. Band steel, $5.95 base.

STEEL HOOPS

½ in., $8.35; ⅝ in., $8.00; ¾ in. $7.40; ⅞ in., $7.10; 1 in., $7.00 1¼ in., $6.90; 1½ in., $6.80.

STEEL SQUARES
10% on list.

TACKS. Carpet, 70% off list.

TIES. Cow. ....

TIN AND TERNE PLATE—

20 x 28 IC box	$23 75
20 x 28 I.X. box	27 00
20 x 33 I.C. box	28 50
20 x 33 I.X. box	33 50
Terne plates	24 00

TRAPS, GAME—	Doz. Victor	Doz. H.& N.	Doz. Jump
No. 0	$2 40	$....	$....
No. 1	2 85	5 20	3 85
No. 1½	4 35	7 85	5 70
No. 2	6 00	11 00	9 00
No. 3	10 15	14 70	12 30

TUBS—	Wood	Fibre
No. 0	$25 55	$29 55
No. 1	22 20	24 35
No. 2	19 00	21 10
No. 3	16 80	18 00

TURPENTINE
See weekly report.

TWINE (WRAPPING)	Lb.
Cotton, 3-ply, cones	$0 40
Cotton, 3-ply, balls	0 45
Cotton, 4-ply, cones	0 43
Cotton, 4-ply, balls	0 47

VARNISHES—

Stephens' Luminette, gal.	$4 60
Stephens' Exalite, gal.	4 75
Lion Brand Color Varnish, per gal.	4 50

WARES, ETC.—

Scotch Grey Graniteware.

Colonial Imperial, Pearl, list plus 2½% advance.

Premier, Canada, Diamond, plus 40%

Whitewear, 22½% off.

Japanned Ware, list, plus 45%

Japanned Ware, white, list plus 57½%

Japanned Sprinklers, list plus 45%.

Stamped Ware, plain, 20-10-2½% discount.

Stamped Ware, retinned, 15-5-5%

Pieced Tinware, ordinary, list plus 50%

Pieced Tinware, copper bottoms, list plus 105%

Sheetiron Ware, list plus 72½%.

Light Galvanized Pails, plus 31½%.

Tubs—
Light, plus 31½%.
Heavy, 62½%
Pails and Tubs, plus 72½%
Jap. Coal Hods, list plus 92½%
Galvanized Coal Hods, list plus 102½%

WASHERS—

Size	Case lots	Less
3-16 in.	15 50	$16 00
¼ in.	13 70	14 20
5-16 in.	12 90	13 40
⅜ in.	12 00	12 50
7-16 in.	11 30	11 80
½ in.	10 90	11 40
9-16 in.	10 80	11 30
⅝ in.	10 70	11 20
¾ in.	10 60	11 10
⅞ in.	10 50	11 00
1 in.	10 50	11 00
1⅛ in.	10 50	11 00
1¼ in.	10 70	11 20
1⅜ in.	10 70	11 20
1 7-16 in.	10 70	11 20
1½ in.	10 70	11 20

WASTE

Cream, polishing	0 24½

WHITE

XXX Extra	$0 21
XX Grand	0 20
XLCR	0 19
X Empire	0 17½
X Press	0 16

COLORED

Fancy	$0 17½
Lion	0 16
Standard	0 14½
Popular J	0 13
Keen	0 11½

Above lines subject to trade discount for quantity.

WEIGHTS, SASH	Per 100 lbs.
Sectional	$7 50
Solid	7 00

WELL WHEELS	Doz.
Cast, covered, 8 in.	$11 60
Cast, plain, 10 in.	15 60
12 in.	18 85
14 in	24 00

WHEELBARROWS	Each
U. S.	$ 6 60
General purpose	7 90
Stone	13 75
Navvy, doz.	105 00

WIRE — BARB

Lyman, 4-point, $5.00 Winnipeg; Glidden Cattle, 2-pt., $4.80 Winnipeg; Baker, 2-pt., $4.70 Winnipeg; plain twist, cwt., Winnipeg, $7.00 100 lbs.; galvanized, Winnipeg, No. 9, $7.80; No. 12, $8.05; coil spring, plain, Winnipeg, No. 9, $6.30; No. 12, $6.50.

Patented screen in 100-ft. rolls. $3.50 per 100 sq. feet.

WIRE — PLAIN

Bale ties, 14-gauge, single loop, $7.10 Winnipeg, $6.45 Fort William.
Brass snare wire, per lb., 90c.

WIRE — ANNEALED

No. 9, $6.00; No. 10, $6.06; No. 12, $6.20; No. 14, $6.40; No. 15, $6.55; No. 16, $6.70 per 100 lbs.

WRENCHES — NUT

Agricultural—	
6-inch	$ 9 00
8-inch	10 80
10-inch	12 60
12-inch	16 20
15-inch	21 60
Perfect Handle—	
6 inch	15 00
8 inch	17 50
10 inch	.....
12 inch	.....
15 inch	.....
18 inch	.....

WRENCHES—PIPE

Trimo—30% off list.
Stillson—30% off list.

Always Ready	— Dozen— Black	N. P.
No. 1	$4 60	$ 5 00
No. 2	6 30	6 75

WRINGERS, CLOTHES	Doz.
Universal	$49 50
New Eze	76 50
Regent	69 00

The Trade Mark behind the "Hardware House of Quality"

DIAMOND A BRAND — ASHDOWN'S GUARANTEE

The Largest Wholesale Hardware Dealers in Canada

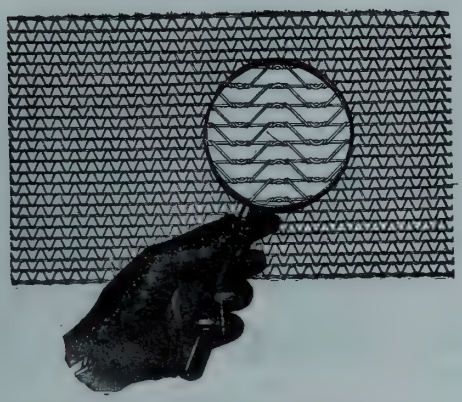


Illustration showing magnified view of weave.

Lay Flat Poultry Fence

Lay Flat Poultry Fence is a comparatively new feature of the wire netting and fencing trade. It is a great advantage to users of these goods. The feature that pulls is, that it is made on the same lines as farm fence. It is a perfect fabric with hinged joints. It is strong, stiff, and straight; when unrolled it lies flat and straight. This requires no toprail, baseboard or extra posts.

Good Displays

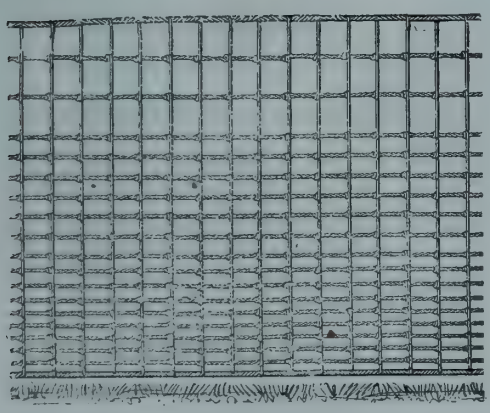


No. 1. No. 2.

Galvanized Poultry Netting Staples

Effective, reliable staples in galvanized, No. 1 Size, 13 gauge. These are conveniently packed in 10-lb. boxes and 100-lb. kegs. Also barbed, blind staples, No. 2 size. In ½, 5/8 and ¾. Packed in 10-lb. boxes.

Make Quick Sales



L Union Lock Poultry Netting

This is a handy, convenient netting that shows to advantage and sells well. The spacing of horizontal, or line, wire is: First six wires 1¼ inches apart; next three spaces are each 1½ inches apart; the next six spaces are each 2 inches apart. All spaces above 15th bar are 4 inches apart. There are ten rods in a roll (165 feet). Bring this to your customers' attention now with good displays.

The J. H. Ashdown Hardware Co., Limited

Winnipeg, Canada

Calgary **Saskatoon**

If interested tear out this page and place with letters to be answered.

STEEL IRON METALS

WINNIPEG WAREHOUSE STOCK

REINFORCING BARS IN ALL SIZES, IN LENGTHS UP TO 60'
BOLTS: MACHINE, CARRIAGE, DRIFT, SHIPBUILDING, ELEVATOR
BAR IRON: FLAT, ROUND AND SQUARE, SMALLEST TO THE LARGEST
HEXAGON BARS MACHINE STEEL

BOILER TUBES NUTS RIVETS SHAFTING
ANGLES CHANNELS RAILS TEES
FORGING BILLETS CAP SCREWS WASHERS SET SCREWS
GAUGE SHEETS, BLACK AND GALVANIZED, IN ALL GAUGES

GET OUR MONTHLY STOCK LIST

A COMPLETE LINE FOR
THE MANUFACTURER — THE WHOLESALER — THE CONSUMER

IF IT'S STEEL OR IRON WE HAVE IT

The MANITOBA STEEL & IRON COMPANY. LIMITED
WINNIPEG, MANITOBA

North Star Oil & Refining Company LIMITED

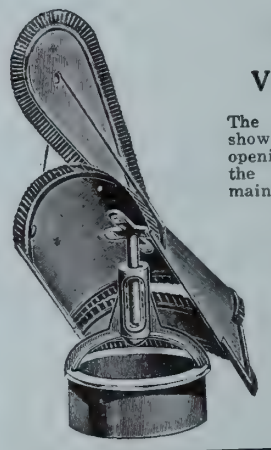
WILLIAM PENN MOTOR OIL

"High as the Stars in Quality"



Red Star Gasoline
★
Family Safety Coal Oil

Head Office
WINNIPEG
Branches throughout the West



O-Rib-O
Volcano Chimney Top

The Deflector — the lower slanting part shown — receives wind through the sloped opening, directing it over the chimney on the "blow-pipe" principle, creating and maintaining a continuous draft.

Cures the worst chimneys, and closes sales with a bang. Homes, stores, churches, factories are all your prospects.

Order to-day.

O-Rib-O
Manufacturing Co.
Winnipeg, Manitoba

"Dazee Brand" Woodenware

Buy Western-made Washboards, Step Ladders, Bake Boards, Ironing Boards, Clothes Horses, Tub Stands, etc. For sale by all jobbers. We guarantee the quality will please you. If jobber does not supply you write us direct.

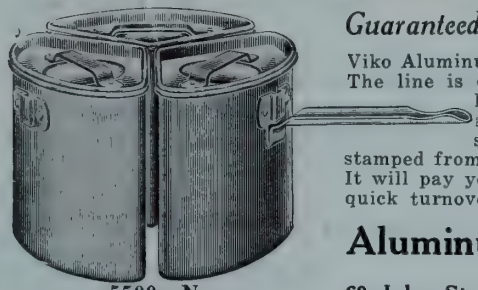
The Brett Mfg. Co., Limited
WINNIPEG, MAN.

KINREAD'S KANT-BREAK HALTER

"The Line of Progress"
R. R. Kinread
72-74 Princess St. Winnipeg

If interested tear out this page and place with letters to be answered.

VIKO Aluminum Specialties VIKO

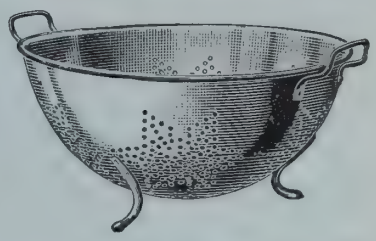


5500—N

Guaranteed Workmanship and Material

Viko Aluminum Specialties are quick selling articles. The line is extensive and varied. Every article illustrated in our catalogue is guaranteed against defects of material or workmanship. Viko aluminum Utensils are stamped from hard, thick, 99% pure sheet aluminum. It will pay you well; a good profit on big sales and quick turnover.

Aluminum Specialty Company
OF CANADA
60 John St. - - Toronto



5025—Colander

CARTER'S

Always Recommend

CARTER'S GENUINE DRY RED LEAD

It is worth recommending. A highly oxidized and very finely ground Red Lead that is always pure, always uniform and very economical. The best protection paint for metal work, railway and marine work, steam pipes, etc.

Carter's Genuine Orange Lead, Genuine Dry White Lead and Litharge are of a similar high quality. Write for prices and particulars.

The Carter White Lead Company of Canada, Limited, 91 Delorimier Ave., Montreal

North Star Batteries

Last Longer Cost Less

North Star batteries are so carefully and perfectly made as to ensure more power and longer life than ordinary batteries. They will stand unused for a considerable period without noticeable deterioration and can always be relied on for quick hot sparks. We guarantee this and will replace, without asking questions, any that do not give more power and last longer than other batteries.



North Star multiples are especially made and demanded wherever heavy duty ignition is required. Made in various sizes; packed in strong containers with handle, easy to connect, and absolutely waterproof.

North Star batteries offer superior service to the user and more profit to the dealer—both are good reasons why you should stock them.

Ask Your Jobber

Canada Dry Cells Limited
WINNIPEG, MANITOBA

If interested tear out this page and place with letters to be answered.

THE BUYERS' GUIDE

If what you want is not here, write us, and we will tell you where to get it. Let us suggest that you consult also the advertisers' index, facing the inside back cover, after having secured advertisers' names from the directory. The information you may desire may be found in the advertising pages. This department is maintained for the benefit and convenience of our readers. The insertion of advertisers' headings is gladly undertaken, but does not become part of any advertising contract.

ABRASIVES
The Carborundum Co., Niagara Falls, N.Y.
Canadian Hart Products Ltd., Hamilton, Ont.
The Cleveland Stone Co., Cleveland, Ohio.

AGRICULTURAL PRODUCTS
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

AIR COCKS
James Morrison Brass Mfg. Co., Ltd., Toronto.

ALUMINUM
British Aluminium Co., Toronto.
Canada Metal Co., Toronto.
A. C. Leslie & Co., Montreal.

ALUMINUM CASTINGS
Taylor-Forbes & Co., Ltd., Guelph, Ont.
The Toronto Lock Mfg. Co., Toronto.

ALUMINUM WARE
The Aluminum Goods Mfg. Co., Manitowoc, Wis.
The Aluminum Specialties Co., Ltd., Toronto.
The Aluminium Ware Mfg. Co., Oakville, Ont.
Buncher & Haseler, Ltd., Birmingham, Eng.
Thos. Davidson Mfg. Co.. Ltd., Montreal.
Fenton Bros., Ltd., Sheffield, Eng.
Landers, Frary & Clark, New Britain, Conn.
McLain, The Louis, Co., Toronto.
Napper & Davenport, Birmingham, Eng.
W. D. Shambrook & Co., Hamilton.
E. T. Wright & Co., Limited, Hamilton, Ont.

AMMUNITION
The Dominion Cartridge Co., Ltd., Montreal, Que.
Dupont Powder Co., Wilmington, Del.

ANVILS
Thos. Davidson Mfg. Co., Ltd., Montreal.
Taylor-Forbes & Co., Ltd., Guelph, Ont.

ARMS
The Fraser Co., Agents B.S.A., Montreal, Que.
Savage Arms Corpn., Utica, N.Y.

ART GLASS
Hobbs Mfg. Co., Montreal, Que.
Ontario Plate Glass, Ltd., The, Hamilton, Ont.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
The Toronto Plate Glass & Importing Co., Toronto.

ASBESTOS
Wm. J. Brown, Montreal, Que.

AUTO ACCESSORIES, EQUIPMENT AND SUPPLIES (JOBBERS)
Hyslop Bros., Toronto.
Samuel Trees & Co., Ltd.. Toronto.

AUTO ACCESSORIES, EQUIPMENT AND SUPPLIES (MANUFACTURERS)
Adams & Elting Co., Toronto.
Ames, Holden, McCready, Limited, Montreal.
The Armeroid Co., Toronto.
The Air-Tite Mfg. Co., St. Thomas, Ont.
Boston Varnish Co., Everett Station, Boston, Mass.
Burgess-Norton Mfg. Co., Geneva, Ill.
Canada Cycle & Motor Co., Ltd., Weston, Ont.
Canadian National Carbon Co., Toronto.
Canadian Winkley Co., Ltd., Windsor, Ont.
Cannon Oiler Co., Keithsburg, Ill.
The Carborundum Co., Niagara Falls, N.Y.
Canada Dry Cells, Ltd., Winnipeg.
The Chicago Flexible Shaft Co., Chicago, Ill.
The Dominion Chain Co., Ltd., Niagara Falls, Ont.
The Dustbane Mfg. Co., Ottawa, Ont.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
The Eclipse Mfg. Co., Indianapolis, Ind.
Goodell-Pratt Co., Greenfield, Mass.
Gutta Percha & Rubber, Ltd., Toronto.
The Hamilton Cotton Co., Limited, Hamilton, Ont.
Will. B. Lane, Chicago, Ill.
Ren Automotive Supply Mfg. Co., Preston, Ont.
Smith & Hemenway Co., Inc., Irvington, N.J.
Trimont Mfg. Co., Roxbury, Mass.
Wilkinson & Kompass, Hamilton.
J. H. Williams & Co., Ltd., St. Catharines, Ont.

AUTOMATIC SCREW MACHINE PRODUCTS
Burgess-Norton Mfg Co., Geneva, Ill.

AUTOMOBILE PARTS
Burgess-Norton Mfg. Co., Geneva, Ill.
Canada Foundries & Forgings, Ltd., Welland, Ont.

AXES
Burgess-Norton Mfg. Co., Geneva, Ill.
Can. Foundries and Forgings, Ltd., Brockville, Ont.
Shurly-Dietrich Co., Ltd., Galt, Ont.

BABBITT METAL
Canada Metal Co., Toronto.
Great Western Smelting & Refining Co., Limited, Vancouver, B.C.
Hoyt Metal Co., Toronto.
United Brassfounders & Engineers, Limited, Manchester, Eng.

BAIT, FISHING
Allcock, Laight & Westwood Co., Toronto, Ont.

BARB WIRE
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.

BARREL COVERS
E. B. Eddy Co., Hull, Que.

BATTERIES, DRY
Burgess Batteries Ltd., Winnipeg, Man.
Canadian National Carbon Co., Ltd., Toronto.
Canada Dry Cells Ltd., Winnipeg.

BATTERIES, FLASHLIGHT
Burgess Batteries Ltd., Winnipeg, Man.
Canadian National Carbon Co., Ltd., Toronto.

BATHS, ENAMELLED AND COPPER
Canada Metal Co., Toronto.

BATHROOM FIXTURES
The Gendron Mfg. Co., Ltd., Toronto.
Landers, Frary & Clark, New Britain, Conn.

BALE TIES
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
Laidlaw Bale-Tie Co., Limited, Hamilton, Ont.

BELTING, TRANSMISSION, ELEVATOR AND CONVEYOR
The Dominion Belting Co., Ltd., Hamilton, Ont.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Ltd., Toronto.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

BELTING, STITCHED COTTON DUCK
Dominion Belting Co., Hamilton, Ont.

BELTING, RUBBER
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Ltd., Toronto.

BENDS, BRASS, IRON AND LEAD
Jas. Morrison Brass Mfg. Co., Toronto.

BEVELS
Brown & Sharpe Mfg. Co., Providence, R.I.
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
L. S. Starrett Co., Athol, Mass.

BIBBS, BASIN AND BATH COCKS, COMPRESSION
Jas. Morrison Brass Mfg. Co., Toronto.
United Brassfounders & Engineers, Limited, Manchester, Eng.

BIBBS, BASIN AND BATH COCKS, FULLER
Jas. Morrison Brass Mfg. Co., Toronto.

BOLTS AND NUTS
London Bolt & Hinge Works, London, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Stanley Works, The, New Britain, Conn.
Wilkinson & Kompass, Hamilton.

BOLTS, EYE
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man
J. H. Williams & Co., Ltd., St. Catharines, Ont.

BOLTS, FLUSH
The Toronto Lock Mfg. Co., Toronto.

BORING BARS
J. H. Williams & Co., Ltd., St. Catharines, Ont.

BOOTS, RUBBER
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

BOOT CALKS AND TOOLS
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

BOX OPENING TOOLS
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

BOXES, TIN
A. R. Whittall Can Co., Ltd., Montreal.

BRADS, WIRE
The Western Wire & Nail Co., London, Ont.

BRASS CASTINGS AND GOODS
Canada Metal Co., Toronto.
Jas. Cartland & Sons, Ltd., Birmingham, Eng.
Jas. Morrison Brass Mfg. Co., Toronto.
Stratford Brass Co., Ltd., Stratford, Ont.
Frederick Giles & Sons, Birmingham, England.
Taylor-Forbes & Co., Ltd., Guelph, Ont.
The Toronto Lock Mfg. Co., Toronto.
United Brassfounders & Engineers, Limited, Manchester, Eng.

BRASS SHEETS AND RODS
A. C. Leslie & Co., Montreal.
Canada Metal Co., Toronto.
Graham Nail Works, The, Toronto.
Laidlaw Bale Tie Co., Hamilton.
Stanley Works, The, New Britain, Conn.

BARN DOOR HANGERS
Beatty Bros., Limited, Fergus, Ont.
Canada Steel Goods Co., Hamilton, Ont.
N. Slater Co., Limited, Hamilton, Ont.
The Stanley Works, New Britain, Conn.
Taylor-Forbes Co., Guelph, Ont.

BASKETS
Walter Woods & Co., Hamilton, Ont.

BEARINGS
Burgess-Norton Mfg. Co., Geneva, Ill.

BLACK LEAD
John Oakey & Co., Ltd., London, Eng.

BLASTING SUPPLIES
Dupont Powder Co., Wilmington, Del.

BOX STRAPPING
The Stanley Works, New Britain, Conn.

BITS, AUGER
E. C. Atkins & Co., Hamilton, Ont.
Millers Falls Company, Millers Falls, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Rule & Level Co., New Britain, Conn.
Wilkinson & Kompass, Hamilton.
Whites Limited, Collingwood, Ont.

BITS, FORSTNER
Progressive Mfg. Co., Torrington, Conn.

BITS, EXTENSION
Millers Falls Company, Millers Falls, Mass.

BICYCLES
Canada Cycle & Motor Co., Toronto.
Hyslop Bros., Ltd., Toronto.

BICYCLE PARTS
Burgess-Norton Mfg. Co., Geneva, Ill.

BIRCH SEATS
Canadian Veneering Co., Montreal, Que.

BRACKETS, SHELF
Canada Steel Goods Co., Hamilton.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Stanley Works, New Britain, Conn.

BRACES
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
The Peck, Stow & Wilcox Co., Southington, Conn.
Vaughan & Bushnell, Chicago, Ill.

BRAKES
Canada Cycle & Motor Co., Ltd., Toronto, Ont.

BRAKE LINING
The Hamilton Cotton Co., Limited, Hamilton, Ont.

BRASS FITTINGS AND RODS
James Morrison Brass Mfg. Co., Ltd., Toronto.

BREAD AND CAKE MAKERS
Thos. Davidson Mfg. Co., Ltd., Montreal.
Landers, Frary & Clark, New Britain, Conn.

BREAST DRILLS
Stanley Rule & Level Co., New Britain, Conn.
Goodell-Pratt Co., Greenfield, Mass.

BRONZE CASTINGS
Taylor-Forbes & Co., Ltd., Guelph, Ont.
The Toronto Lock Mfg. Co., Toronto.
United Brassfounders & Engineers, Limited, Manchester, Eng.

BRUSH AND BROOM MANUFACTURERS
The Boeckh Company, Ltd., Toronto.
Meakins & Sons, Ltd., Hamilton.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Ltd., Port Elgin, Ont.
Walter Woods & Co., Hamilton.

BRUSHES, SHAVING, MANUFACTURERS
The Boeckh Company, Limited, Toronto, Ont.
Meakins & Sons, Limited, Hamilton, Ont.
Rubberset Co., Ltd., Toronto, Ont.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.

BRUSHES, FLOOR, MANUFACTURERS
The Boeckh Company, Limited, Toronto, Ont.
Meakins & Sons, Ltd., Hamilton, Ont.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.

BRUSHES, GENERAL, MANUFACTURERS
The Boeckh Company, Limited, Toronto, Ont.
Meakins & Sons, Ltd., Hamilton, Ont.
T. S. Simms & Co., Ltd., Fairville, St. John, N B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.

BRUSHES, SCRUB, SHOE AND STOVE MANUFACTURERS
The Boeckh Company, Limited, Toronto, Ont.
Meakins and Sons, Limited, Hamilton, Ont.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.

BUILDING PAPERS
The Barrett Co., Ltd.
D. J. Ladd & Co., Winnipeg, Man.
Alex. McArthur & Co., Montreal, Que.

BURLAP, DECORATIVE WALL
The Dominion Oilcloth & Linoleum Co., Ltd., Montreal.

BUSINESS MACHINES
The International Business Machines Ltd., Toronto.
The National Cash Register Co., Toronto.

BUTTONS, ELECTRIC PUSH
The Toronto Lock Mfg. Co., Toronto.

BUTTER MOLDS
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
Walter Woods & Co., Hamilton, Can.

BUTTER WORKERS
Beatty Bros., Ltd., Fergus, Ont.

BUTTS AND HINGES
Canada Foundries & Forgings, Brockville, Ont.
Canada Steel Goods Co., Hamilton.
Caverhill, Learmont & Co., Montreal.
Chicago Spring Butt Co., Chicago, Ill.
The Stanley Works, New Britain, Conn.
The Toronto Lock Mfg. Co., Toronto.
Whites Limited, Collingwood, Ont.

Why has Hardware and Metal Such a Large Western Canada Circulation?

There are many reasons why Hardware and Metal covers Western Canada as thoroughly as the other parts of the Dominion. Some of the outstanding reasons are:—

Hardware and Metal is the *only* hardware paper giving a weekly market service from Winnipeg.

Hardware and Metal is the *only* hardware paper giving a weekly news section for Western Canada.

Hardware and Metal is the *only* hardware publication giving the trade in Western Canada a weekly market service from Montreal, Toronto, London and Pittsburgh — and Westerners are even more interested than any others in the activities in the primary markets of the East.

Hardware and Metal is the *only* publication in Canada giving the Western hardware trade a weekly service covering the activities of the hardware trade in a National way.

Hardware and Metal is the *only* hardware publication giving the Western Canada trade a weekly market service on paints, oils, varnishes, etc.

Hardware and Metal is the *only* hardware publication giving the trade any Western Canada weekly information regarding, "What Other Merchants Are Doing," Legislation, New Hardware Goods, Illustrated Articles on Display, Advertising, Etc.

Hardware and Metal during the twelve months of the year, supplies the Western Canada hardware trade with more market information, more new goods information, publishes more illustrations of window displays, store interiors, and retailers' advertisements than all the other Canadian hardware trade publications combined.

Incidentally, Hardware and Metal is the *only* hardware trade publication in Canada that will supply you with an Audit Bureau of Circulations statement, thus proving what it really has in the way of circulation in Western Canada.

MORAL—*If you are interested in Western Canada trade, advertise in the paper that is read by the Westerners and has gained its present dominating position in the West, as well as in other parts of Canada through 33 years of honest effort to give the trade each week the best in hardware trade newspaper service.*

HARDWARE AND METAL

"Canada's National Hardware Weekly"

143 University Avenue, Toronto, Canada

Montreal Branch, Southam Building **Winnipeg Branch, Union Trust Building**

Published every Saturday since 1888. The only weekly hardware paper in Canada and the only hardware paper in Canada that gives you a circulation statement audited by the Audit Bureau of Circulations.

THE BUYERS' GUIDE

BURRS
The Stanley Works, New Britain, Conn.
Parmenter & Bulloch, Gananoque.

BUILDERS' BRASS FOUNDRY
Frederick Giles & Sons, Birmingham, England.

BUILDERS' CASTINGS OF ALL KINDS
The Katie Foundry Co., Galt, Ont.

BUILDERS' HARDWARE
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Canada Steel Goods Co., Hamilton, Ont.
Jas. Cartland & Son, Ltd., Birmingham, Eng.
Chicago Spring Butt Co., Chicago, Ill.
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.
N. Slater Co., Limited, Hamilton, Ont.
Stanley Davies, Weston, Ont.
The Stanley Works, New Britain, Conn.
Stratford Brass Co., Ltd., Stratford, Ont.
Taylor-Forbes & Co., Ltd., Guelph, Ont.
The Toronto Lock Mfg. Co., Toronto.
Whites Limited, Collingwood, Ont.

BUILDERS' SUPPLIES
The Barrett Co., Ltd.

BUMPERS, RUBBER
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

CABINET HARDWARE
Stratford Brass Co., Ltd., Stratford, Ont.

CALKS, BOOT
The Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

CALIPERS AND DIVIDERS
Brown & Sharpe Mfg. Co., Providence, R.I.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

CALIPER GAUGES
J. H. Williams & Co., Ltd., St. Catharines, Ont.

CAMP FURNITURE AND GOODS
The Woods Mfg. Co., Ltd., Ottawa, Ont.

CANOES
The Canadian Canoe Co., Ltd., Peterborough, Ont.
The Peterborough Canoe Co., Ltd., Peterborough, Ont.

CANS
The A. R. Whittall Can. Co., Ltd., Montreal.

CANS, OIL
Cannon Oiler Co., Keithsburg, Ill.

CAN OPENERS
The United Royalties Corp., New York, N.Y.

CARBON REMOVER
The Dustbane Mfg. Co., Ottawa, Ont.

CARBORUNDUM
Carborundum Co., Niagara Falls, N.Y.
The Canadian Hart Products Ltd., Hamilton, Ont.

CARRIAGE HARDWARE
Stratford Brass Co., Ltd., Stratford, Ont.
Wilkinson & Kompass, Hamilton, Ont.

CARPET, SWEEPERS
Bissell Carpet Sweeper Co., of Canada, Ltd., Niagara Falls, Ont.
Walter Woods & Co., Hamilton.

CARRIERS, HAY
Beatty Bros., Ltd., Fergus, Ont.

CARTRIDGES
Dominion Cartridge Co., Ltd., Montreal.

CASEMENT FASTENINGS AND FITTINGS
Frederick Giles & Sons, Birmingham, Eng.
Taylor-Forbes & Co., Ltd., Guelph, Ont.

CASTERS
Canada Foundries & Forgings, Ltd., Brockville.
The Toronto Lock Mfg. Co., Toronto.

CATCHES, SCREEN DOOR
Burgess-Norton Mfg. Co., Geneva, Ill.

CEMENT
The Barrett Co., Ltd.

CEMENT, RUBBER
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

CEMENT, ROOFING
The Barrett Co., Ltd.
Geo. W. Reed & Co., Ltd., Montreal, Que.

CHAINS, CUT-LINK
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.

CHAINS (TIRE)
The Dominion Chain Co., Niagara Falls, Ont.

CHAIN PIPE WRENCHES
J. H. Williams & Co., Ltd., St. Catharines, Ont.

CHAIR SEATS
Canadian Veneering Co., Acton Vale, Que.

CHISELS, CAPE, COLD, ETC.
Brown-Boggs Co., Ltd., Hamilton, Ont.
Goodell-Pratt Co., Greenfield, Mass.
The Peck, Stow & Wilcox Co., Southington, Con..
Stanley Rule & Level Co., New Britain, Conn.
The Toronto Lock Mfg. Co., Toronto.
The Warren Tool & Forge Co., Warren, Ohio.

CHECKING FLOOR HINGES
Chicago Spring Butt Co., Chicago, Ill.
The Toronto Lock Mfg. Co., Toronto, Ont.

CHOPPERS, FOOD
F. W. Lamplough & Co., Montreal, Que.
Landers, Frary & Clark, New Britain, Conn.

CHOPPERS, ICE
Burgess-Norton Mfg. Co., Geneva, Ill.

CHUCKS
Goodell-Pratt Co., Greenfield, Mass.

CHUCKS, TAP
Greenfield Tap & Die Corp. of Canada, Ltd., Galt, Ont.

CHURNS, HAND AND POWER
Beatty Bros., Ltd., Fergus.
J. J. Blow, London, Eng.
The Dazey Churn Co., St. Louis, Mo.
Dowswell, Lees Co., Hamilton.
Landers, Frary & Clark, New Britain, Conn.
Maxwells, Ltd., St. Marys, Ont.
Walter Woods & Co., Ltd., Hamilton, Ont.

CHURN, MIXER
The United Royalties Corp., New York, N.Y.

CLAMPS, "C"
J. H. Williams & Co., Ltd., St. Catharines, Ont.

CLAMPS, MITRE AND DRAW
Burgess-Norton Mfg. Co., Geneva, Ill.

CLAMPS
Canada Foundries & Forgings, Ltd., Brockville
Taylor-Forbes & Co., Ltd., Guelph, Ont.

CLEAVERS
Burgess-Norton Mfg. Co., Geneva, Ill.
J. H. Williams & Co., Ltd., St. Catharines, Ont.

CLEAN-OUT DOORS
The Katie Foundry Co., Galt, Ont.

CLEVISES, MALLEABLE
The International Malleable Iron Co., Ltd., Guelph.

CLIPPERS, HORSE
The Flexible Shaft Co., Limited, Toronto.

CLIPPERS, HORSE AND COW
The Flexible Shaft Co., Ltd., Toronto.

CLOCKS
The New Haven Clock Co., New Haven, Conn.
The Western Clock Co., Peterborough, Ont.

CLOSET SEATS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Canadian Veneering Co., Acton Vale, Que.

CLOTHES DRYERS
The Aero Mfg. Co., Ltd., Sherbrooke, Que.
Dowswell Lees & Co., Ltd., Hamilton, Ont.

CLOTHES LINE (WIRE)
The Western Wire & Nail Co., London, Ont.

CLOTHES LINE REELS
The United Royalties Corp., New York, N.Y.

CLOTHES PINS
Wm. Cane & Sons, Ltd., Newmarket, Ont.

CLOTHES RACKS
Walter Woods & Co., Ltd., Hamilton, Ont.

CLOTHES REELS
The Katie Foundry Co., Galt, Ont.
Taylor-Forbes & Co., Ltd., Guelph, Ont.

CLOTHES WASHERS AND WRINGERS, ELECTRIC
Beatty Bros. Limited, Fergus, Ont.

COLLAR PADS
American Pad & Textile Co., Chatham.

COFFEE PERCOLATORS AND URNS
Landers, Frary & Clark, New Britain, Conn.

CORRUGATED FASTENERS
The Stanley Works, New Britain, Conn.

CONVEYORS, OVERHEAD
Beatty Bros., Ltd., Fergus, Ont.

COAL CHUTES
The Katie Foundry Co., Galt, Ont.

COAL HODS
Thos. Davidson Mfg. Co., Montreal, Que.

COBBLERS' SETS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Katie Foundry Co., Galt, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

CONCRETE REINFORCING TWISTED SQUARES
Burlington Steel Co., Ltd., Hamilton, Ont.

CONDENSATION UNITS
The Westco Pumps Ltd., Toronto.

CONDUCTOR PIPE, HOOKS, HEADS, ETC.
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Wheeler & Bain, Toronto.

CONNECTING RODS
J. H. Williams & Co., Ltd., St. Catharines, Ont.

COOKING WARE, GLASS
The Corning Glass Works, Corning, N.Y.

COPING SAWS
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

CORK CARPETS
The Dominion Oilcloth & Linoleum Co., Limited, Montreal, Que.

COTTON GLOVES
American Pad & Textile Co., Chatham.

COTTER PINS
James Austin & Sons, Ltd., London, Eng.

CORDAGE
The Aero Mfg. Co., Ltd., Sherbrooke, Que.
Consumers Cordage Co., Montreal and Halifax.
Doon Twines Ltd., Kitchener, Ont.
Plymouth Cordage Co., Welland, Ont., and North Plymouth, Mass.

CORNERS, CHEST
The Brainerd Mfg. Co., East Rochester, N.Y.

COUNTERS
Thomas Lewis Arnett, Souris, Man.

COUNTER-SINKS
Goodell-Pratt Co., Greenfield, Mass.

COUPLINGS, PUMP ROD
Edward E. Johnson Inc., St. Paul, Minn.

CRANK SHAFTS
J. H. Williams & Co., Ltd., St. Catharines, Ont.

CROWBARS
B. J. Coghlin & Co., Montreal.
The Warren Tool & Forge Co., Warren, Ohio.

CULTIVATORS
C. S. Norcross & Sons, Bushnell, Ill.

CULVERTS, METAL
The Pedlar People Ltd., Oshawa, Ont.

CURTAIN POLE FITTINGS
G. B. Birch & Co., Birmingham, Eng.

CUTLERY
Adcock & Brewer, Ltd., Montreal, Que.
The Acme Shear Co., Bridgeport, Conn.
Bridgeport Hdwe. Co., Bridgeport, Conn.
Burgess-Norton Mfg. Co., Geneva, Ill.
Geo. Butler & Co., Ltd., Sheffield, Eng.
The Canadian Wm. A. Rogers Co., Ltd., Toronto.
G. L. Cohoon, Montreal.
Thos. Ellin & Co., Ltd., Sheffield, Eng.
Fred. Ellis & Son, Sheffield, Eng.
Fenton Bros., Ltd., Sheffield, Eng.
Geneva Cutlery Co., Geneva, N.Y.
James Hutton & Co., Montreal, Que.
Jonathan Crookes & Son, Ltd., Sheffield, Eng.
F. W. Lamplough & Co., Montreal, Que.
Landers, Frary & Clark, New Britain, Conn.
A. Macfarlane & Co., Ltd., Montreal, Que.
Oneida Community, Ltd., Oneida, N.Y.
Wm. Rogers Mfg. Co., Niagara Falls, Ont.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
Wiebusch & Hilger, New York.
Marples & Co., Sheffield, England.

CUTTERS
A. S. and A. L. Brown & Co., Montreal, Que.
Butterfield & Co., Inc., Rock Island, Que.
Trimont Mfg. Co., Roxbury (Boston, Mass.)

CUSPIDORS
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Fenton Bros., Ltd., Sheffield, Eng.

DAIRY PAILS
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.

DAMPERS, STOVE PIPE
Can. Foundries & Forgings, Brockville, Ont.
Taylor-Forbes & Co., Ltd., Guelph, Ont.

DESKS, SCHOOL
Can. Foundries & Forgings, Brockville, Ont.

DIAPHRAGMS, RUBBER
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Ltd., Toronto.

DIES, STOCKS, ETC.
Butterfield & Co., Rock Island, Que.
Can. Foundries & Forgings, Ltd., Welland, Ont.
Greenfield Tap & Die Corporation, Galt, Ont.

DISH WASHER, ELECTRIC
The Hurley Machine Co., Limited, Toronto.

DISPLAY RACKS AND STANDS
Cameron & Co., Toronto.

DOG HARDWARE
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.

DOORS
Kasement Skrene Doré Co., Toronto, Ont.
Sanderson-Harold Co., Ltd., Paris, Ont.

DOOR BELLS
The Toronto Lock Mfg. Co., Toronto, Ont.

DOOR BOLTS
Canada Steel Goods Co., Hamilton, Ont.
The Stanley Works, New Britain, Conn.
Taylor-Forbes & Co., Ltd., Guelph, Ont.

DOOR KNOBS
Cartland & Son, Ltd., James, Birmingham, Eng.
Stanley Davies, Weston, Ont.
Frederick Giles & Sons, Birmingham, England.
The Toronto Lock Mfg. Co., Toronto, Ont.

DOOR CHECKS
The Toronto Lock Mfg. Co., Toronto, Ont.

DOOR HANGERS
Can. Foundries & Forgings, Ltd., Welland, Ont.
Can. Steel Goods Co., Hamilton, Ont.
N. Slater Co., Limited, Hamilton, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

DOOR SPRINGS
Jas. Cartland & Son, Ltd., Birmingham, Eng.
Chicago Spring Butt Co., Chicago, Ill.
The Kasement Skrene Dore Co., Toronto, Ont.

DOOR PULLS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Kasement Skrene Dore Co., Toronto, Ont.
Stratford Brass Co., Ltd., Stratford, Ont.
Taylor-Forbes & Co., Ltd., Guelph, Ont.

DOOR STRIP
Atlas Iron, Wire & General Metal Works, Toronto.
The Peck, Stow & Wilcox Co., Southington, Conn.

DRAINERS, CELLAR
James Morrison Brass Mfg. Co., Ltd., Toronto, Ont.

DRILLS, BREAST
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
Millers Falls Company, Millers Falls, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.

DRILL CHUCKS
Goodell-Pratt Co., Greenfield, Mass.

DRILLS, BLACKSMITHS'
Can. Foundries & Forgings, Ltd., Brockville, Ont.

DRILLS
Butterfield & Co., Rock Island, Que.
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Rule & Level Co., New Britain, Conn.
The Toronto Lock Mfg. Co., Toronto, Ont.
Wilkinson & Kompass, Hamilton, Ont.
The Sheffield Twist Drill & Steel Co., Ltd., Sheffield, England.

DROP FORGINGS
Can. Foundries & Forgings, Ltd., Welland, Ont.
J. H. Williams & Co., Ltd., St. Catharines, Ont.

DRY COLORS
Brandram-Henderson, Montreal.
Canada Paint Co., Ltd., Montreal.
R. C. Jamieson & Co., Ltd., Montreal.
Sherwin-Williams Co., Ltd., Montreal.
A. Ramsay & Son Co., Montreal.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
G. F. Stephens & Co., Ltd., Winnipeg.
Martin-Senour Co., Ltd., Montreal.
McArthur Irwin, Ltd., Montreal.

DRY CELLS
Canada Dry Cells, Ltd., Winnipeg.
Canadian National Carbon Co., Toronto.

DUSTERS
Channell Limited, Toronto.

DYNAMITE
Canadian Explosives, Ltd., Montreal, P.Q.
Du Pont American Industries, Wilmington, Del.

THE BUYERS' GUIDE

EAVESTROUGH
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Wheeler & Bain, Toronto.

EGG BEATERS
Collette Mfg. Co., Collingwood.
The United Royalties Corp., New York., N.Y.

EGG CASES
Miller Bros. Co., Limited, Montreal.
Walter Woods & Co., Hamilton.

EGG CASE FILLERS
Miller Bros. & Co., Limited, Montreal.
Walter Woods & Co., Hamilton.

EJECTORS AND SYPHONS
Jas. Morrison Brass Mfg. Co., Toronto.
United Brassfounders & Engineers, Limited, Manchester, Eng.

ELBOWS
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.

ELECTRIC APPLIANCES
The Canadian Westinghouse Co., Ltd., Hamilton, Ont.
The Equator Mfg. Co., Ltd., Hamilton, Ont.
The McClary Mfg. Co., London, Ont.
The National Electric Heating Co., Ltd., Toronto.
The Renfrew Electric Products Ltd., Renfrew, Ont.

ELECTRIC FANS
Canadian Westinghouse Co., Ltd., Hamilton, Ont.

ELECTRIC BELLS
Fenton Bros., Ltd., Sheffield, Eng.

ELECTRIC GRATES
Barton-Netting Co., Ltd., Windsor, Ont.

ELECTRIC LIGHTING SUPPLIES
The Barton-Netting Co., Ltd., Windsor, Ont.

ELECTRIC MOTORS AND GENERATORS
Canadian Westinghouse Co., Limited, Hamilton, Ont.

ELECTRIC SPECIALTIES
Canadian Westinghouse Co., Ltd., Hamilton, Ont.
Canadian National Carbon Co., Toronto.
Landers, Frary & Clark, New Britain, Conn.
National Electric Heating Co., Toronto.

ELECTRIC SUPPLIES
Canadian Westinghouse Co., Ltd., Hamilton, Ont.

ELECTROPLATE WARE
W. J. Anthony & Sons, Ltd., Bormingham, Eng.
Fenton Bros., Ltd., Sheffield, Eng.

EMERY GLASS AND PAPERS
John Oakey & Sons, London, Eng.

EMERY (GRAIN AND SHEETS)
James Hutton & Co., Montreal, Que.
John Oakey & Co., Ltd., London, Eng.

EMERY GRINDERS
Taylor-Forbes & Co., Ltd., Guelph, Ont.
Western Hardware Mfg. Co., Milwaukee, Wis.

EMERY WHEEL DRESSERS
Burgess-Norton Mfg. Co., Geneva, Ill.
The Canadian Hart Products Ltd., Hamilton, Ont.

ENAMELS
The Barrett Co., Ltd.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
Sturgeons, Ltd., Toronto.

ENAMEL, STOVE PIPE
The Deco-Tint Co., Montreal, Que.
Sanderson Pearcy & Co., Limited, Toronto, Ont.

ENAMELLED WARE
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
The McClary Mfg. Co., Ltd., London, Ont.
Sheet Metal Products Co. of Canada, Ltd., Toronto.
Republic Stamping & Enameling Co., Toronto.

ENGINES, GAS
The London Gas Power Co., Ltd., London, Ont.

EQUIPMENT, STORE
Thomas Lewis Arnett, Winnipeg.
Cameron & Co., Toronto.

ESCUTCHEON PINS
Parmenter & Bulloch Co., Ltd., Gananoque, Ont.

EXPLOSIVES
Canadian Explosives, Ltd., Montreal, P.Q.
Du Pont American Industries, Wilmington, Del.

EXTINGUISHERS, FIRE
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

FANLIGHT OPENERS
Jas. Cartland & Sons, Ltd., Birmingham, Eng.

FASTENERS, CASEMENT, STORM, SASH & SCREEN
Burgess-Norton Mfg. Co., Geneva, Ill.
Stanley Davies, Weston, Ont.
Stratford Brass Co., Ltd., Stratford, Ont.
The Stanley Works, New Britain, Conn.
Taylor-Forbes & Co., Ltd., Guelph, Ont.
The Toronto Lock Mfg. Co., Toronto.

FAUCETS, PETROLEUM
Can. Foundries & Forgings, Ltd., Brockville, Ont.

FEED BOXES
Can. Foundries & Forgings, Ltd., Brockville, Ont.

FEED COOKERS
Wheeler & Bain, Toronto.

FELTOL
The Dominion Oilcloth & Linoleum Co., Limited, Montreal, Que.

FELTS (TARRED AND CARPET)
The Barrett Co., Ltd.
D. J. Ladd & Co., Winnipeg, Man.
Alex. McArthur & Co., Montreal, Que.

FENCING AND GATES
Banwell-Hoxie Wire Fence Co., Hamilton.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.

FENCE POSTS
The Burlington Products, Ltd., Hamilton, Ont.
The Canadian Steel & Wire Co., Ltd., Hamilton.

FENCING, STAPLES AND HOOKS
The Western Wire & Nail Co., London, Ont.

FENCES, WOVEN WIRE, FARM AND ORNAMENTAL
Banwell-Hoxie Wire Fence Co., Hamilton.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
Wheeler & Bain, Toronto.

FILES
E. C. Atkins Co., Hamilton, Can.
G. & H. Barnett Co., Philadelphia, Pa.
Henry Disston & Sons, Limited, Toronto.
Nicholson File Co., Port Hope, Ont.
Simonds Canada Saw Co., Montreal.
Wilkinson & Kompass, Hamilton, Ont.

FILLERS
Boston Varnish Co., Everett St'n, Boston, Mass.
Sanderson Pearcy & Co., Limited, Toronto, Ont.

FIRE DOOR FITTINGS
N. Slater Co., Limited, Hamilton, Ont.
Taylor-Forbes Co., Guelph, Ont.
The Toronto Lock Mfg. Co., Toronto.

FIRE EXTINGUISHERS
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

FIRE DEPARTMENT SUPPLIES
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Ltd., Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.
United Brassfounders & Engineers, Limited, Manchester, Eng.

FIRE ESCAPES
The Dennis Wire & Iron Wks., Co., Ltd., London.

FIREPLACE FIXTURES, OPEN GRATES, BASKET GRATES

DAMPERS AND DUMPS
The Barton Netting Co., Ltd., Windsor, Ont.
The Toronto Lock Mfg. Co., Toronto.

FIREPLACE SCREENS
Canada Wire & Iron Goods Co., Hamilton, Ont.

FISHING TACKLE AND ACCESSORIES
Allcock, Laight & Westwood Co., Ltd., Toronto.
Marble Arms & Mfg. Co., Gladstone, Mich.

FLAGS
The Woods Mfg. Co., Ltd., Ottawa, Ont.

FLASHLIGHTS, ELECTRIC
Canadian National Carbon Co., Toronto.

FLATWARE
Fenton Bros., Ltd., Sheffield, Eng.
Oneida Community, Ltd., Oneida, N.Y.

FLOATS
Empire Level Mfg. Co., Milwaukee, Wis.

FLAT SWATERS
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

FOOD CHOPPERS
F. W. Lamplough & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.

FOOTBALLS
Jabez Cliff & Co., Ltd., Walsall, Eng.

FLINT CLOTHS
John Oakey & Sons, London, Eng.

FLOOR CHECKS, SINGLE OR DOUBLE
Taylor-Forbes & Co., Ltd., Guelph, Ont.
Chicago Spring Butt Co., Chicago, Ill.

FLOOR DRESSING
The Commercial Oil Co., Ltd., Hamilton, Ont.
Imperial Oil, Ltd., Toronto, Ont.
Sanderson Pearcy & Co., Limited, Toronto, Ont.

FLOOR STANDS
Jenkins Bros., Ltd., Montreal.

FOOT WARMERS
The Chicago Flexible Shaft Co., Chicago, Ill.

FLOOR WAX
The Deco-Tint Co., Montreal, Que.
S. C. Johnson & Sons, Inc., Brantford, Ont

FORCE CUPS
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

FORGINGS
Can. Foundries & Forgings, Ltd., Welland, Ont.

FORGINGS, DROP
Can. Foundries & Forgings, Ltd., Welland, Ont.

FUNNELS
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.

FURNACES
Burrow Stewart & Milne, Ltd., Hamilton.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Empire Stove & Furnace Co., Ltd., Owen Sound, Ont.
The Enterprise Foundry Co., Ltd., Sackville, N.B.
Findlay Bros., Ltd., Carleton Place, Ont.
The Galt Stove & Furnace Co., Ltd., Galt, Ont.
The Hall-Zryd Foundry Co., Ltd., Hespeler, Ont.
McClary Mfg. Co., Limited, London, Ont.
The Pease Foundry Co., Ltd., Toronto, Ont.
The Monitor Stove Co., Ltd., Toronto, Ont.
Jas. Stewart Mfg. Co., Ltd., Woodstock, Ont.

FURNITURE POLISH
Canada Paint Co., Ltd., Montreal.
Channel Limited, Toronto.
The Deco-Tint Co., Montreal, Que.
Imperial Oil, Ltd., Toronto, Ont.
Sherwin-Williams Co., Ltd., Montreal.

FUSES, ELECTRIC
Canadian Westinghouse Co., Limited, Hamilton.

FUSE WIRE
Canada Metal Co., Ltd., Toronto.

GALVANIZED PIPE
Canada Metal Co., Ltd., Toronto.

GALVANIZED STEEL SHEETS
Dominion Sheet Metal Co., Ltd., Hamilton, Ont.
A. C. Leslie & Co., Montreal.

GALVANIZED WARE
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
The McClary Mfg. Co., London, Ont.
Sheet Metal Products, Ltd., Toronto.

GALVANIZED STEEL SHEETS
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man

GALVANIZING
Thos. Davidson Mfg. Co., Ltd., Montreal.

GARDEN CULTIVATORS AND WEEDERS
C. S. Norcross & Sons, Bushnell, Ill.
Eureka Planter Co., Woodstock.

GARAGE HARDWARE
Canada Steel Goods Co., Hamilton, Ont.
N. Slater Co., Limited, Hamilton, Ont.
The Stanley Works, New Britain, Conn.

GARBAGE CANS
Thos. Davidson Mfg. Co., Ltd., Montreal.
Sheet Metal Products, Ltd., Toronto.
The Steel Trough & Machine Co., Ltd., Tweed, Ont.

GAS WATER HEATERS
Jas. Morrison Brass Mfg. Co., Toronto.

GASKETS, RUBBER
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Ltd., Toronto.

GASOLINE
Imperial Oil Co., Ltd., Toronto, Ont.
The North Star Oil & Refining Co., Limited, Winnipeg.

GASOLINE TANKS AND PUMPS
S. F. Bowser Company, Ltd., Toronto, Can.
The Steel Trough & Machine Co., Ltd., Tweed, Ont.

GATES, GALVANIZED
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.

GATES, STEEL AND WIRE
Banwell-Hoxie Wire Fence Co., Hamilton.

GAUGE COCKS, STANDARD AND HEAVY
The James Morrison Brass Mfg. Co., Ltd., Toronto.

GAUGES
Brown & Sharpe Mfg. Co., Providence, R.I.
Goodell Pratt Co., Greenfield, Mass.
Greenfield Tap and Die Corporation, Galt, Ont.
The James Morrison Mfg. Co., Ltd., Toronto.
L. S. Starrett Co., Athol, Mass.
Stanley Works Co., New Britain, Conn.
J. H. Williams & Co., Ltd., St. Catharines, Ont.

GENERAL RUBBER SPECIALTIES
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

GLASS BENDERS
Toronto Plate Glass Importing Co., Toronto.

GLASS, CARRIAGE
Hobbs Mfg. Co., Montreal, Que.
The Ontario Plate Glass, Ltd., Hamilton, Ont.

GLASS CUTTERS
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.

GLASS CUTTING BOARDS
The Lufkin Rule Co., of Canada, Ltd., Windsor.

GLASS, DOOR
The Consolidated Glate Glass Co. of Canada, Limited, Toronto.
Hobbs Mfg. Co., Montreal, Que.
The Ontario Plate Glass, Ltd., Hamilton, Ont.

GLASS, FANCY
The Consolidated Plate Glass Co. of Canada, Limited, Toronto, Ont.
Hobbs Mfg. Co., Montreal, Que.
The Ontario Plate Glass Ltd., Hamilton, Ont.

GLASS, WINDOW PLATE, ORNAMENTAL
The Consolidated Plate Glass Co. of Canada, Limited, Toronto.
Hobbs Mfg. Co., Montreal, Que.
Ontario Plate Glass, Ltd., Hamilton, Ont.
A. Ramsay, Son & Co., Montreal.
The Regina Plate Glass Co., Ltd., Regina, Sask.
The Saskatchewan Glass & Supply Co., Ltd., Moose Jaw, Sask.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
G. F. Stephens & Co., Ltd., Winnipeg.
Toronto Plate Glass Importing Co., Toronto.

GLAZIERS' DIAMONDS
A. Ramsay, Son & Co., Montreal.

GLOVES AND MITTS
American Pad & Textile Co., Ltd., Chatham, Ont.
The Hamilton Carhartt Co., Ltd., Toronto.

GLUE, SHEET AND GROUND
A. Ramsay, Son & Co., Montreal.
Sanderson Pearcy & Co., Limited, Toronto, Ont.

GOLF BAGS
The Woods Mfg. Co., Ltd., Ottawa, Ont.

GOLF BALLS
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

GOLF CLUB HEADS, RUSTLESS
Fenton Bros., Ltd., Sheffield, Eng.

GRANITE WARE
Sheet Metal Products, Ltd., Toronto.

GRATES
The Barton Netting Co., Ltd., Windsor, Ont.

GREASE AND OIL CUPS
The James Morrison Brass Mfg. Co., Ltd., Toronto.

GRINDERS, HAND AND POWER
The Carborundum Co., Niagara Falls, N. Y.
A. G. & A. L. Brown & Co., Montreal, Que.
The Cleveland Stone Co., Cleveland, Ohio.
The Star Specialty Mfg. Co., Chicago, Ill.
Taylor-Forbes Co., Ltd., Guelph, Ont.
Western Hardware Mfg. Co., Milwaukee, Wis.

GRINDING WHEELS
The Carborundum Co., Niagara Falls, N.Y.
The Canadian Hart Products Ltd., Hamilton, Ont.
The Cleveland Stone Co., Cleveland, Ohio.

GRINDSTONES
The Carborundum Co., Niagara Falls, N.Y.
The Cleveland Stone Co., Cleveland, Ohio.

GRINDSTONE FIXTURES
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Cleveland Stone Co., Cleveland, Ohio.
Taylor-Forbes & Co., Ltd., Guelph, Ont.

GUARDS, WIRE
Canada Wire & Iron Goods Co., Hamilton, Ont.

GUNS
The Fraser Co., Agents B.S.A., Montreal, Que.
Savage Arms Corporation, Utica, N.Y.

THE BUYERS' GUIDE

GUN PARTS
The Fraser Co., Agents B.S.A., Montreal, Que

GUNSIGHTS
Marble Arms & Mfg. Co., Gladstone, Mich.

HACK SAWS
Brown & Sharpe Mfg. Co., Providence, R.I.
Clemson Bros., Inc., Hamilton, Ont.
Diamond Saw and Stamping Works, Buffalo, N.Y.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Co., Millers Falls, Mass.
L. S. Starrett Co., Athol, Mass

HACK SAW BLADES
E. C. Atkins & Co., Hamilton, Ont.
Clemson Bros., Inc., Hamilton, Ont.
Diamond Saw & Stamping Works, Buffalo, N.Y.
Goodell-Pratt Co., Greenfield, Mass.
Henry Disston & Sons, Ltd., Toronto.
Millers Falls Company, Millers Falls, Mass.
Smith & Hemenway Co., Ilc., Irvington, N. J.

HACK SAW FRAMES
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Brown & Sharpe Mfg. Co., Providence, R. I.
Henry Disston & Sons, Limited, Toronto.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
L. S. Starrett Co., Athol, Mass.

HACK SAW MACHINES
Diamond Saw & Stamping Works, Buffalo, N. Y.
Goodell-Pratt Co., Greenfield, Mass.

HAME CHAINS
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.

HAMMERS
Canada Foundries & Forgings, Brockville, Ont.
The Peck, Stow & Wilcox Co., Southington, Conn.
Stanley Works, New Britain, Conn.
Vaughan & Bushnell, Chicago, Ill.
The Warren Tool & Forge Co., Warren, Ohio.

HAND DRILLS
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.

HANDLES
J. H. Still Mfg. Co., St. Thomas, Ont.

HANDLES, CHEST AND DRAWER
Burgess-Norton Mfg. Co., Geneva, Ill.
The Brainerd Mfg. Co., East Rochester, N. Y.
N. Slater Co., Limited, Hamilton, Ont.
Taylor-Forbes & Co., Limited, Guelph, Ont.

HANDLES, DOOR
Taylor-Forbes & Co., Ltd., Guelph, Ont.
The Toronto Lock Mfg. Co., Toronto.

HANDLES, CRANK, BALANCE, MACHINE
J. H. Williams & Co., Ltd., St. Catharines, Ont.

HAND PULLS
North Bros., Mfg. Co., Philadelphia, Pa.

HAND TAPS
Greenfield Tap and Die Corp.

HANGERS, BARN DOOR
Canada Steel Goods Co., Ltd., Hamilton, Ont.
Beatty Bros., Ltd., Fergus, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
N. Slater Ltd., Hamilton, Ont.
Taylor-Forbes & Co., Limited, Guelph, Ont.
The Toronto Lock Mfg. Co., Toronto.

HANGERS, DOOR
Beatty Bros., Ltd., Fergus, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Canada Steel Goods Co., Hamilton, Ont.
F. E. Myers & Bro., Ashland, Ohio.
N. Slater Co., Limited, Hamilton, Ont.
Taylor-Forbes & Co., Limited, Guelph, Ont.
The Stanley Works, New Britain, Conn.

HANGERS, DOOR AND TRACK
Beatty Bros., Ltd., Fergus, Ont.
Canada Steel Goods Co., Hamilton, Ont.
N. Slater Limited, Hamilton, Ont.
Taylor-Forbes & Co., Ltd., Guelph, Ont.

HANGERS, STORM, SASH AND SCREEN
The Stanley Works, New Britain, Conn.
Taylor-Forbes & Co., Ltd., Guelph, Ont.

HARDWARE, DOOR
The Hamilton Stove & Heater Co., Hamilton.
Taylor-Forbes & Co., Limited, Guelph, Ont.

HARDWARE, BARN DOOR
Beatty Bros., Limited, Fergus, Ont.
Taylor-Forbes & Co., Ltd., Guelph, Ont.

HARDWARE, FINISHING
Taylor-Forbes & Co., Limited, Guelph, Ont.

HARDWARE SPECIALTIES
The Brainerd Mfg. Co., East Rochester, N.Y.
Burgess-Norton Mfg. Co., Geneva, Ill.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Can. Forgings & Forgings, Ltd., Brockville, Ont.
Chicago Spring Butt Co., Chicago, Ill.
Fenton Bros., Ltd., Sheffield, Eng.
Landers, Frary & Clark, New Britain, Conn.
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.
N. Slater Co., Limited, Stratford, Ont.
Stratford Brass Co., Ltd., Stratford, Ont.
Taylor-Forbes Co., Guelph, Ont.

HARDWARE STORE FITTINGS
Stratford Brass Co., Ltd., Stratford, Ont.

HARNESS HARDWARE
Sanderson Pearcy & Co., Limited, Toronto, Ont.
The Niagara Metal Stamping Corporation, Niagara
Samuel Trees & Co., Ltd., Toronto.

HATCHETS
Burgess-Norton Mfg. Co., Geneva, Ill.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Marble Arms & Mfg. Co., Gladstone, Mich.
The Peck, Stow & Wilcox Co., Southington, Conn.

HASPS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Brainerd Mfg. Co., East Rochester, N.Y.
Canada Steel Goods Co., Hamilton, Ont.
The Toronto Lock Mfg. Co., Toronto, Ont.
Taylor-Forbes & Co., Ltd., Guelph, Ont.

HAWKS, ALUMINUM
Empire Level Mfg. Co., Milwaukee, Wis.

HEADLIGHT, GLASS
Hobbs Mfg. Co., Montreal, Que.
The Ontario Plate Glass, Ltd., Hamilton, Ont.

HEATERS
Anthes Foundry, Ltd., Winnipeg, Man.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
The McClary Mfg. Co., Ltd., London, Ont.
Jas. Morrison Brass Mfg. Co., Ltd., Toronto, Ont.
O-Rib-O Mfg. Co., Winnipeg, Man.
Jas. Stewart Mfg. Co., Ltd., Woodstock, Ont.
Sheet Metal Products, Ltd., Toronto.

HEATERS, AUTO
Chicago Flexible Shaft Co., Chicago, Ill.

HEATERS, ELECTRIC
Canadian Westinghouse Co., Limited, Hamilton, Ont.
Landers, Frary & Clarke, New Britain, Conn.
The National Electric Heating Co., Ltd., Toronto.
The Renfrew Electric Products Ltd., Renfrew, Ont.

HEAVY HARDWARE SPECIALTIES
Burgess-Norton Mfg. Co., Geneva, Ill.

HEELS AND SOLES, RUBBER
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Gutta Percha & Rubber Ltd., Toronto.

HINGES, BOX AND REFRIGERATOR
The Brainerd Mfg. Co., East Rochester, N.Y.

HINGES, ORNAMENTAL
The Lawson Mfg. Co., Chicago, Ill.
The Stanley Works, New Britain, Conn.

HOOKS, HAT AND COAT
The Brainerd Mfg. Co., East Rochester, N.Y.
Jas. Cartland & Sons, Ltd., Birmingham, Eng.
Can. Foundries & Forgings, Ltd., Brockville, Ont
Taylor-Forbes Co., Limited, Guelph, Ont.

HINGES, SPRING
Chicago Spring Butt Co., Chicago, Ill.
The Lawson Mfg. Co., Chicago, Ill.
Taylor-Forbes Co., Guelph, Ont.
The Toronto Lock Mfg. Co., Toronto.

HINGES, STRAP AND TEE
Canada Steel Goods Co., Hamilton, Can.
Can. Foundries & Forgings, Ltd., Brockville, Ont
N. Slater Co., Limited, Hamilton, Ont.

HOCKEY STICKS
Hall-Zryd Foundry Co., Limited, Hespeler, Ont
The St. Marys Wood Specialty Co., Ltd., St. Marys
J. H. Still Mfg. Co., St. Thomas.

HOES
The Warren Tool & Forge Co., Warren, Ohio.

HOISTS
Manitoba Steel & Iron Co., Winnipeg, Man.

HOIST HOOKS
Williams & Co., J. H., Brooklyn, N.Y.

HOLLOW WARE
Can. Foundries & Forgings, Ltd., Brockville, Ont
Fenton Bros., Ltd., Sheffield, Eng.
Landers, Frary & Clark, New Britain, Conn.

HORSE BLANKETS AND HORSE COVERS
The Woods Mfg. Co., Ltd., Ottawa, Ont.

HONES, RAZOR
The Carborundum Co., Niagara Falls, N.Y.
The Canadian Hart Products Ltd., Hamilton, Ont

HOOKS, FISH
Allcock, Laight & Westwood Co., Toronto, Ont.

HORSE SHOES
Wilkinson & Kompass, Hamilton.

HORSE SHOE PADS
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

HOSE CLAMPS
The Ontario Lantern & Lamp Co., Ltd., Hamilton.

HOSE, FITTINGS AND SUPPLIES
Can. Foundries & Forgings, Ltd., Brockville, Ont
The Dominion Rubber Systems, Ltd., Montreal, Que.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Gutta Percha & Rubber, Ltd., Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.
United Brassfounders & Engineers, Limited, Manchester, Eng.

HOSE MENDERS
The Ontario Lantern & Lamp Co., Ltd., Hamilton

HOT AIR REGISTERS
Barton Netting Co., Limited, Windsor, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont
Jas. Stewart Mfg. Co., Woodstock, Ont.

HOUSEHOLD APPLIANCES
Canadian Westinghouse Co., Limited, Hamilton, Ont

HOUSEHOLD PAILS
Wm. Cane & Sons, Hamilton, Ont.

ICE CREAM FREEZERS
Wm. Cane & Sons, Co., Ltd., Newmarket, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
North Bros. Mfg. Co., Philadelphia, Pa.

INCUBATORS
Collins Mfg. Co., Toronto.

INDICATORS, SPEED
Brown & Sharpe Mfg. Co., Providence, R.I.
Henry Disston & Sons, Limited, Toronto.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

INJECTORS, AUTOMATIC
Jas. Morrison Brass Mfg. Co., Toronto, Ont.
United Brassfounders & Engineers, Limited, Manchester, Eng.

INSTRUMENTS OF PRECISION
Brown & Sharpe Mfg. Co., Providence, R.I.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

INSURANCE
The Canadian Hardware & Implement Underwriters, Winnipeg, Man.

IRON, MERCHANTS BAR
London Rolling Mill Co., Ltd., The, London, Ont.

IRON, CORRUGATED
Canada Metal Co., Toronto.

IRON HANDLES
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Taylor-Forbes & Co., Ltd., Guelph, Ont.

IRON AND STEEL BARS
A. C. Leslie & Co., Ltd., Montreal.
The Steel Co., of Canada, Ltd., Hamilton, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Nova Scotia Steel Co., New Glasgow, N.S.

IRON, BAR
London Rolling Mill Co., Ltd., The, London, Ont.

IRONS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

IRONS, ELECTRIC
The Canadian Westinghouse Co., Ltd., Hamilton, Ont.
The National Electric Heating Co., Ltd., Toronto.
The Renfrew Electric Products Ltd., Renfrew, Ont.

IRONING BOARDS
The Stratford Mfg. Co., Stratford, Ont.
Taylor-Forbes & Co., Ltd., Guelph, Ont.

IRONING MACHINES, ELECTRIC
Altorfer Bros., Peoria, Ill.
The Hurley Machine Co., Limited, Toronto.

IRON FOR STAYBOLTS
London Rolling Mill Co., Ltd., The, London, Ont.

IRONWORK, BUILDERS'
The Dennis Wire & Iron Works, Ltd., London.

JACK PLANES
Stanley Works, New Britain, Conn.

JACK SCREWS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Millers Falls Company, Millers Falls, Mass.
Taylor-Forbes & Co., Ltd., Guelph, Ont.

JAPANS
Boston Varnish Co., Everett Stn., Boston, Mass.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
The Sherwin-Williams Co., Ltd., Montreal, Que.

JARS, FRUIT
The Dominion Glass Co., Ltd., Montreal, Que.
Walter Woods & Co., Hamilton, Ont.

KETTLES
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Thos. Davidson, Mfg. Co., Ltd., Montreal.
Fenton Bros., Ltd., Sheffield, Eng.
The Wentworth Mfg. Co., Limited, Hamilton, Ont.

KEYHOLE SAWS
E. C. Atkins & Co., Hamilton, Ont.
Bridgeport Hardware Co., Bridgeport, Conn.

KITCHEN WARE
Thos. Davidson Mfg. Co., Ltd., Montreal.
Fenton Bros., Ltd., Sheffield, Eng.
The McClary Mfg. Co., London, Ont.
Sheet Metal Products Co., Toronto.

KNIVES, BEET
E. C. Atkins & Co., Hamilton, Ont.

KNIVES, CORN
E. C. Atkins & Co., Hamilton, Ont.

KNIVES, CUTTING
Landers, Frary & Clark, New Britain, Conn.

KNIFE CLEANER
The Vono Co., Dudley Port, Staffs, Eng.

KNIVES, MACHINE
E. C. Atkins & Co., Hamilton, Ont.

KNIVES, POCKET AND TABLE
Geo. Butler & Co., Ltd., Sheffield, Eng.
G. L. Cohoon, Montreal.
Thos. Ellin & Co., Limited, Sheffield, Eng.
Jonathan Crookes & Son, Ltd., Ltd., Sheffield, Eng.
Fenton Bros., Ltd., Sheffield, Eng.
James Hutton & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
F. W. Lamplough & Co., Montreal, Que.
Whites Limited, Collingwood, Ont.
Wiebusch & Hilger, New York.
Marples & Co., Sheffield, England.
T. E. Rowbotham & Son, Sheffield, England.

KNIVES, SPORTSMEN'S
Fenton Bros., Ltd., Sheffield, Eng.
Marble Arms & Mfg. Co., Gladstone, Mich.

KNIVES, PUTTY
Brideport Mfg. Co., Bridgeport, Conn.
Sanderson Pearcy & Co., Limited, Toronto, Ont

KNOBS, DRAWER
The Brainerd Mfg. Co., East Rochester, N.Y.

KNOCKERS, DOOR
The Toronto Lock Mfg. Co., Toronto.

LADDERS, STEP, EXTENSION, STORE, ETC.
Beatty Bros., Ltd., Fergus, Ont.
N. Slater Co., Ltd., Hamilton, Ont.
The Stratford Mfg. Co., Stratford, Ont.

LAMPS, NITROGEN AND TUNGSTEN
The Canadian Tungsten Lamp Co., Hamilton, Ont.

LAMP BLACK
L. Martin Co., New York, N.Y.
A. Ramsay & Son Co., Montreal.

LAMP BURNERS
The Ontario Lantern & Lamp Co., Ltd., Hamilton.

LAMP CHIMNEYS
Walter Woods & Co., Hamilton.

LAMPS AND LANTERNS, GASOLINE
The Coleman Lamp Co., Limited, Toronto.
National Stamping & Electric Wks., Chicago, Ill.

LAMPS, LANTERNS, ELECTRIC, HAND
Canadian National Carbon Co., Toronto.
National Stamping & Electric Wks., Chicago, Ill.
The Ontario Lantern & Lamp Co., Hamilton, Ont.

LAMPS, ELECTRIC
Canadian Westinghouse Co., Limited, Hamilton.
The Ontario Lantern & Lamp Co., Hamilton, Ont.

THE BUYERS' GUIDE

LAMPS AND LANTERNS, GASOLINE AND KEROSENE
The Coleman Lamp Co., Limited, Toronto.
National Stamping & Electric Works, Chicago.
The Ontario Lantern & Lamp Co., Ltd., Hamilton.

LANTERNS OIL
Thos. Davidson Mfg. Co., Montreal.
The Ontario Lantern & Lamp Co., Ltd., Hamilton.
E. T. Wright & Co., Limited, Hamilton, Ont.

LATCHES
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Gendron Mfg. Co., Ltd., Toronto.
Taylor-Forbes Co., Limited, Guelph, Ont.
The Toronto Lock Mfg. Co., Toronto, Ont.

LATH METAL
Pedlar People, Ltd., Oshawa, Ont.

LATHE DOGS, DROP FORGED
J. H. Williams & Co., St. Catharines, Ont.

LATHE DOGS
J. H. Williams & Co., St. Catharines, Ont.

LAWN MOWERS
Can. Foundries & Forgings, Ltd., Brockville.
The Eureka Planter Co., Ltd., Woodstock, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.
Whites Limited, Collingwood, Ont.

LAWN SEATS
The Stratford Mfg. Co., Stratford, Ont.

LAWN SPRINKLERS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
United Brassfounders & Engineers, Limited, Manchester, Eng.

LAWN SWINGS
The Stratford Mfg. Co., Stratford, Ont.

LEAD, BLACK
John Oakey & Sons, London, Eng.

LEAD, CALKING AND PIG
The Canada Metal Co., Limited, Toronto, Ont.
The Great Western Smelting & Refining Co., Vancouver, B.C.

LEAD PENCILS
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.

LEAD SHEETS AND PIPE
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
A. C. Leslie & Co., Montreal.

LEAD TRAPS AND BENDS
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.

LEAD WASHERS
Canada Metal Co., Ltd., Toronto.

LENS
The Ontario Plate Glass, Ltd., Hamilton, Ont.

LETTERS AND FIGURES, EMBOSSED
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.
The Toronto Lock Mfg. Co., Toronto.

LEVELS
Campbell Agencies, Toronto.
Henry Disston & Sons, Limited, Toronto.
Empire Level Mfg. Co., Milwaukee, Wis.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
J. Sand & Sons, Detroit, Mich.
Stanley Rule & Level Co., New Britain, Conn.
L. S. Starrett Co., Athol, Mass.
Whites Limited, Collingwood, Ont.

LEVELS, ALUMINUM
Campbell Agencies, Toronto.
Empire Level Mfg. Co., Milwaukee, Wis.
Goodell Pratt Co., Greenfield, Mass.
J. Sand & Sons, Detroit, Mich.

LEVELS, MASONS
Henry Disston & Sons, Limited, Toronto.
Empire Level Mfg. Co., Milwaukee, Wis.

LINES, WIRE, CLOTHES
Walter Woods & Co., Hamilton.
Western Wire & Nail Co., London.

LINOLEUM, PLAIN AND PRINTED
The Dominion Oilcloth & Linoleum Co., Ltd., Montreal, Que.

LINOLEUMS, BATTLESHIP
The Dominion Oilcloth & Linoleum Co., Limited, Montreal, Que.

LINOLEUM RUGS
The Dominion Oilcloth & Linoleum Co., Limited, Montreal, Que.

LINOLEUM FINISHES
Boston Varnish Co., Everett Stn., Boston, Mass.

LINSEED OIL
Brandram-Henderson, Montreal.
The Canada Paint Co., Limited, Winnipeg, Man.
The Canada Linseed Oil Co., Ltd., Montreal, Que.
Dominion Linseed Oil Co., Baden and Toronto.
R. C. Jamieson & Co., Ltd., Montreal.
Ontario Oil & Turpentine Co., Ltd., Toronto.
A. Ramsay & Son Co., Montreal.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
The Sherwin-Williams Co., Ltd., Montreal, Que.

LOCKS
The Belleville Hardware & Lock Mfg. Co., Belleville, Ont.
The Hamilton Stove & Heater Co., Hamilton, Ont.
The National Machinery & Supply Co., Limited, Hamilton, Ont.
The Toronto Lock Mfg. Co., Toronto.

LOCK WASHER EQUIPMENT
Sleeper & Hartley, Inc., Worcester, Mass.

LOCKERS
Canada Wire & Iron Goods Co., Hamilton, Ont.
Dennis Wire & Iron Works Co., Ltd., London, Ont.

LOCOMOTIVE TOOLS
J. H. Williams & Co., St. Catharines, Ont.

LUMBER TOOLS
Thos. Pink & Co., Pembroke, Ont.
T. F. Shurly Co., Ltd., St. Catharines, Ont.

MACHINES, DOUBLE CUTTING
E. C. Atkins & Co., Hamilton, Ont.

MACHINISTS' TOOLS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
J. H. Williams & Co., St. Catharines, Ont.

MALLEABLE IRON CASTINGS
The International Malleable Iron Co., Ltd., Guelph, Ont.

MANTLES
The Barton Netting Co., Ltd., Windsor, Ont.
Thomas Lewis Arnett, Souris, Man.

MANGLES, CLOTHES
Taylor-Forbes Co., Limited, Guelph. Ont.

MANTLES, GAS
R. M. Moore & Co., Ltd., Vancouver, B.C.

MAULS
The Warren Tool & Forge Co., Warren, Ohio.

MATTOCKS
The Warren Tool & Forge Co., Warren, Ohio.

MATS AND MATTING, RUBBER
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Ltd., Toronto, Ont.

MAULS
Can. Foundries & Forgings, Ltd., Brockville, Ont.

MEAT CHOPPERS
Landers, Frary & Clark, New Britain, Conn.

MECHANICAL RUBBER PRODUCTS
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

METAL BOXES AND DRAWERS
Cameron & Co., Toronto, Ont.

METAL CUTTING SAWS
Clemson Bros., Inc., Hamilton, Ont.

METAL SAWS, POWER
Clemson Bros., Inc., Hamilton, Ont.

METAL STAMPINGS
Fenton Bros., Ltd., Sheffield, Eng.
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.

METALS, EXPANDED, INGOT, SHEET, TUBE, ETC.
Canada Metal Co., Toronto, Ont.
Fenton Bros., Ltd., Sheffield, Eng.
Hoyt Metal Co., Toronto, Ont.
A. C. Leslie & Co., Montreal, Que.
United Brassfounders & Engineers, Limited, Manchester, Eng.

METAL SPECIALTIES
Burgess-Norton Mfg. Co., Geneva, Ill.
Hamilton Stamp & Stencil Wks., Hamilton, Ont.
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.
O-Rib-O Mfg. Co., Winnipeg, Man.

METAL STORE AND FRONT CONSTRUCTION
The Consolidated Plate Glass Co. of Canada, Limited, Toronto.

MENDERS, GRANITEWARE, POT AND PAN
Collette Mfg. Co., Collingwood, Ont.
H. Nagle Co., Montreal, Que.

MICA
Mica Co. of Canada, Ltd., Hull, Que.

MICROMETERS
Brown & Sharpe Mfg. Co., Providence, R.I.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

MILK CANS
Thos. Davidson Mfg. Co., Ltd., Montreal.
Fenton Bros., Ltd., Sheffield, Eng.
The McClary Mfg. Co., London, Ont.
Sheet Metal Products, Ltd., Toronto.

MIRRORS
Hobbs Mfg. Co., Montreal, Que.
Ontario Plate Glass, Ltd., Hamilton, Ont.
Saskatchewan Glass & Supply Co., Ltd., Moose Jaw, Saskatchewan.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
Toronto Plate Glass Importing Co., Toronto.

MITRE BOXES
E. C. Atkins & Co., Hamilton, Ont.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
Stanley Works, New Britain, Conn.

MITRE BOX SAWS
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto.

MOLASSES GATES
Can. Foundries & Forgings, Ltd., Brockville, Ont.

MOPS
Can. Foundries & Forgings, Ltd., Brockville, Ont.

MOTOR CARS
Ford Motor Co. of Canada, Ltd., Ford, Ont.

NAIL MACHINERY
Sleeper & Hartly, Inc., Worcester, Mass.

NAILS, WIRE AND CUT
Canada Metal Co., Ltd., Toronto.
The Graham Nail Works, Toronto.
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Western Wire & Nail Co., London, Ont.
Whites Limited, Collingwood, Ont.

NAIL PULLERS
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Millers Falls Company, Millers Falls, Mass.
Smith & Hemenway Co., Inc., Irvington, N.J.

NAME PLATE TRANSFERS
Canada Decalcomania Co., Ltd., Toronto.

NITROGEN LAMPS
The Canadian Tungsten Lamp Co., Ltd., Hamilton.

NUTS, THUMB
J. H. Williams & Co., Brooklyn, N.Y.

OILCLOTH BINDER
The Metal Weatherstrip Co., Ottawa, Ont.

OILCLOTH, FLOOR AND STAIR
The Dominion Oilcloth & Linoleum Co., Ltd., Montreal.

OILCLOTH, RUGS, FLOOR
The Dominion Oilcloth & Linoleum Co., Limited, Montreal, Que.

OIL CANS
Cannon Oiler Co., Keithsburg, Ill.

OIL, COAL
Imperial Oil Co., Ltd., Toronto.

OILS, CYLINDER
J. H. Ashdown Co., Ltd., Winnipeg, Man.
Canadian Oil Co., Toronto, Ont.
Imperial Oil Co., Ltd., Toronto.
The North Star Oil & Refining Co., Limited, Winnipeg, Man.

OIL CAKE AND MEAL
Dominion Linseed Oil Co., Toronto.
Sherwin Williams Co., Winnipeg.

OIL HOLE COVERS
Canadian Winkley Co., Windsor.

OIL, MOTOR, ROAD, HARNESS, NEATSFOOT, SEPARATOR AND GAS ENGINE
The Commercial Oil Co., Ltd., Hamilton, Ont.
Imperial Oil, Ltd., Toronto.
The North Star Oil & Refining Co., Limited, Winnipeg, Man.
Canadian Oil Co., Winnipeg.

OIL STONES
The Canadian Hart Products, Ltd., Hamilton, Ont.

OIL STOVES
Thos. Davidson Mfg. Co., Detroit, Mich.
The McClary Mfg. Co., Ltd., London, Ont.
Sheet Metal Products, Ltd., Toronto.

OIL STORAGE AND DISTRIBUTING SYSTEMS
S. F. Bowser Company, Ltd., Toronto, Ont.

OIL TANKS AND PUMPS
S. F. Bowser Company, Ltd., Toronto, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.

OILERS
Cannon Oiler Co., Keithsburg, Ill.
Thos. Davidson Mfg. Co., Ltd., Montreal.

ORNAMENTAL FENCE
Atlas Iron, Wire & General Metal Works, Toronto.
Banwell Hoxie Wire Fence Co., Ltd., Hamilton.

ORNAMENTAL IRON AND WIRE WORK
Canada Wire & Iron Goods Co., Hamilton, Ont.
Dennis Wire and Iron Works, London, Ont.

PACKINGS
Wm. J. Brown, Montreal, Que.
Consumers Cordage Co., Montreal and Halifax.
The Dominion Rubber Systems, Ltd., Montreal, Que.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Ltd., Toronto.
Jenkins Bros., Ltd., Montreal.

PACKING RUBBER
The Dominion Rubber Systems, Ltd., Montreal, Que.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Co., Ltd., Toronto.

PADS FOR HORSES
American Pad and Textile Co., Chatham.
The Burlington Windsor Blanket Co., Ltd., Toronto.

PADLOCKS
C. O. Clark & Bro., Montreal, Que.

PAINT, COLD WATER
The Deco-Tint Co., Montreal, Que.

PAINT, READY-MIXED, HOUSE, BARN, ROOF, FLAT WALL, CONCRETE, FLOOR, CEMENT, ALUMINUM, MARINE AND DECK
The Barrett Co., Ltd.
The Brandram-Henderson, Ltd., Montreal.
Canada Paint Co., Montreal.
The Flint Varnish & Color Works of Canada, Limited, Montreal, Que.
The Glidden Co., Ltd., Toronto.
Imperial Varnish & Color Co., Ltd., Montreal.
S. C. Johnson & Sons, Inc., Brantford, Ont.
Lowe Bros., Ltd., Toronto, Ont.
Martin-Senour Co., Ltd., Montreal.
McArthur-Irwin, Ltd., Montreal.
Benjamin Moore & Co., Toronto.
The Ottawa Paint Works, Ltd., Ottawa, Ont.
A. Ramsay & Son Co., Montreal.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
Scarfe & Co., Limited, Brantford, Ont.
Sherwin-Williams Co., Montreal.
G. F. Stephens & Co., Ltd., Winnipeg.

PAINT BRUSHES
The Boeckh Company, Ltd., Toronto.
Meakins & Sons, Hamilton.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.

PAINT AND VARNISH REMOVER
Adams & Elting Co., Ltd., Toronto, Ont.
Brandram-Henderson, Ltd., Montreal, Que.
Canada Paint Co., Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal.
Lowe Bros. Co., Ltd., Toronto, Ont.
Martin-Senour Co., Ltd., Montreal, Que.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
Sherwin-Williams Co., Montreal.
A. Ramsay & Son Co., Montreal.

PAINT, OIL, STORAGE AND HANDLING SYSTEMS
S. F. Bowser Company, Ltd., Toronto, Can.

PARIS GREEN
Canada Paint Co., Montreal.
McArthur-Irwin, Ltd., Montreal.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
Sherwin-Williams Co., Montreal.

PAPER BAGS
Walter Woods & Co., Hamilton.

PASSAGE CLOTH
The Dominion Oilcloth & Linoleum Co., Limited, Montreal, Que.

PAILS
Thos. Davidson Mfg. Co., Ltd., Montreal.

PAILS, HOUSEHOLD
Sheet Metal Products, Ltd., Toronto, Ont.

THE BUYERS' GUIDE

PAILS, WOODEN
Wm. Cane & Sons Co., Ltd., Hull, Que.

PAILS, GALVANIZED AND TIN
Sheet Metal Products, Ltd., Toronto.
The Steel Trough & Machine Co., Ltd., Tweed.

PERCOLATORS, COFFEE
Landers, Frary & Clark, New Britain, Conn.

PETROLEUM FAUCETS
Landers, Frary & Clark, New Britain, Conn.

PHOSPHOR TIN AND COPPER
The Hoyt Metal Co., Limited, Toronto.
United Brassfounders & Engineers, Limited, Manchester, Eng.

PICKS
The Warren Tool & Forge Co., Warren, Ohio.

PICK HANDLES
J. H. Still Mfg. Co., St. Thomas, Ont.

PIG IRON
A. C. Leslie & Co., Ltd., Montreal.
Nova Scotia Steel Co., New Glasgow, N.S.
Steel Co. of Canada, Ltd., Hamilton.

PINS, ESCUTCHEON
Parmenter & Bulloch, Gananoque.

PIPE, ACID RESISTING
The Hoyt Metal Co., Ltd., Toronto, Ont.

PIPE CUTTERS (STAND)
Trimont Mfg. Co., Roxbury (Boston, Mass).

PIPE CLEANERS
PIPE STOCKS AND DIES
Greenfield Tap & Die Corporation, Galt, Ont.

PIPE, BLACK AND GALVANIZED
American Rolling Mills, Middleton, Ohio.
Canada Metal Co., Toronto.
The Jas. Morrison Brass Mfg. Co., Ltd., Toronto.
Thos. Davidson Mfg. Co., Ltd., Montreal.

PIPE FITTINGS
The International Malleable Iron Co., Ltd., Guelph.
Fittings, Limited, Oshawa, Ont.

PIPE, GALVANIZED CONDUCTOR
Thos. Davidson Mfg. Co., Ltd., Montreal.
Wheeler & Bain, Toronto.

PIPE, LEAD
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.

PIPE, RAIN WATER CONDUCTOR
Canada Metal Co., Toronto.

PIPE, STOVE AND FURNACE
Collins Mfg. Co., Toronto.

PISTON PINS
Burgess-Norton Mfg. Co., Geneva, Ill.

PISTON ROD PACKING
Dunlop Tire & Rubber Co., Ltd., Toronto.

PISTON AND VALVE PACKINGS
The Barrett Co., Ltd.

PISTOLS
Savage Arms Corpn., Utica, N.Y.

PLANES
Caverhill, Learmont & Co., Montreal.
Stanley Rule & Level Co., New Britain, Conn.
Whites, Limited, Collingwood, Ont.

PLIERS
A. G. and A. L. Brown & Co., Montreal, Que.
Matthias Klein & Sons, Chicago, Ill.
F. W. Lamplough & Co., Montreal, Que.
The Peck, Stow & Wilcox Co., Southington, Conn.

PLIERS, CUTTING
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
F. W. Lamplough & Co., Montreal, Que.

PLIERS, COMBINATION
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Can. Foundries & Forgings, Ltd., Brockville.
Goodell-Pratt Co., Greenfield, Mass.

PLUGS, RUBBER
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

PLUMBERS' SUPPLIES, RUBBER
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

PLUMBERS' TOOLS
The Jas. Morrison Brass Mfg. Co., Ltd., Toronto.
J. H. Williams & Co., Ltd., St. Catharines, Ont.

POLISHES, AUTO AND FURNITURE
The Buffalo Specialty Co., Bridgeburg, Ont.
Channell Limited, Toronto, Ont.

POLISHING HEADS
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.

POLISHES, KNIFE
Jas. Oakey & Sons, Ltd., London, England.

POLISHES, METAL
The Deco-Tint Co., Montreal, Que.

POSTS, ANGLE IRON
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.

POSTS, FENCE, STEEL
Burlington Steel Co., Ltd., Hamilton, Ont.

POST HOLE DIGGERS
Can. Foundries & Forgings Ltd., Brockville, Ont.
Canada Wire & Iron Goods Co., Hamilton, Ont.
Taylor-Forbes & Co., Ltd., Guelph, Ont.

POULTRY EQUIPMENT
The Collins Mfg. Co., Toronto, Ont.

POULTRY NETTING
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
A. C. Leslie & Co., Ltd., Montreal.

POULTRY LEG BANDS
Rideau Specialty Co., Smiths Falls, Ont.

POWDER, SMOKELESS
E. I. du Pont de Nemours & Co., Wilmington, Del.

PRISMS, SIDEWALK
Hobbs Mfg. Co., Montreal, Que.

PRUNERS, TREE
Taylor-Forbes & Co., Ltd., Guelph, Ont.

PRUNING SHEARS
Adcock & Brewer, Ltd., Montreal.
The Peck, Stow & Wilcox Co., Southington, Conn.

PULLS, DRAWER
Taylor-Forbes Co., Limited, Guelph, Ont.

PUSH AND PULL PLATES
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.
Taylor-Forbes & Co., Ltd., Guelph, Ont.
The Toronto Lock Mfg. Co., Toronto.

PULLEYS, CLOTHES
The Katie Foundry Co., Galt, Ont.

PUMPING SYSTEMS, AUTOMATIC
The Westco Pumps Ltd., Toronto.

PUMPS
Beatty Bros., Ltd., Fergus.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
R. McDougall Co., Ltd., Galt.
F. E. Meyers & Bro., Ashland, Ohio.
United Brassfounders & Engineers, Limited, Manchester, Eng.
The Westco Pumps Ltd., Toronto.

PUMP, HAND AND POWER, FOR PAINTS, OILS, OIL AND GASOLINE
S. F. Bowser Company, Ltd., Toronto, Can.
The Canadian Tank & Pump Co., Toronto, Ont.

PUMPS, CURB, FOR OIL AND GASOLINE
The Canadian Tank & Pump Co., Toronto, Ont.
S. F. Bowser Company, Ltd., Toronto, Can.

PUMPS, SELF-MEASURING
S. F. Bowser Company, Ltd., Toronto, Can.

PUMPS, SEMI-ROTARY
Can. Foundries & Forgings, Ltd., Brockville, Ont.
United Brassfounders & Engineers, Limited, Manchester, Eng.

PUMPS, GASOLINE
S. F. Bowser Company, Ltd., Toronto, Can.

PUMP OILERS
Cannon Oiler Co., Keithsburg, Ill.

PUNCHES, CENTRE DRIVE, ETC.
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Mayhew Steel Products, Inc., New York.
Stanley Works, New Britain, Conn.

PUNCHES, BELT
E. C. Atkins & Co., Hamilton, Ont.

PUNCHES, TICKET
Bridgeport Hdwe. Mfg. Co.,, Bridgeport, Conn.

PUTTY
Brandram-Henderson, Montreal.
R. C. Jamieson & Co., Ltd., Montreal.
Canada Paint Co., Montreal.
Benjamin Moore & Co., Ltd., Toronto.
A. Ramsay & Son Co., Montreal.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
G. F. Stephens & Co., Ltd., Winnipeg.
Sherwin-Williams Co., Montreal.

PULLEYS
The Aero Mfg. Co., Ltd., Sherbrooke, Que.
Can. Foundries and Forgings, Ltd., Brockville, Ont.

QUOITS
Can. Foundries and Forgings, Ltd., Brockville, Ont.

RACKS, HAY
Can. Foundries and Forgings, Ltd., Brockville, Ont.

RADIATORS, AUTO
The North Star Oil & Refining Co., Limited, Winnipeg, Man.

RADIATOR VALVES
Jenkins Bros., Ltd., Montreal.
United Brassfounders & Engineers, Limited, Manchester, Eng.

RAILROAD TRACK TOOLS
The Warren Tool & Forge Co., Warren, Ohio.

RAILROAD SUPPLIES, RUBBER
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.

RAKES
Shurly-Dietrich Co., Ltd., Galt, Ont.

RAZORS
Auto-Strop Safety Razor Co., Toronto, Ont.
Geo. Butler & Co., Ltd., Sheffield, Eng.
Campbell Agencies, Toronto, Ont.
Caverhill, Learmont & Co., Montreal.
G. L. Cohoon, Montreal.
Thos. Ellin & Co., Limited, Sheffield, Eng.
Geneva Cutlery Co., Geneva, N.Y.
James Hutton & Co., Montreal.
Gillette Safety Razor Co., Ltd., Montreal.
F. W. Lamplough & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.
The Mab Co., Birmingham and Sheffield, Eng.
A. Macfarlane & Co., Limited, Montreal, Que.
Marples & Co., Sheffield, Eng.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
Wiebusch & Hilger, New York.

RATCHET DRILLS
Goodell-Pratt Co., Greenfield, Mass.

REAMERS
Millers Falls Company, Millers Falls, Mass.
Butterfield & Co., Rock Island, Que.
Taylor-Forbes Co., Ltd., Guelph, Ont.

RECIPROCATING DRILLS
Goodell-Pratt Co., Greenfield, Mass.

REFRIGERATORS
Thos. Davidson Mfg. Co., Ltd., Montreal.
Sanderson-Harold Co., Ltd., Paris, Ont.

REELS, FISHING
Allcock, Laight & Westwood Co., Toronto, Ont.

REGISTERS, (HOT AIR)
Canada Foundries & Forgings, Brockville.
Jas. Stewart Mfg. Co., Woodstock, Ont.

RIFLES
The Fraser Co., Agents B.S.A., Montreal, Que.
The Remington U.M.C. Co., Windsor, Ont.

RIVETS
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man
Parmenter-Bulloch Co., Gananoque, Ont.

RIVET BURRS
The Union Iron & Metal Co., Ltd., Toronto.

ROBES, SLEEPING
The Woods Mfg. Co., Ltd., Ottawa, Ont.

ROD ENDS
J. H. Williams & Co., St. Catharines, Ont.

RODS, PISTON AND PUMP
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

RODS, RADIUS FORD
Burgess-Norton Mfg. Co., Geneva, Ill.

RODS, STRAIGHTENED
The Graham Nail Works, Toronto.

ROOFING CEMENT AND PAINT
The Barrett Co., Ltd.
D. J. Ladd & Co., Winnipeg, Man.

ROOFING, METAL
Pedlar People, Ltd., Oshawa, Ont.

ROOFING, READY
The Barrett Co., Ltd.
The Brantford Roofing Co., Ltd., Brantford, Ont.
D. J. Ladd & Co., Winnipeg, Man.
Geo. W. Reed & Co., Ltd., Montreal, Que.
The Ruberoid Co., Ltd., Montreal.
Alex. McArthur & Co., Montreal, Que.

ROOFING, RUBBER
The Barrett Co., Ltd.
Geo. W. Reed & Co., Ltd., Montreal, Que.

ROPE
Doon Twines, Ltd., Kitchener, Ont.
Plymouth Cordage Co., Welland, Ont., and Plymouth, Mass.
Consumers Cordage Co., Montreal, Que.
Independent Cordage Co., Toronto, Ont.

ROPE, WIRE
Canada Wire & Iron Goods Co., Hamilton, Ont.

ROSIN
Ontario Oil & Turpentine Co., Ltd., Toronto, Ont.
Sanderson Pearcy & Co., Limited, Toronto, Ont.

RUBBER SHEET, VULCANIZED
Wm. J. Brown, Montreal, Que.

RUBBER PRODUCTS
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Gutta Percha & Rubber, Ltd., Toronto.

RULES
Brown & Sharpe Mfg. Co., Providence, R.I.
Goodell-Pratt Co., Greenfield, Mass.
The Lufkin Rule Co., Windsor, Ont.
The Stanley Rule & Level Co., New Britain, Conn.
L. S. Starrett Co., Athol, Mass.

RULES, STEEL, STRAIGHT AND FOLDING
RULES, FOLDING BOXWOOD
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.
The Stanley Rule & Level Co., New Britain, Conn.

RULES, SPRING JOINT
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

RULES, BOARD AND LOG
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.
The Stanley Rule & Level Co., New Britain, Conn.

SADDLERY HARDWARE
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.

SAFETY RAZORS
Auto-Strop Safety Razor Co., Toronto, Ont.
The Gillette Safety Razor Co., Limited, Montreal
Sanderson Pearcy & Co., Limited, Toronto, Ont.

SAFES
J. J. Taylor Limited, Toronto.
Goldie & McCulloch Ltd., Galt, Ont.

SASH WEIGHTS
Canadian Die Casting Co., Ltd., Montreal, Que.

SAWS, BUCK
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto.

SAWS, CROSSCUT AND BAND
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto.
T. F. Shurly Co., Ltd.,, St. Catharines.
Shurly-Dietrich Co., Ltd., Galt, Ont.

SAWSET
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto.
Taylor-Forbes Co., Limited, Guelph, Ont.

SAWS, COMPASS
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto.

SAWS, COPING
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto.
Millers Falls Company, Millers Falls, Mass.

SAWS, BUTCHERS' AND KITCHEN
E. C. Atkins & Co., Hamilton, Ont.
Burgess-Norton Mfg. Co., Geneva, Ill.
Henry Disston & Sons, Limited, Toronto.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
Shurly-Dietrich Co., Ltd., Galt, Ont.

SAWS, HAND AND CIRCULAR
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto.
T. F. Shurly Co., Ltd., St. Catharines, Ont.
Shurley-Dietrich Co., Ltd., Galt, Ont.

SAW BLADES, HACK
E. C. Atkins & Co., Hamilton, Ont.
Clemson Bros., Inc., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto.
Millers Falls Company, Millers Falls, Mass.

SAW FRAMES, HACK
E. C. Atkins & Co., Hamilton, Ont.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.

TANKS



Gasoline Tanks

For Underground Storage

Made of the finest copper steel procurable, welded and then painted on the outside with Anti-Rust, Acid-Proof black paint, these tanks are practically rust and corrosion proof. For handling gasoline only the very best is safe. The thorough test all our tanks undergo before leaving our factory is a guarantee of their reliability. The prices are most reasonable.



Oil and Gasoline Tanks

Here's a tank made of copper-steel with handy screw cap opening at top for filling and faucet in side near bottom for drawing off contents. Another reliable tank at a moderate price. These tanks have been giving satisfactory service wherever sold.

Your money back if not satisfied

Write us for prices and send us addresses of possible customers to whom we can send literature direct for you. We also manufacture baths, dairy equipment, sanitary closets, etc.

The Steel Trough & Machine Co., Ltd.
TWEED, ONTARIO, CANADA

NAILS
WIRE
BALE TIES

WIRE HOOPS FOR KEGS *and* BARRELS

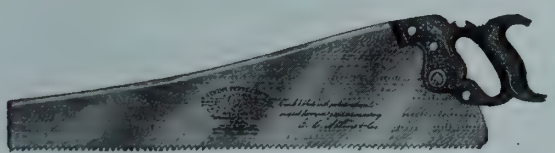
STRAIGHTENED RODS
COPPERED AND TINNED WIRE

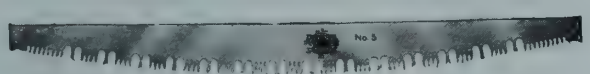
The quality of our product is highly commended.

THE GRAHAM NAIL WORKS

Operated by the CANADA METAL CO., Ltd.
TORONTO

ATKINS
STERLING QUALITY SAWS





Profit by selling Atkins Sterling Quality Saws and Tools.

The two-way taper of our hand saws, the segment grinding of our cross-cut saws, coupled with the quality of our Sterling Quality Steel and our expert workmanship, make Atkins Sterling Quality Saws

"The Finest on Earth"

The expert mechanics to-day are demanding Atkins Saws and Tools. Can you supply them?

Made in Canada

E. C. ATKINS & CO.

Established 1857

"The Sterling Quality Saw People"

Factory: Hamilton, Ontario ***Branch:*** Vancouver, B.C.

If interested tear out this page and place with letters to be answered.

THE BUYERS' GUIDE

SAW GUARDS
E. C. Atkins & Co., Hamilton, Ont.

SAWS, HACK
E. C. Atkins & Co., Hamilton, Ont.
Clemson Bros., Inc., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto.
Goodell-Pratt Co., Greenfield, Mass.
The Millers Falls Co., Millers Falls, Mass.

SAW MACHINES, HACK
E. C. Atkins & Co., Hamilton, Ont.
Clemson Bros., Inc., Hamilton, Ont.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.

SAWS, METAL CUTTING
Clemson Bros., Inc., Hamilton, Ont.

SAWS, KEYHOLE
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto.

SCISSORS
The Acme Shear Co., Bridgeport, Conn.
Thos. Ellin & Co., Ltd., Sheffield, Eng.
Fenton Bros., Ltd., Sheffield, Eng.
Landers, Frary & Clarke, New Britain, Conn.
Marples & Co., Sheffield, England.
R. S. Mitchell, Sheffield, England.
Wiebusch & Hilger, New York.

SCALES
Braun & Bonnick, Ltd., Toronto, Ont.
Burrow, Stewart & Milne Co., Limited, Hamilton.
Landers, Frary & Clark, New Britain, Conn.

SCALES, MACHINISTS
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

SCREWS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Taylor-Forbes & Co., Ltd., Guelph, Ont.

SCREWS, THUMB
J. H. Williams & Co., Ltd., St. Catharines, Ont.

SCREENS
Canada Wire & Iron Goods Co., Hamilton.

SCREEN DOORS
The Kasement Skrene Dore Co., Toronto.
N. Slater Co., Limited, Hamilton, Ont.
Sanderson-Harold Co., Ltd., Paris, Ont.

SCREEN WINDOWS
The Kasement Skrene Dore Co., Toronto.
Sanderson-Harold Co., Ltd., Paris, Ont.

SCREENS, WELL
Edward E. Johnson Inc., St. Paul, Minn.

SCREW DRIVERS
The Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Burgess-Norton Mfg. Co., Geneva, Ill.
Millers Falls Company, Millers Falls, Mass.

SCREW MACHINES
Stratford Brass Co., Ltd., Stratford, Ont.

SCYTHESTONES
The Cleveland Stone Co., Cleveland, Ohio.

SEALERS
The Dominion Glass Co., Ltd., Montreal, Que.

SEATS
Canadian Veneering Co., Acton Vale, Que.

SEWING MACHINES, ELECTRIC AND MOTORS
Canadian Westinghouse Co., Limited, Hamilton, Ont.

SHARPENERS, KNIFE
The Canadian Hart Products Ltd., Hamilton, Ont.

SHEARS
The Acme Shear Co., Bridgeport, Conn.
R. Heinisch Sons Works, Newark, N.J.
Landers, Frary & Clark, New Britain, Conn.
Wiebusch & Hilger, New York.
J. Wiss & Sons, Inc., Newark, N.J.

SHEARING MACHINES, SHEEP
Flexible Shaft Co., Ltd., Toronto, Ont.

SHEATHING
The Barrett Co., Ltd.
D. J. Ladd & Co., Winnipeg, Man.

SHEETING
Alex. McArthur & Co., Montreal, Que.

SHEETS, GALVANIZED AND BLACK
American Rolling Mills, Middleton, Ohio.
A. C. Leslie & Co., Montreal, Que.
Dominion Sheet Metal Co., Hamilton.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

SHEET METAL PRODUCTS
Fenton Bros., Ltd., Sheffield, Eng.
Sheet Metal Products Co., Toronto.
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.

SHELVING
Thomas Lewis Arnett. Souris, Man.

SHINGLES, STEEL
Pedlar People Ltd., Oshawa, Ont.

SHOP BARRELS
The Steel Trough & Machine Co., Ltd., Tweed, Ont.

SHOW CASES
Cameron & Co., Toronto.
Thomas Lewis Arnett, Souris, Man.

SICKLES
Wiebusch & Hilger, Ltd., New York, N.Y.

SIDING, METAL
Pedlar People, Ltd., Oshawa, Ont.

SIGHTS, GUN AND RIFLE
Marble Arms & Mfg. Co., Gladstone, Mich.

SIGNS, STREET
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.

SILVERWARE
Fenton Bros., Ltd., Sheffield, England.
Oneida Community, Ltd., Niagara Falls, Ont.
Messrs. Wm. A. Rogers and His Son, Niagara Falls, Ont.

SILVER-PLATED WARE
Fenton Bros., Ltd., Sheffield, Eng.
Oneida Community, Ltd., Niagara Falls, Ont.
Sanderson Pearcy & Co., Limited, Toronto, Ont.

SINKS
Can. Foundries & Forgings, Ltd., Brockville, Ont.

SKI
The Northland Ski Mfg. Co., St. Paul, Minn.

SKI ACCESSORIES, BINDINGS, WAX AND POLES
The Northland Ski Mfg. Co., St. Paul, Minn.

SKATES
Canada Cycle & Motor Co., Ltd., Weston, Ont.

SLEDGES, BLACKSMITH, COAL, STONE
Can. Foundries & Forgings, Ltd., Brockville.
Warren Forge & Tool Co., Warren, Ohio.

SNAPS, HARNESS
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.

SNIPS (TINNERS')
A. S. & A. L. Brown Co., Montreal, Que.
Wiebusch & Hilger, New York.
The Peck, Stow & Wilcox Co., Southington, Conn.
J. Wiss & Sons, Inc., Newark, N. J.

SNOW SHOES
The Northland Ski Mfg. Co., St. Paul, Minn.

SNOWSHOE HARNESS
The Northland Ski Mfg. Co., St. Paul, Minn.

SOCKETS, WIRE ROPE
J. H. Williams & Co., Ltd., St. Catharines, Ont.

SOLDER
Canada Metal Co., Toronto.
Great Western Smelting & Refining Co., Ltd., Vancouver, B. C.
Hoyt Metal Co., Toronto.

SOLDER, AMALGAM
Wyatt's Products, Toronto, Ont.

SOLDERING PASTE
Canada Metal Co., Toronto.
The Hoyt Metal Co., Toronto.

SOLDERALL
Thos. Davidson Mfg. Co., Ltd., Montreal.

SOLES, HALF
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

SOAP DISHES
Landers, Frary & Clark, New Britain, Conn.

SPARK PLUGS
Canada Cycle & Motor Co., Ltd., Weston Ont.
The Canadian National Carbon Co., Ltd., Toronto.
Champion Spark Plug Co., Windsor, Ont.
The Eclipse Mfg. Co., Indianapolis, Ind.
Hyslop Bros., Toronto.

SPANNERS
J. H. Williams & Co., Ltd., St. Catharines, Ont.

SPIDERS
Can. Foundries & Forgings, Ltd., Brockville, Ont.

SPOKE SHAVES
E. C. Atkins & Co., Hamilton, Ont.
Millers Falls Company, Millers Falls, Mass.
Stanley Works, New Britain, Conn.

SPORTSMEN'S SPECIALTIES
The Marble Arms & Mfg. Co., Gladstone, Mich.

SPRAYERS
Canadian Potato Machinery Co., Ltd., Galt, Ont.
Collins Mfg. Co., Toronto.
Thos. Davidson Mfg. Co., Ltd., Montreal.
The New Perfection Sprayer Co., Galt, Ont.
Spramotor Co., London, Ont.
United Brassfounders & Engineers, Limited, Manchester, Eng.

SPRINGS
B. J. Coghlin Co., Ltd., Montreal, Que.

SPRING AND WIRE COILING MACHINERY
Sleeper & Hartly, Inc., Worcester, Mass.

SPRINGS, WINDMILL
Burgess-Norton Mfg. Co., Geneva, Ill.

SPRING DIES
Greenfield Tap & Die Corporation, Galt, Ont.

SQUARES
The Peck, Stow & Wilcox Co., Southington, Conn.

STABLE FITTINGS
Beatty Bros., Fergus, Ont.
Can. Foundries & Forgings, Brockville.

STAINS
The Barrett Co., Ltd.,
Brandram-Henderson, Montreal.
Canada Paint Co., Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal, Que.
The Flint Varnish & Color Works of Canada, Limited, Montreal, Que.
Lowe Bros., Ltd., Toronto.
Martin-Senour Co., Ltd., Montreal.
McArthur-Irwin, Ltd., Montreal.
Benjamin Moore & Co., Ltd., Toronto.
The Ottawa Paint Works, Ltd., Ottawa, Ont.
A. Ramsay & Sons Co., Montreal.
Sanderson Pearcy & Co., Ltd., Toronto
Sherwin-Williams Co., Montreal.
G. F. Stephens & Co., Winnipeg.
Sturgeons, Ltd., Toronto.

STAINS, STRAW HAT
The Deco-Tint Co., Montreal, Que.
Sanderson Pearcy & Co., Limited, Toronto, Ont

STAMPINGS
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.

STAPLES
Canada Steel Goods Co., Hamilton.
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Western Wire & Nail Co., London.

STEAMERS AND BOILERS
Thos. Davidson Mfg. Co., Ltd., Montreal.

STEEL, REINFORCING
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
London Rolling Mill Co., London, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

STEEL BARS FOR REINFORCEMENT, ALL SHAPES
Burlington Products Limited, Hamilton, Ont.

STEEL STRIP
Dominion Sheet Metal Co.,, Ltd., Hamilton.

STEEL LOCKERS AND SHELVING
Dennis Wire & Iron Works, London, Ont.

STEEL, MILD, SLEIGH SHOE, TIRE
London Rolling Mill Co., London, Ont.
Manitoba Steel & Iron Co., Winnipeg, Man.

STEEL BANDS
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

STENCILS AND INK
Hamilton Stamp & Stencil Co., Hamilton.

STOOLS
The Steel Trough & Machine Co., Ltd., Tweed, Ont.

STONES, SHARPENING
The Western Hardware Mfg. Co., Milwaukee, Wis.

STORE FIXTURES
Cameron & Co., Toronto.
Thomas Lewis Arnett, Winnipeg.

STORE FRONT CONSTRUCTION, METAL
Hobbs Mfg. Co., Montreal, Que.

STOVES AND RANGES
Burrow, Stewart & Milne Co., Ltd., Hamilton, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Empire Stove & Furnace Co., Ltd., Owen Sound, Ontario.
Findlay Bros. Co., Ltd., Carleton Place, Ont.
The Enterprise Foundry Co., Ltd., Sackville, N.B
The Galt Stove & Furnace Co., Ltd., Galt, Ont.
The Hamilton Stove & Heater Co., Hamilton, Ont
The McClary Mfg. Co., Ltd., London, Ont.
Jas. Stewart Mfg. Co., Ltd., Woodstock.

STOVES, ELECTRIC
Canadian Westinghouse Co., Limited.
The McClary Mfg. Co., London, Ont.
National Electric Heating Co., Ltd., Toronto, Ont.
Renfrew Electric Products, Ltd., Renfrew, Ont.

STOVES, OIL
The McClary Mfg. Co., London, Ont.

STOVES, GAS, COAL AND WOOD
Burrow, Stewart & Milne Co., Ltd., Hamilton.
The McClary Mfg. Co., Ltd., London, Ont.

STOVES, GASOLINE
National Stamping & Electric Works, Chicago.

STOVE PIPE
Collins Mfg. Co., Toronto.
The McClary Mfg. Co., London, Ont.
O-Rib-O Mfg. Co., Winnipeg, Man.
Thos. Davidson Mfg. Co., Ltd., Montreal.

STRETCHERS, WIRE
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
Burgess-Norton Mfg. Co., Geneva, Ill.

SWEAT PADS
American Pad & Textile Co., Chatham.

SWITCH AND RECEPTACLE PLATES (FLUSH TYPE)
Ontario Lantern & Lamp Co., Ltd., Hamilton, Ont.

SWIVELS, HOOK
J. H. Williams & Co., Ltd., St. Catharines, Ont.

TACKS
The Dominion Tack & Nail Co., Ltd., Galt, Ont.

TANKS, CISTERN
Beatty Bros., Ltd., Fergus, Ont.

TANKS, GALVANIZED STEEL
Beatty Bros., Ltd., Fergus, Ont.

TANKS FOR PAINT OILS, OIL, GASOLINE, KEROSENE, ETC.
S. F. Bowser Company, Ltd., Toronto, Ont.
The Canadian Tank & Pump Co., Toronto, Ont.

TANKS AND PUMPS, LUBRICATING OIL STORAGE
S. F. Bowser Company, Ltd., Toronto, Ont
The Canadian Tank & Pump Co., Toronto, Ont.

TANKS, WOOD
Beatty Bros., Ltd., Fergus, Ont.

TAPS
Butterfield & Co., Rock Island, Que.
Wells Bros. Co. of Canada, Galt, Ont.

TAP HOLDERS
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.

TAPPING ATTACHMENTS
Wells Bros. of Canada, Galt.

TAPE, RUBBER FRICTION
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

TAPES, MEASURING, STEEL AND WOOD
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

TAPES, MEASURING
Brown & Sharpe Mfg. Co., Providence, R.I.
L. S. Starrett Co., Athol, Mass.

TAPES, POCKET
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.
L. S. Starrett Co., Athol, Mass.

TARPAULIN
The Woods Mfg. Co., Ltd., Ottawa, Ont.

TEA POTS AND URNS, TEA BALL
Landers, Frary & Clark, New Britain, Conn.

TENTS
The Woods Mfg. Co., Ltd., Ottawa, Ont.

THERMOS BOTTLES
The Thermos Bottle Co., Ltd., Toronto, Ont.

THIMBLES, SMOKE PIPE
Can. Foundries & Forgings, Ltd., Brockville, Ont.

THE BUYERS' GUIDE

TILING, WALLS AND FLOOR
Barton Netting Co., Windsor, Ont.

TILING, RUBBER
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Co., Ltd., Toronto.

TINSMITHS' MACHINERY
Brown-Boggs Co., Hamilton, Ont.

TINWARE
Sheet Metal Products, Ltd., Toronto.

TIN PLATE
O-Rib-O Mfg. Co., Winnipeg, Man.

TIRES AND TUBES, AUTOMOBILE, MOTOR TRUCK AND BICYCLE
Ames, Holden, McCready, Limited, Montreal.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.
Hyslop Bros., Toronto, Ont.

TIES, WALL AND VENEER
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.

TIRE COVERS
American Pad & Textile Co., Ltd., Chatham, Ont.

TIRE PATCH
The Air-Tite Mfg. Co., St. Thomas, Ont.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

TIRE ACCESSORIES
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

TOBOGGANS
The Northland Ski Mfg. Co., St. Paul, Minn.

TOBOGGAN CUSHIONS AND ACCESSORIES
The Northland Ski Mfg. Co., St. Paul, Minn.

TORCHES
Clayton & Lambert Mfg. Co., Detroit, Mich.
The Detroit Torch & Mfg. Co., Detroit, Mich.
John Shaw & Sons, Ltd., Wolverhampton, Eng.

TOOLS, BLACKSMITHS'
Jardine & Co., Ltd., A. B., Hespeler, Ont.
The Warren Tool & Forge Co., Warren, Ohio.

TOOLS, CEMENT
E. C. Atkins & Co., Hamilton, Ont.

TOOLS
Chicago Flexible Shaft Co., Chicago, Ill.
B. J. Coghlin Co., Ltd., Montreal, Que.
Goodell-Pratt Co., Greenfield, Mass.
Jardine & Co., Ltd., A. B., Hespeler, Ont.
Matthias Klein & Sons, Chicago, Ill.
The Millers Falls Co., Millers Falls, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Smith & Hemenway Co., Inc., Irvington, N.J.
The Warren Tool & Forge Co., Warren, Ohio.
Whites Limited, Collingwood, Ont.

TOOLS, HARVEST
Beatty Bros., Ltd., Fergus, Ont.
F. E. Myers & Bro., Ashland, O.

TRANSFER DECALCOMANIA
Canada Decalcomania Co., Ltd., Toronto.

TRANSFER SPECIALTIES
The Union Transit Co., Glasgow, Scotland.

TRAPS, BRASS, IRON, LEAD
Canada Metal Co., Toronto.
The James Morrison Brass Mfg. Co., Ltd., Toronto.
United Brassfounders & Engineers, Limited, Manchester, Eng.

TRAPS, STEAM
The James Morrison Brass Mfg. Co., Ltd., Toronto.

TRAPS, GAME
The Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.
Oneida Community, Ltd., Niagara Falls, Ont.

TOOLS, LOGGING AND LUMBERING
Thos. Pink Co., Ltd., Pembroke, Ont.
The Warren Tool & Forge Co., Warren, Ohio.

TOOL HOLDERS (CUTTERS)
J. H. Williams & Co., Ltd., St. Catharines, Ont.

TOOLS, MACHINISTS'
Brown & Sharpe Mfg. Co., Providence, R.I.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Goodell-Pratt Co., Greenfield, Mass.
A. B. Jardine & Co., Limited, Hespeler, Ont.
L. S. Starrett Co., Athol, Mass.

TOOLS, SMALL
The Quality Tool Works, Montreal, Que.
J. H. Williams & Co., Ltd., St. Catharines, Ont.

TOOLS, TROWEL
E. C. Atkins & Co., Hamilton, Ont.

TOYS
The American Flyer Mfg. Co., Ltd., Chicago, Ill.
Thos. Davidson Mfg. Co., Montreal, Que.
Gendron Mfg. Co., Ltd., Toronto.
J. H. Hanson Co., Limited, Montreal, Que.
S. H. Whyte Co., Ltd., Winnipeg, Man.

TRAINS, TOY
The American Flyer Mfg. Co., Ltd., Chicago, Ill.

TROUGHS
Beatty Bros., Fergus, Ont.

TRAMMEL POINTS
Stanley Works, New Britain, Conn.

TROUGHS, HOG
Beatty Bros., Ltd., Fergus, Ont.

TROWELS
Henry Disston & Sons, Limited, Toronto.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

TRUCKS, MOTOR
The Ford Motor Co. of Canada, Ltd., Ford, Ont.

TRUCKS, WAREHOUSE
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Kribs, Ltd., Wm. A., Hespeler, Ont.

TRY SQUARES
Henry Disston & Sons, Limited, Toronto.
Stanley Works, New Britain, Conn.

TUNGSTEN LAMPS
The Canadian Tungsten Lamp Co., Hamilton, Ont.

TUBS
Wm. Cane & Sons Co., Newmarket, Ont.

TUBES, AUTO, TRUCK AND BICYCLE
Gutta Percha & Rubber Ltd., Toronto.

TUBING, BRASS
The James Morrison Brass Mfg. Co., Ltd., Toronto.

TUBING, RUBBER
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Ltd., Toronto, Ont.

TUNGSTEN LAMPS
The Canadian Tungsten Lamp Co., Ltd., Hamilton.

TURPENTINE
Ontario Oil & Turpentine Co., Ltd., Toronto.

TWINES
Consumers' Cordage Co., Montreal and Halifax.
Doon Twines, Ltd., Kitchener, Ont.
The Sterling Twine Co., Ltd., Walkerton, Ont.
Walter Woods & Co., Hamilton.

VACUUM CLEANERS AND SWEEPERS
Bissell Carpet Sweeper Co. of Canada, Ltd., Niagara Falls, N.Y.
The Hurley Machine Co., Ltd., Toronto.
Landers, Frary & Clark, New Britain, Conn.
The National Electric Heating Co., Ltd., Toronto.

VALVES, ACID RESISTING
Hoyt Metal Co., Toronto, Ont.

VALVES, RADIATOR AND AIR, IRON BODY, COMPOSITION, GLOBE, ANGLE, CHECK
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Jenkins Bros., Ltd., Montreal, Que.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
James Morrison Brass Mfg. Co., Toronto.
United Brass Founders & Engineers, Limited, Manchester, Eng.

VALVES, RUBBER PUMPS
Gutta Percha & Rubber Ltd., Toronto.

VARNISHES, AUTO, COACH, HOUSE, MARINE
Berry Bros., Walkerville.
Boston Varnish Co., Everett Station, Boston.
Brandram-Henderson, Ltd., Montreal.
Canada Paint Co., Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal.
The Flint Varnish & Color Works of Canada Limited, Montreal, Que.
Glidden Co., Ltd., Toronto, Ont.
Imperial Varnish & Color Co., Ltd., Toronto.
International Varnish Co., Ltd., Montreal.
Lowe Bros., Limited, Toronto.
McArthur Irwin, Montreal, Que.
Martin-Senour Co., Ltd., Montreal.
Benjamin Moore & Co., Ltd., Toronto.
A. Ramsay & Son, Montreal.
Pratt & Lambert, Bridgeport, Ont.
Sanderson, Pearcy & Co., Ltd., Toronto, Ont.
Scarfe & Co., Ltd., Brantford, Ont.
Sherwin-Williams Co., Montreal, Que.
G. F. Stephens & Co., Ltd., Winnipeg.
Wilkinson & Kompass, Hamilton.

VEHICLES, CHILDREN'S
The Gendron Mfg. Co., Ltd., Toronto, Ont.
The Woodstock Wagon & Mfg. Co., Ltd., Woodstock.
S. H. Whyte Co., Ltd., Winnipeg, Man.

VENEER SEATS
Canadian Veneering Co., Acton Vale, Que.

VENTILATORS
Wheeler & Bain, Toronto.

VISES
A. G. & A. L. Brown & Co., Montreal, Que.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Works, New Britain, Conn.
The Warren Tool & Forge Co., Warren, Ohio.

VISES, CHAIN PIPE, CLAMP, MOUNT
J. H. Williams & Co., Ltd., St. Catharines, Ont.

WAGON HARDWARE
Burgess-Norton Mfg. Co., Geneva, Ill.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
The Stanley Works, New Britain, Conn.

WALL COVERINGS
The Dominion Oilcloth & Linoleum Co., Limited, Montreal, Que.

WALNUT SEATS
Canadian Veneering Co., Acton Vale, Que.

WARMERS, FOOT
Chicago Flexible Shaft Co., Chicago, Ill.

WASHERS
London Rolling Mill Co., Ltd., The London, Ont.
The Union Iron & Metal Co., Ltd., Toronto.
Wilkinson & Kompass, Hamilton.
Wrought Washer Mfg. Co., The, Milwaukee, Wis.

WASHERS, RUBBER
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

WASHING MACHINES, ELECTRIC, HAND AND POWER
Altorfer Bros., Peoria, Ill.
Beatty Bros., Fergus, Ont.
Dowswell, Lees & Co., Hamilton.
W. A. Kribs Co., Limited, Hespeler, Ont.
The Hurley Machine Co., Ltd., Toronto, Ont.
Landers, Frary & Clark, New Britain, Conn.
Maxwells, Ltd., St. Marys, Ont.
1900 Washer Co., Toronto, Ont.

WASTE, COTTON
Acme Waste Mfg. Co., Toronto, Ont.
Sanderson, Pearcy & Co., Ltd., Toronto, Ont.
Wilkinson & Kompass, Hamilton.

WASH BOARDS
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
E. B. Eddy Co., Ltd., Hull, Que.

WASH TUBS
E. B. Eddy Co., Ltd., Hull, Que.
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.

WATERPROOF CLOTHING
The Tower Canadian Ltd., Toronto, Ont.

WATER SYSTEMS
The Westco Pumps Ltd., Toronto.

WEATHER STRIPPING
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
The Metal Weatherstrip Co., Ottawa, Ont.

WEDGES
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Warren Tool & Forge Co., Warren, Ohio.

WEEDERS, GARDEN (HAND)
The Eureka Planter Co., Ltd., Woodstock, Ont.
C. S. Norcross & Sons, Bushnell, Ill.

WEIGHTS
Can. Foundries & Forgings, Ltd., Brockville, Ont.

WEIGHTS, HORSE
The Katie Foundry Co., Galt, Ont.

WHEELS, GRINDING
E. C. Atkins & Co., Hamilton, Ont.

WHEELS, WELL
Can. Foundries & Forgings, Ltd., Brockville, Ont.

WHITEWASH OUTFITS
Collins Mfg. Co., Toronto.

WHIFFLETREE HOOKS
The International Malleable Iron Co., Ltd., Guelph, Ont.

WHOLESALE HARDWARE
J. H. Ashdown Hardware Co., Ltd., Winnipeg.
The Hobbs Hardware Co., Ltd., London, Ont.
H. S. Howland Sons & Co., Toronto.
Rice Lewis & Sons, Ltd., Toronto.
Whites, Limited, Collingwood, Ont.

WHITE LEAD
Brandram-Henderson, Montreal, Que.
Canada Paint Co., Ltd., Montreal.
Carter White Lead Co., Montreal.
McArthur Irwin, Montreal.
Sanderson, Pearcy & Co., Ltd., Toronto, Ont.
Sherwin-Williams Co., of Canada, Ltd., Montreal.

WIND SHIELD GLASS
Hobbs Mfg. Co., Montreal, Que.
The Ontario Plate Glass, Ltd., Hamilton, Ont.
Sanderson, Pearcy & Co., Ltd., Toronto, Ont.

WINDOW WEIGHTS
The Katie Foundry Co., Galt, Ont.

WINDOW FITTINGS
Stanley Davies, Weston, Ont.

WINDOW GUARDS, WIRE
Canada Wire & Iron Goods Co., Hamilton, Ont.

WIPERS
Scythes & Co., Toronto.

WIRE
Canada Wire & Iron Goods Co., Hamilton, Ont.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
Laidlaw Bale-Tie Co., Ltd., Hamilton, Ont.
Kasement Skrene Dore Co., Toronto.
The Western Wire & Nail Co., London, Ont.

WIRE, ANNEALED
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
The Frost Steel & Wire Co., Ltd., Hamilton.
The Graham Nail Works, Toronto.

WIRE, BRIGHT
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
The Graham Nail Works, Toronto.

WIRE BASKETS, HEAVY
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.

WIRE CLOTH
Canada Wire & Iron Goods Co., Hamilton, Ont.
Kasement Skrene Dore Co., Toronto.

WIRE, COPPERED
The Graham Nail Works, Toronto.

WIRE CUTTERS
Bridgeport Hardware Co., Bridgeport, Conn.

WIRE, HAY
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
The Graham Nail Works, Toronto.

WIRE HOOPS
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Steel Co. of Canada, Ltd., Hamilton, Ont.

WIRE DOOR MATS
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.

WIRE, OILED AND ANNEALED
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
The Graham Nail Works, Toronto, Ont.

WIRE, TINNED
The Graham Nail Works, Toronto.

WIREWORK OF ALL KINDS
Canada Wire & Iron Goods Co., Hamilton, Ont.
Dennis Wire & Iron Works Co., Ltd., London, Ont.
The McDonald Wire Goods Co., Drummondville, Que.

WIRE WHEELS
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

THE BUYERS' GUIDE

WIREWORKING MACHINERY
Sleeper & Hartly, Inc., Worcester, Mass.

WIRE WINDOW SCREENS
Atlas Iron, Wire & General Metal Works, Toronto.

WOODENWARE
The Brett Mfg. Co., Winnipeg, Man.

WRAPPING PAPER
Alex. McArthur & Co., Montreal, Que.
Walter Woods & Co., Hamilton, Ont.

WRECKING BARS, CARPENTERS'
The Warren Tool & Forge Co., Warren, Ohio.

WRENCHES AND ACCESSORIES
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Caverhill, Learmont & Co., Montreal.
Edgar C. Guthard Co., Chicago, Ill.
Goodell-Pratt Co., Greenfield, N.Y.
Will B. Lane, Chicago, Ill.
The Peck, Stow & Wilcox Co., Southington, Conn.
The Star Mfg. Co., Carpentersville, Ill.
Trimont Mfg. Co., Roxbury, Mass.

WRENCHES, ALLIGATOR
Bridgeport Hardware Co., Bridgeport, Conn.

WRENCHES, RATCHET
Brown & Sharpe Mfg. Co., Providence, R. I.
L. S. Starrett Co., Athol, Mass.
J. H. Williams & Co., Ltd., St. Catharines, Ont.

WRINGERS
Beatty Bros., Ltd., Fergus, Ont.

WROUGHT NIPPLES
Jas. Morrison Brass Mfg. Co., Toronto.
J. H. Williams & Co., Ltd., St. Catharines, Ont.
The Union Iron & Metal Co., Ltd., Toronto.

WROUGHT WASHERS
J. H. Williams & Co., Ltd., St. Catharines, Ont.
The Wrought Washer Mfg. Co., Milwaukee, Wis.

WRINGERS, HAND AND POWER
J. H. Connor & Son, Limited, Ottawa, Ont.

WROUGHT COUPLINGS
Wrought Washer Mfg. Co., The, Milwaukee, Wis.

YOKE ENDS
J. H. Williams & Co., St. Catharines, Ont.

ZINC, BAR
Canada Metal Co., Ltd., Toronto.
The Hoyt Metal Co., Toronto.

"The Premier"

The Chicago "Premier" Spring Pivot Hinge is high-class—in a class by itself.

The weight of the door is carried on ball bearings, the eccentric has roller bearings and the spring is made of best tempered steel flat wire.

It also has a tension adjustment and an aligning feature.

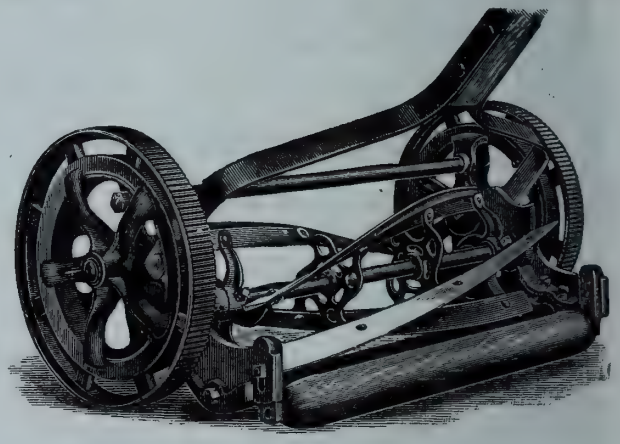
It is recognized as the "PREMIER."

Chicago Spring Butt Company.
CHICAGO NEW YORK
Send for Catalogue M36

TRADE CHICAGO MARK
TRADE CSB CO MARK
SPRING HINGES



A Double-Edge Mower---with Many Selling Features



The Hardwareman will find Eureka Mowers easy selling. The Majestic herewith illustrated has proved its ability to make sales and satisfied customers time after time. One point of special interest is the double-edge cutting bar which eliminates "missed spots" and assures a true, even cut at every stroke.

The Majestic

Open driving wheels, 10 inches in diameter, with raised rim. Four-blade cutting reel, 6 inches in diameter. Best quality crucible steel blades and brass bearings. All adjusting screws are in plain sight. Machine screw adjustment of cutter bar. Made in three sizes: 14, 16, 18-inch cut.

This is only one of the Eureka line.

Write for complete catalogue.

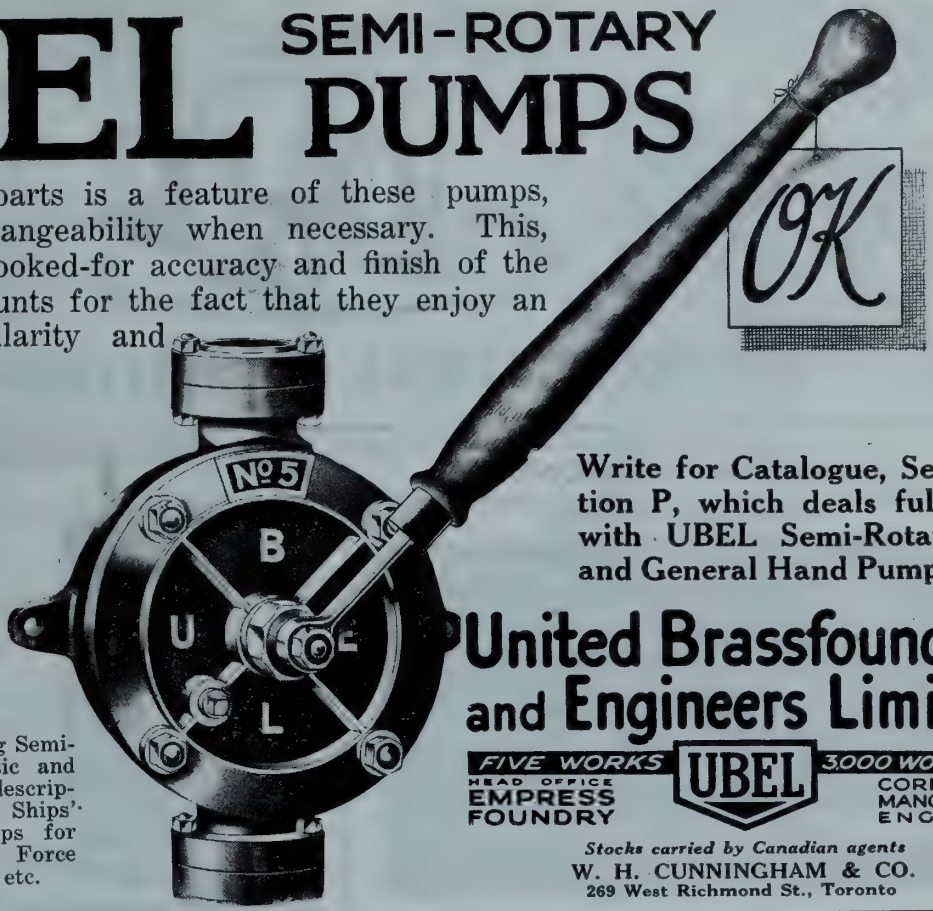
The Eureka Planter Co.
Limited
Woodstock, Ontario

If interested tear out this page and place with letters to be answered.

MOTHER LAND TRADE SECTION

UBEL SEMI-ROTARY PUMPS

Standardization of parts is a feature of these pumps, guaranteeing interchangeability when necessary. This, combined with the looked-for accuracy and finish of the UBEL product, accounts for the fact that they enjoy an ever-increasing popularity and widespread demand.



Double and Quadruple Acting Semi-Rotary Pumps for Domestic and Trade purposes of every description. Contractors' Pumps, Ships' Pumps, Rotary Suds Pumps for Machine Tools, Plumbers' Force Pumps, Boiler Test Pumps, etc.

Write for Catalogue, Section P, which deals fully with UBEL Semi-Rotary and General Hand Pumps.

United Brassfounders and Engineers Limited

FIVE WORKS — UBEL — 3,000 WORKERS

HEAD OFFICE EMPRESS FOUNDRY

CORNBROOK MANCHESTER ENGLAND

Stocks carried by Canadian agents

W. H. CUNNINGHAM & CO.

269 West Richmond St., Toronto

VONO

TRADE MARK

(PATENT)

Specially Suitable for Colonial Trade

Low prices.

Good profits.

Quick seller.

Delivery from stock.



Sales assisted with high-class literature free.

Order a sample case to-day.

THE VONO Co.

DUDLEY PORT STAFFS.

& 6 & 7, HOLYWELL ROW, WORSHIP ST. LONDON E.C.

MOTHER LAND TRADE SECTION

A SOLID SILVER-NICKEL ALLOY

Fentia NICKEL SILVER-WHITE

EACH ARTICLE BEARS THIS MARK



"FENTIA" is the only perfect alternative for Sterling Silver or Electro-Plate. "Fentia" bears the same colour and finish but is harder and stronger than either. Requires no plating and wears the same white colour throughout.

"FENTIA" is ideal for Table, Hollow and Flat-Ware, Kitchen Utensils and also Chemical and Laboratory Apparatus. After exhaustive tests it has been taken up by England's Premier Shipping Company, leading London and Provincial Hotels and Restaurants, and Railway Dining Car and Catering Services.

Codes:— ABC, 5th Edtn. Western Union, Marconi

FENTON BROTHERS, LTD., SHEFFIELD, ENGLAND

Established 1850

Cables:— "Fenton Brothers Sheffield."

GLAZIERS' DIAMONDS

A. RAMSAY, SON & CO. Head Office: Inspector St., Montreal
Branches: Toronto and Vancouver



OAKEY'S "WELLINGTON" KNIFE POLISH



The original and only reliable preparation for Cleaning and Polishing Cutlery, etc.

John Oakey & Sons, Ltd.

Manufacturers of

Emery, Black Lead, Emery Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, S.E.1, Eng.

Agents:

F. Manley, 147 Bannatyne Ave. East, Winnipeg

Sankey and Mason, 839 Beatty Street Vancouver

Always Bright—No Plate to Wear Off
The Lightest Scissors Made
For Hot Climates and Home Use

FIRTH-STAINLESS STEEL SCISSORS ARE THE THING

Cutting Out, Draper, Button Hole, Embroidery.

Any Pattern or Style up to 5 inches.

SEND YOUR INQUIRIES.

May be obtained from your Cutlery Manufacturer, or from

R. S. MITCHELL, Langsett Road, Sheffield

CORPORATED MARK

"THE GUARANTEE OF QUALITY"

FINE HOLLOW-GROUND "BEEHIVE" BRAND RAZORS



Illustration No. 1030
Round or Square Points

"BEEHIVE" Pocket Knives, Scissors, Stainless Table Cutlery, and Cased Goods are the same high quality.

MARPLES & CO.

Beehive Works SHEFFIELD

Canadian Agent: Campbell Agencies, Richmond Bldg., Toronto

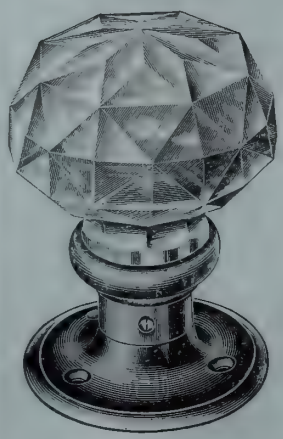
CABLE: "BEEHIVE, SHEFFIELD"

MOTHER LAND TRADE SECTION

TRADE MARK

English Cut Glass

DOOR KNOBS



As Illustration No. 5365

Flat Top—No. 5366

Pressed—No. 5364

All Canadian Mountings and Spindles

FREDERICK GILES & SONS
BRASSFOUNDERS
BIRMINGHAM ENGLAND

Canadian Representative
Box 431 **S. Davies** Weston Ont.

Butler's FAMOUS SHEFFIELD CUTLERY

"CAVENDISH" CUTLERY & PLATE

"KEEN" RAZORS



TRADE MARK

NON-STAIN CUTLERY

GOLD MEDALS. GRAND PRIX.

JAMES BUTLER, Head of the Butler Firm 100 years ago.

Regd A.D 1681 | "BUTLER" 1768 | ART 1861

GEO. BUTLER & CO., LTD., Sheffield, England
London Showroom, 62 Holborn Viaduct, E.C. 1.
Address correspondence to TRINITY WORKS, SHEFFIELD

TRADE MARK ANCHOR REGD Nos 2664 & 47412.

J. ROW, No. 190

VISIT OUR STAND AT BUILDING EXHIBITION
OLYMPIA, LONDON, ENGLAND. Also at MANCHESTER

JAMES AUSTIN & SONS, LTD.
LONDON

Tel. 1097-8 Clerkenwell. Telegrams, Austoben, Hox, London, Codes ABC, 5th & Bentleys

AGENTS not yet appointed.
Orders and enquiries only entertained through recognised Indent Houses.

Patent Plaited Cords
Our Speciality Anchor Brand



PLAITED SASH LINES

HALYARD AND LOG LINES

VENETIAN AND VERANDAH CORDS

GLACIE

Blind and Picture Lines.

ENDLESS CORDS for FANLIGHT OPENERS ETC., ETC.

Insist on (AUSTIN'S) makes where Strength and Durability are required

MOTHER LAND TRADE SECTION

UNION TRANSIT CO.

FREIGHT CONTRACTORS
STEAMSHIP AGENTS
INSURANCE BROKERS
WAREHOUSE KEEPERS AND
DISTRIBUTING AGENTS

ALLOW US TO CO-OPERATE WITH YOU IN YOUR EFFORTS TO DEVELOP TRADE WITHIN THE EMPIRE.

We are TRANSPORT SPECIALISTS and our combination of facilities enables us to undertake the handling of all classes of Transport Business on the BEST POSSIBLE TERMS CONSISTENT WITH EFFICIENT SERVICE.

CHIEF OFFICE:
381 ARGYLE ST., GLASGOW.

Cables and Telegrams: TRANSIT, GLASGOW.
Codes: { Western Union, Scott's (10th Edition)
{ Marconi, A.B.C. (4th & 5th Editions)

THOS. ELLIN and Co., Ltd.

Sylvester Works: SHEFFIELD, ENGLAND

Established 1784



Makers of the reliable
VULCAN
and
WOODHEAD
BRANDS OF
Pocket Cutlery

Sole Agent for Canada **Mr. G. L. Cohoon,** 11 St. Sacrament St. MONTREAL

SUPPLIED THROUGH WHOLESALE HOUSES ONLY

ALUMINIUM TEAPOTS

CHIEFTAIN BRAND

BRITISH MANUFACTURE

Cast Spout fixed without solder.
Ebonized Wood Handle and Knob.
Made from Stout Material.
Superior Finish. Prompt Delivery.

Made in Three Sizes as (under)

Description	6 cup	8 cup	10 cup
Nominal Capacity	2 pt.	3 pt.	4 pt.
Actual	2 "	2½ "	3 "

Quotations and Samples per return Mail



THE POT WHICH HAS STOOD THE TEST

Manufactured by

Phone CENTRAL 3489

NAPPER & DAVENPORT

7-11 ST. GEORGES PLACE, BIRMINGHAM.

Telegrams: "NAPPADA BIRMINGHAM"

Contractors to H. M. Government

MOTHER LAND TRADE SECTION



B1621
Hat and Coat
Hooks

JAMES CARTLAND & SON, LTD.

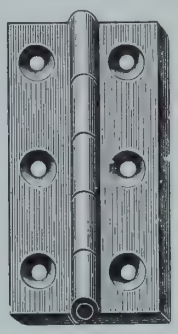
BIRMINGHAM (ENGLAND)

GENERAL & BUILDERS' BRASS FOUNDRY

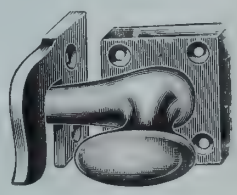
Represented by

MR. G. SMITH
18 Stair Buildings, Toronto

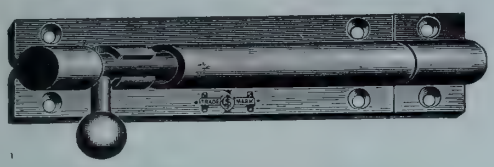
MR. R. R. SUTHERLAND
402 Confederation Life Buildings, Winnipeg



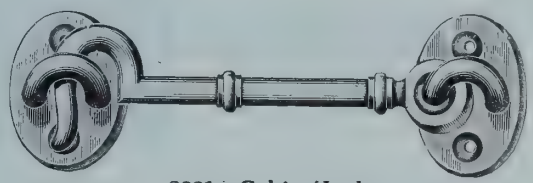
5150– Machine made
Solid Brass Hinges



B1344
Casement Fasteners



4601—Solid Drawn Brass Socket Bolts



2221—Cabin Hooks

JOSEPH RODGERS & SONS LIMITED

SHEFFIELD, ENG.

Avoid imitations of our

CUTLERY

By seeing that this exact mark is on each blade.

REGISTERED TRADE MARK

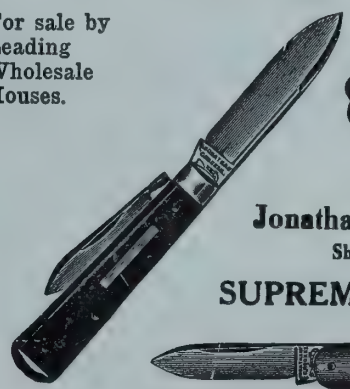
GRANTED 1682.

SOLE AGENTS FOR CANADA

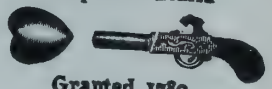
James Hutton & Company

MONTREAL

For sale by Leading Wholesale Houses.



Corporate Mark



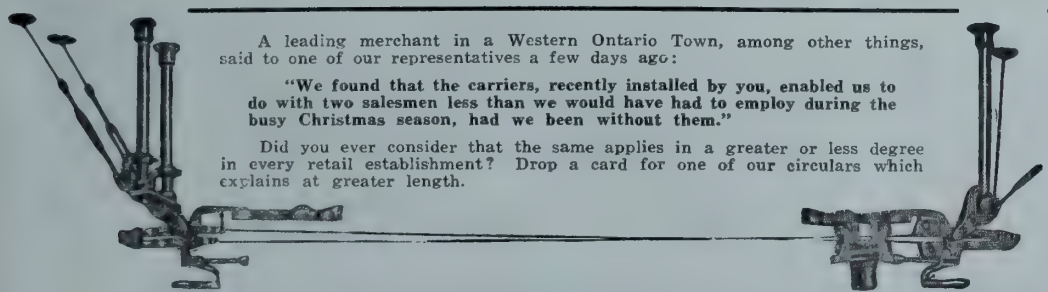
Granted 1780.

Jonathan Crookes & Son

Sheffield, England

SUPREME CUTLERY





A leading merchant in a Western Ontario Town, among other things, said to one of our representatives a few days ago:

"We found that the carriers, recently installed by you, enabled us to do with two salesmen less than we would have had to employ during the busy Christmas season, had we been without them."

Did you ever consider that the same applies in a greater or less degree in every retail establishment? Drop a card for one of our circulars which explains at greater length.

Gipe-Hazard Store Service Co. Ltd.

113 Sumach St.
TORONTO, ONT.

Subscription price of HARDWARE AND METAL is $4.00 per year or less than 6 cents per issue.



Appearances Count Mightily

The successful dealer is the one who makes his store a shining example of neatness. He is every bit as jealous of the appearance of his goods as of their quality.

Imperial Floor Dressing aids the tidy storekeeper. It keeps down 90% of the atmospheric dust which is directly responsible for that undesirable, shop-worn appearance that repels the buying public.

Imperial Floor Dressing does more than reduce dust. It brightens floors and fixtures and gives them a like-new appearance that sells goods. It is the ideal cleaner and preservative for wood, linoleum or oil cloth.

One gallon of Imperial Floor Dressing is sufficient for treating upwards of 700 square feet. It does not gum or evaporate, consequently one application will last for weeks.

You will appreciate the sanitary, dust-killing qualities of Imperial Floor Dressing in your own place of business. It is also a profitable line for the dealer to stock.

Imperial Floor Dressing comes in one and four-gallon lithographed sealed cans, and in half-barrels and barrels. Ask the Imperial Oil salesman for prices and a demonstration.

IMPERIAL
FLOOR DRESSING

IMPERIAL OIL LIMITED

Power - Heat - Light - Lubrication

BRANCHES IN ALL CITIES

If interested tear out this page and place with letters to be answered

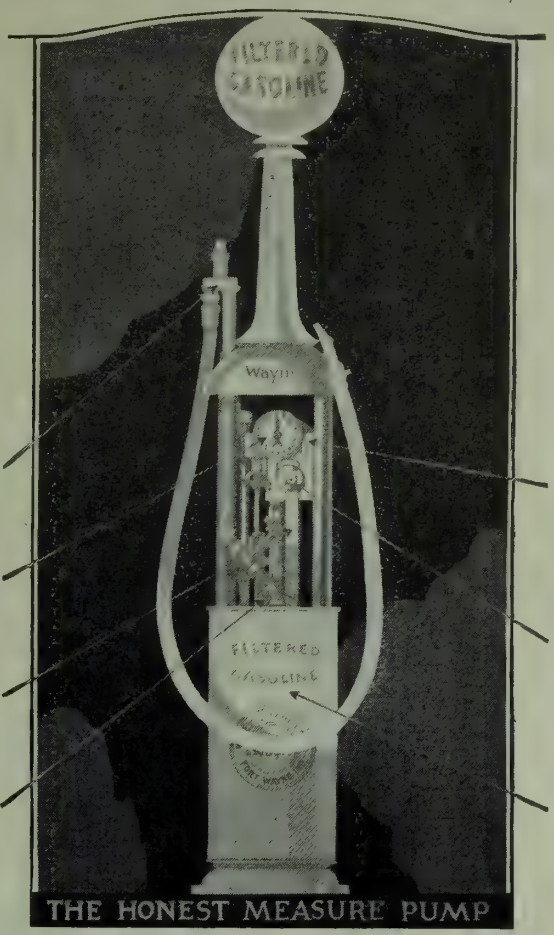
The Customers' Advantages

The Overhead Drain automatically gives the motorist all the gasoline in the hose.

The Wayne Dial registers each gallon *after* delivery into the car — not before.

The Graduated Scale shows the fractional parts dispensed.

A positive filter and four screens assure clean gasoline.



The Dealers' Advantages

Hand operation saves operating cost, repairs and shutdowns. Continuous forward crank action (no backward turns) makes Wayne the *fastest* pump.

The Million-Gallon Gear-Driven Meter keeps *accurate* books for you.

The Piston Pump principle of measurement is *mechanically accurate*, protecting you and your customers from slack guess-work methods.

Exclusive Features Attract Trade

It has become an established fact that a Wayne Curb Pump is an exceptionally profitable investment for a hardware store. But bear in mind, *Wayne* profits could not be possible without *Wayne* Advantages.

Consider speed alone. Wayne's exclusive *continuous forward* crank action delivers gasoline as rapidly as it can be forced into any car — no backward turns of the crank — no waiting for container to fill up — no delay after five gallons have been dispensed, encouraging the customer to say: "That's enough." You serve more cars at less cost and your average sale is larger.

Or consider operating cost. Wayne's hand operation (besides saving time) eliminates power cost and repair bills. Wayne's sturdy construction, with no fragile parts, assures continued operation with minimum depreciation.

Or consider service to the customer — your biggest asset. Wayne's positive filtration — its *mechanically accurate* measure clocked off by the Wayne Dial *after* the gasoline is in the car (not before)—its speed—its safety — and Wayne national advertising — all combines to attract business to the dealer with a Wayne Pump on his curb.

These are only a few of the reasons why Wayne serves better and consequently profits better. They are only a few of your reasons for deciding on Wayne. Ask today for descriptive bulletin No. 276 HM

Canadian Tank and Pump Company, 121 Adelaide St., Toronto, Ontario, Canada

A national organization with sales offices in thirty-four American cities. Repair stocks and expert service at your command. Representatives everywhere.

REG. U.S

Wayne

TRADE MARK

OIL CONSERVATION SYSTEMS

Gasoline and Oil Storage Systems	Heavy Metal Storage Tanks	Oil Filtration Systems	Oil Burning Systems	Furnaces for Metal Melting Forging and Heat Treating

If interested tear out this page and place with letters to be answered.

DUNLOP Double-Life, High-Mileage Cord and Fabric Tires Save You Money

Here's What Private Car Owners Say:

"The set of Dunlop Cord Tires, 36 x 4½ — two Traction and two Ribbed — have given entire satisfaction. I have run them continuously on my Cadillac car, and have taken a trip from Winnipeg to Toronto and return, and they have now covered in the neighborhood of **20,000 miles** and are still in good shape."—A. C. Turner, Winnipeg, Man.

"Would say I have been using your Traction Treads on both my big seven-passenger Steam "White" cars, and on my National and Fiat Gasoline cars, and must say I've done some fearful travelling, over **18,000 miles**, and no rim cuts so far, and I believe they'll go **18,000 miles** more."—M. N. Lenning, Esk Bank, Sask.

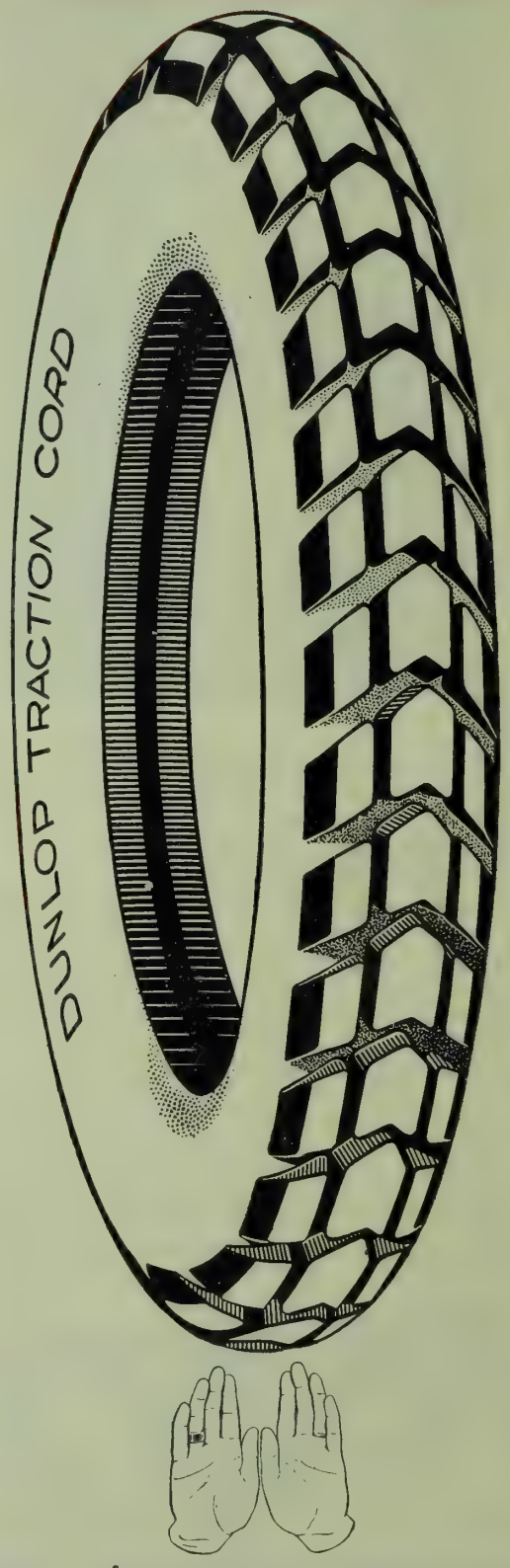
"I may say that I have had four Dunlop Cord Tires on my car, which have gone approximately **22,000 miles**, and I may state that I am just putting on four more 32 x 3½ (Straight Wall) Cord Tires of your make."—A. J. Barr, Ottawa, Ont.

Here's What Truck Owners Say:

"My first set of Dunlop Traction Tread Cord Tires, size 35 x 4½, bought in June, 1919, have been used continually on a Studebaker truck, and have run **18,000 miles.** They are still in good condition. Being perfectly satisfied with the service received from Dunlops, all my cars are now equipped with Dunlop Cords."—Forbes the Mover, Hamilton, Ont.

"A 34 x 4½ Dunlop Traction Tread Fabric Tire which I have equipped on one of my Ford delivery trucks, used for general cartage work, is now completing its third consecutive season and has never yet been off the rim. During this time the car has made many hard trips, including about twenty-five trips to Plattsburg, N.Y., and one trip to New York City, as well as several trips into Ontario and other points, which necessitated encountering roads of all descriptions. The total mileage, I estimate, is well over **20.000.**"—R. Clark, Montreal, Que.

"The tire which I brought back to be re-treaded ran **23,000 miles.** We used it on the back wheels of our Studebaker truck for the first 1,200 miles. This tire was not changed for nine months, and during that time needed practically no air, which speaks well for your tubes. I cannot speak too highly of Dunlop Tires for the delivery business. We deliver for thirty stores, and each of our cars covers about fifty miles a day, and has to keep running all the time."—The Independent Messenger, Parcel and Store Delivery Co., Ltd., Calgary, Alta.



Here's What Dealers Say:

"During the past season we have used many sets of Dunlop Fabric and Cord Tires as equipment on our cars. Our experience has been extremely satisfactory. There have been no complaints from any source. On the other hand, our customers frequently remarked on the fine results and big mileage obtained from Dunlop Tires. We are expecting to use your make as equipment on a much greater scale during the coming season."—The Crompton Car Company, Limited, Toronto, Ont.

"We have found the Dunlop Cords giving wonderful service and running up fine mileage records, especially on cars subject to overloading and hard usage. We have many satisfied customers who will use nothing but Dunlop Traction or Ribbed Cord Tires."—R. E. McMorran, Victoria, B.C.

"We can conscientiously recommend Dunlop Traction Treads to all our customers as both we and they honestly believe that no other tire on the market is giving like service and mileage. Adjustments asked for during the past eighteen months have been practically nil, while the mileage has been exceptionally high for this part of the country. We have tried them out against opposition makes and the result has always been in favor of 'Dunlop'."—Hargett's Motors, Limited, Mission City, B.C.

Here's What Livery and Bus-line People Say:

"We are to-day sending you a 32 x 3½ Dunlop Ribbed Cord Tire that we have just taken off a Dodge Touring Car, having run over **23,341 miles**, according to our records. We consider this a mighty fine record, and, in fact, is better service than we have been able to secure from any other make of tire."—Empress Auto and Taxi Co., Victoria, B.C.

"You cannot help being interested in hearing of the long mileage I received from a Dunlop 37 x 5 Traction Tread Cord Casing. The tire referred to I put on the rear of one of my Packard cars around November 1st, 1919. After running **11,000 miles** on the rear, I changed it and put it on the front. It delivered **19,000 miles** on the front wheel, making a total of **30,000 miles**, all told, and it was only a short while ago that its usefulness ended. I am glad to say, unsolicited, that the average mileage of all Dunlop Tires has been around **12,000** to **15,000** and **18,000 miles**, by which you can see they have proved eminently satisfactory."—The Packard Motor Livery, Toronto, Ont.

"I have been using Dunlop Cord Tires for the last fourteen months, and have about twenty-seven Dunlop 35 x 5 and 37 x 5 in use on my Cadillac cars in city and country livery business. I have as yet to have one not stand up. Some are still running and have gone **25,000 miles**, and I look for a few thousand miles more."—Maple Leaf Auto Livery, Winnipeg, Man.

Dunlop Tire & Rubber Goods Co., Limited

Head Office and Factories: Toronto **Branches in the Leading Cities**

If interested tear out this page and place with letters to be answered.



Dunlop Tires, Both Cord and Fabric Construction, Are Giving Phenomenal Results

Big Tire Mileage is here to stay. Just as we predicted in 1912 that the Anti-Skid Tire would become standard, so we now predict that Big Tire Mileage will be among the things every motorist will consistently expect from now on.

The tire manufacturer who has to apologize for "short life" in his product will be automatically eliminated. Cord Tire construction made possible the coming of a tire that refuses to quit until many thousands of miles have been clicked off. The Cord Tire is now universally accepted as the master choice.

And Dunlop Cord Tire is now the most popular. "Dunlop" is at top form, but don't forget that while we are turning out Cord Tires — "Traction" or "Ribbed" — which seem almost uncanny in their ruggedness, that a great number of motorists still use Fabric Tires. These motorists wanted more mileage than Fabric Tires were usually expected to give. That set us thinking. We wondered why certain Cord Tire principles could not be applied to Fabric Tires.

We experimented and were amazed at the find. It was that we could at one sweep add 20% more mileage to Dunlop Fabric Tires and make them last longer than Fabric Tires were ever known to last. Result: Dunlop "Cord"-built Fabric Tires are giving some other makes of Cord Tires a run for their money at, of course, much lower first costs.

Dunlop Cord Tires are outdistancing any other Cord Tire made, no matter at what price the tire sells. The stories told on the opposite page prove all we claim. We have hundreds more like them. Note the remarkable distances covered and the splendid average for all parts of Canada on all makes of cars.

Dunlop Tire & Rubber Goods Co., Limited

Head Office and Factories: Toronto **Branches in Leading Cities**

If interested tear out this page and place with letters to be answered.



Barrel Trade

Are you overlooking this sales opportunity?

FARMERS are heavy consumers of oil. Automobiles, tractors and trucks all require correct lubrication.

For the machines that are in constant use, farmers realize they must have good oils.

And because of their large requirements, farmers buy oil in barrels and steel drums. We have many dealers who have made very profitable Gargoyle Mobiloils sales by intensively cultivating the local farm field.

One dealer called a number of his farm customers on the telephone and asked if he could supply them with Gargoyle Mobiloils to last them over the season. In many cases this resulted in immediate sales of one or two barrels of oil.

Another man put a drum of Gargoyle Mobiloils in his car and toured the surrounding district with this sample, talking to farmers about the economy and the high quality of Gargoyle Mobiloils. He sold six drums the first day and more later.

It would pay you to adopt similar methods in your business and, above all, you *can* remind farmers who come into your store to stock up oils for the season's needs. Prominently display cans of Gargoyle Mobiloils in your window and inside your store. By hanging our tractor, truck and automobile charts in conspicuous places, you show farmers that you are competent to supply their lubrication needs. This has often brought about prompt and rapid growth in oil sales.

GARGOYLE

Mobiloils

A grade for each type of motor

IMPERIAL OIL LIMITED

Marketers of Gargoyle Mobiloils in Canada

BRANCHES IN ALL CITIES

Chart of Recommendations

How to Read the Chart:

THE correct grades of Gargoyle Mobiloils for engine lubrication of both passenger and commercial cars are specified in the Chart below.

A means Gargoyle Mobiloil "A"
B means Gargoyle Mobiloil "B"
E means Gargoyle Mobiloil "E"
Arc means Gargoyle Mobiloil Arctic

Where different grades are recommended for summer and winter use, the winter recommendations should be followed during the entire period when freezing temperatures may be experienced.

The recommendations for prominent makes of engines used in many cars are listed separately for convenience.

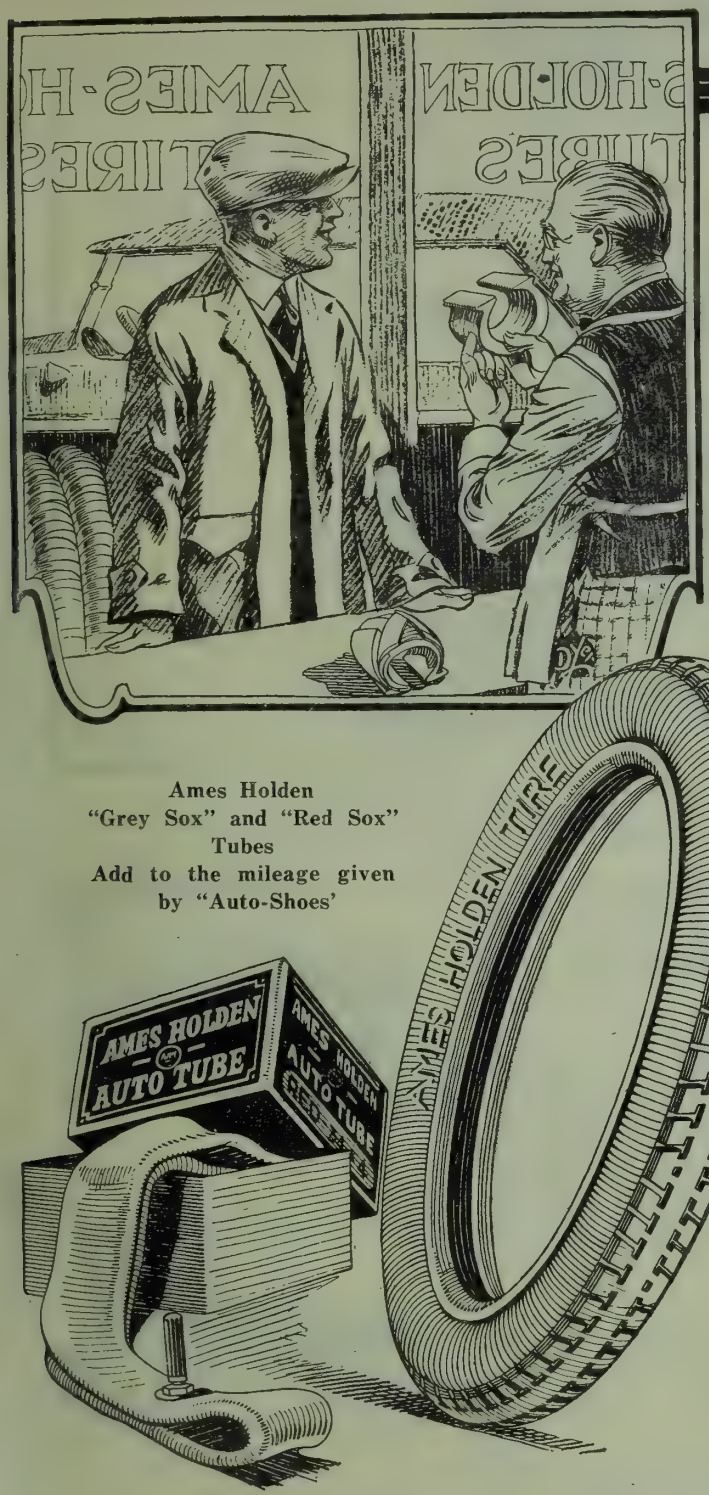
The Chart of Recommendations is compiled by the Vacuum Oil Company's Board of Automotive Engineers, and represents our professional advice on correct automobile lubrication.

NAMES OF AUTOMOBILES AND MOTOR TRUCKS	1921		1920		1919		1918		1917	
	Summer	Winter	Summer	Winter	Summer	Winter	Summer	Winter	Summer	Winter
Allen	A	Arc	A	Arc	A	Arc	A	Arc	A	Arc.
Apperson (8 cyl)	A	A	A	A	A	A	A	A	A	A
" All Other Models	.	.	.	.	.	.	A	A	Arc.	Arc.
Biddle	.	.	A	Arc	A	Arc	A	Arc	A	Arc.
Brewster	B	A	B	A	B	A	B	A	B	A
Briscoe	A	Arc	A	Arc	A	Arc	A	Arc	A	Arc.
Buick	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc.
Cadillac	A	A	A	A	A	A	A	A	A	A
Chalmers	A	A	A	A	A	A	A	A	A	A
Chandler Six	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc.
Chevrolet (8 cyl)	.	.	.	.	A	A	A	A	A	A
" (Model 490)	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc.
" All Other Mod.	A	Arc	A	Arc	A	Arc	A	Arc	.	.
Cleveland	A	Arc	A	Arc	.	.	.	.	.	.
Cunningham	A	A	A	A	A	A	A	A	A	A
Dart (1 ton)	.	.	B	Arc	Arc	Arc	A	Arc	.	.
" (1½ ton)	A	Arc	.	.	.	.	.	.	.	.
" All Other Models	A	A	A	A	A	A	A	A	A	Arc.
Davis	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc.
Dodge Brothers	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc.
Essex	A	Arc	A	Arc	A	Arc	.	.	.	.
Ford	E	E	E	E	E	E	E	E	E	E
Franklin	A	A	A	A	A	A	A	A	A	A
Grant (6 cyl)	A	Arc	A	Arc	A	Arc	A	Arc	A	Arc.
" (Com) (Model 12)	.	.	.	.	A	Arc	.	.	.	.
" " All Other Mod	Arc	Arc	Arc	Arc	Arc	Arc	.	.	.	.
Harroun	.	.	A	Arc	A	Arc	A	Arc	A	Arc.
Haynes (6 cyl)	A	Arc	A	Arc	A	Arc	A	Arc	A	Arc.
" (12 cyl)	A	A	A	A	A	A	A	A	A	A
Hollier (6 cyl)	.	.	Arc	Arc	Arc	A	A	Arc	A	Arc.
" (8 cyl)	.	.	.	.	A	A	B	A	A	A
Holmes	A	A	B	A	.	.	.	.	.	.
Hudson Super Six	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc.
Hupmobile	A	Arc	A	Arc	A	Arc	A	Arc	A	Arc.
Indiana (1 ton)	.	.	.	.	A	Arc	A	Arc	A	Arc
" (1½ ton)	A	Arc	A	Arc	.	.	.	.	.	.
" (2 ton)	A	A	A	A	A	A	A	A	A	A
" (5 ton)	A	A	A	A	A	Arc	A	Arc	A	A
" All Other Mod	A	A	A	A	A	A	A	Arc	A	Arc.
Jones	.	.	Arc	Arc	Arc	Arc	B	Arc	B	Arc.
Kissel Kar (12 cyl)	.	.	.	.	.	.	A	A	A	A
" " All Other Mod	A	Arc	A	Arc	A	Arc	A	Arc	A	Arc.
La Fayette (Indianapolis)	A	A	A	A	.	.	.	.	.	.
Lexington (Cont. Eng)	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc.
Liberty	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc.
Lincoln	A	A	.	.	.	.	.	.	.	.
Locomobile	E	E	A	E	B	E	A	E	E	E
McFarlan	A	A	A	Arc	A	Arc	A	Arc	A	Arc.
Madison (6 cyl)	.	.	.	.	A	Arc	A	Arc	A	Arc.
" (8 cyl)	.	.	.	.	.	.	.	.	A	A
Maibohm	A	Arc	A	Arc	A	Arc	A	Arc	A	Arc.
Marmon	A	A	A	A	A	A	A	A	A	A
Maxwell	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc.
Mercer	A	A	A	A	A	A	A	A	A	A
M. H. M	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc.
Mitchell	A	Arc	A	Arc	A	Arc	A	Arc	A	Arc.
Nash	Arc	Arc	A	Arc	A	Arc	A	Arc	.	.
" (Model 671)	.	.	.	.	.	.	A	A	.	.
" (Com) (Quad)	A	A	A	B	A	A	A	A	.	.
" (1 ton and 2 ton)	A	Arc	A	Arc	A	Arc	A	Arc	.	.
National (6 cyl)	A	A	A	A	Arc	Arc	Arc	Arc	Arc	Arc.
" (12 cyl)	.	.	.	.	A	A	A	A	A	A
Nelson	A	A	A	B	A	A	A	A	A	A
Noble	A	A	A	A	Arc	Arc	Arc	Arc	Arc	Arc.
Nomo	Arc	Arc	Arc	Arc	Arc	Arc	.	.	.	.
Old Hickory	Arc	Arc	Arc	Arc	Arc	Arc	B	Arc	A	Arc.
Overland	A	Arc	A	Arc	Arc	Arc	Arc	Arc	Arc	Arc.
Packard	A	A	A	B	A	A	B	A	A	A
Paterson	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc.
Peerless (8 cyl)	A	A	A	B	A	A	A	B	A	A
" All Other Mod	.	.	.	.	.	.	Arc	Arc	Arc	Arc.
Phianna	A	A	B	B	A	A	A	A	A	A
Pierce-Arrow	A	A	A	A	A	A	A	A	A	A
" (Com) (5 ton)	A	A	A	A	A	Arc	Arc	Arc	Arc	Arc
" " All Other Mod	A	A	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc.
Porter	A	Arc	A	Arc	A	Arc	.	.	.	.
Premier	A	A	A	A	A	A	B	A	A	A
Rainier (1½ ton)	Arc	Arc	Arc	Arc	Arc	Arc	.	.	.	.
" (3½ ton)	A	A	.	.	.	.	.	.	.	.
" All Other Mod	Arc	Arc	Arc	Arc	A	Arc	A	Arc	A	Arc.
Reo	A	Arc	A	Arc	A	Arc	A	Arc	A	Arc
ReVere	A	A	A	A	A	A	A	Arc	.	.
R & V Knight	B	A	B	A	.	.	.	.	.	.
Saxon	A	Arc	A	Arc	E	E	E	E	E	E
Seneca	A	Arc	A	Arc	A	Arc	Arc	Arc	.	.
Singer	.	.	A	A	A	A	.	.	A	A
Stearns-Knight	B	A	B	A	B	A	B	A	A	A
Stephens	B	A	A	A	A	A	A	A	Arc	Arc.
Studebaker	A	Arc	A	Arc	A	Arc	A	Arc	A	Arc.
Stutz	A	A	A	A	A	A	A	A	A	A
Templar	A	A	A	A	A	A	A	A	.	.
White (16 valve)	.	.	.	.	A	A	A	A	A	A
" (3 and 5 ton)	A	A	A	A	A	B	.	.	.	.
" All Other Models	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc.
Willys-Knight	B	A	B	A	A	B	A	A	A	B
Willys Six	.	.	.	.	Arc	Arc	Arc	Arc	Arc	Arc.
Winton	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc.

Prominent Makes of Engines

Beaver (Mod J JA JB JC	A	A	A	A	A	A	A	A	.	.
" All Other Models	A	Arc	A	Arc	A	Arc	A	Arc	A	Arc.
Buda (Mod ATU-BTU-CTU-DTU-ETU-FTU-HTU-JTU-KTU-XTU-YTU)	A	A	A	A	A	A	A	A	A	A
" All Other Models	A	Arc	A	Arc	A	Arc	A	Arc	A	Arc
Continental (Model B2)	A	A	A	A	A	A	.	.	.	.
" (Model T)	.	.	.	.	A	Arc	A	Arc	A	Arc
" All Other Models	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc.
Falls	A	Arc	A	Arc	Arc	A	Arc	A	A	Arc
G B & S (Model AA)	A	A	A	A	A	A	.	.	.	.
" All Other Models	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc.
Herschell-Spillman (Models JO-S-V & VA)	.	.	.	.	A	A	A	A	B	.
" All Other Models	A	Arc	A	Arc	A	Arc	A	Arc	A	Arc
Hinkley	A	A	A	A	A	A	.	.	.	.
Northway (Mod 108)	.	.	.	.	.	.	.	.	Arc	Arc
" All Other Models	A	A	A	A	A	A	A	A	A	A
Waukesha (Models CU-DU-EU & FU)	A	A	A	A	A	A	.	.	.	.
" All Other Models	A	Arc	A	Arc	A	Arc	A	Arc	A	Arc
Weidely	A	A	A	A	A	A	A	A	A	A
Wisconsin (Mod Q & QU)	.	.	.	.	A	Arc	A	Arc	A	Arc.
" All Other Models	A	A	A	A	A	A	A	A	A	A

If interested tear out this page and place with letters to be answered.



Ames Holden "Grey Sox" and "Red Sox" Tubes Add to the mileage given by "Auto-Shoes'

AHM System

Your Approbation Valued

We recognize your importance in the scheme of selling tires.

We are frankly anxious to enlist your friendliest co-operation in the distribution of Ames Holden "Auto-Shoes."

To do that we must show due regard for your interests—protect you, help you and work with you.

To protect you we first of all make tires—Ames Holden "Auto-Shoes"—that give mileage much in excess of present standards.

To help you, we are guaranteeing Ames Holden "Auto-Shoes" against any defect in material or workmanship that may arise at any time in the life of an "Auto-Shoe."

And we adjust on that basis without quibble or red tape—accept your word and your customers' statements absolutely.

We are working with you by giving you our fullest support—friendliest support—in making sales and keeping your customers.

These are just points picked from our dealer policy that seeks to arrive at a new relationship between ourselves and you. Write and let us explain this policy more fully.

Ames Holden "Auto-Shoes"

CORD AND FABRIC TIRES IN ALL STANDARD SIZES

AMES HOLDEN McCREADY LIMITED

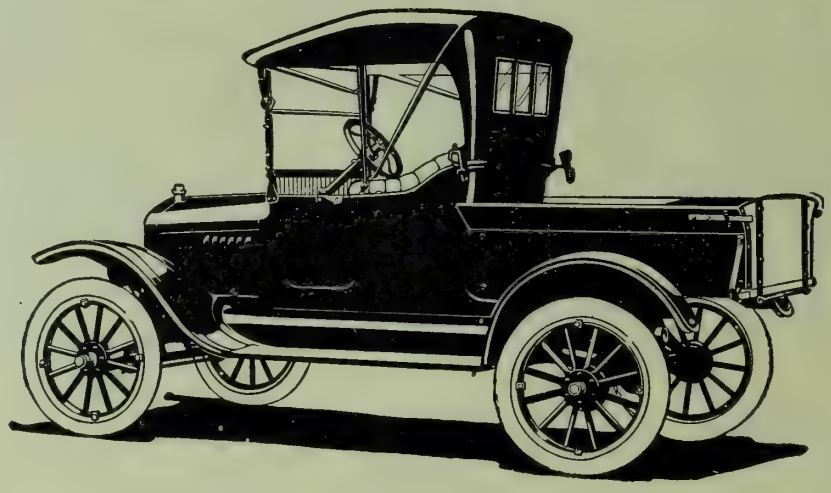
Halifax · St. John · Quebec · Montreal · Ottawa · Toronto
London · Winnipeg · Regina · Saskatoon · Edmonton · Calgary
Vancouver

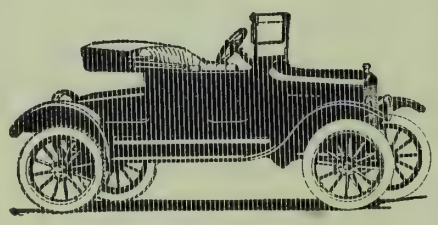
Our Guarantee Has No Time or Mileage Limits

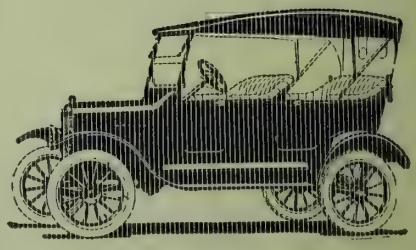
If interested tear out this page and place with letters to be answered.

Ford
THE UNIVERSAL CAR

A New Addition to the Ford Family

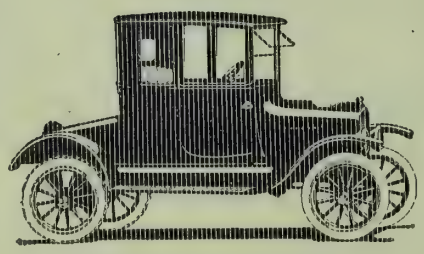


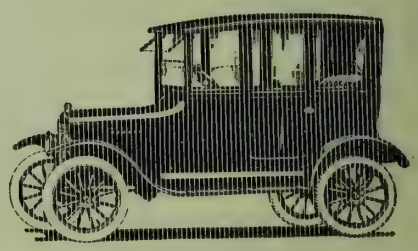




Ford Light Delivery Runabout

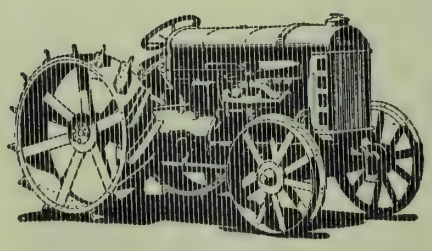
TO fill a growing need among grocers, butchers, plumbers, public utility corporations and others for a light delivery car—a new Light Delivery Runabout, simple in design and of the usual Ford high quality, can now be secured through Ford dealers.

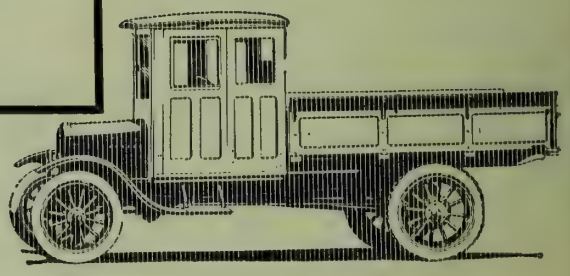




Ford Motor Company of Canada, Limited

Ford, Ontario





If interested tear out this page and place with letters to be answered.

If You Don't Sell Tires,— WHY?

A Hardware Dealer makes a larger profit on the sale of a Tire than on a dozen ordinary articles of merchandise. Why, then, do not ALL Hardware men sell Tires and go to some trouble to develop Tire Sales? It will pay. It has been done hundreds of times. First get a good line to handle, like—

Gutta Percha (CORD) Tires (FABRIC)

They are "best sellers" because they give most value. Get our prices and terms.

Gutta Percha & Rubber, Limited

Head Offices and Factory, TORONTO

Branches in Leading Cities of Canada

If interested tear out this page and place with letters to be answered.

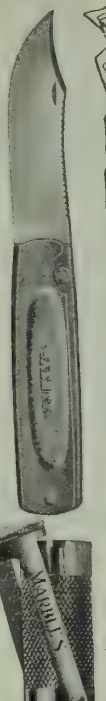


MARBLE'S Outing Equipment

Vacation Needs

Vacation brings a demand for outing equipment — don't let stocks get low. Marble's hunting and fish knives, safety pocket and camp axes, gun sights and cleaners sell to every outdoor man. These prices are list—liberal discounts—order of your jobber. Get Marble's new trade catalog.





Safety Folding Fish Knife

Blade is sharp at back of point for ripping—back is dandy fish scaler. All round tool—rigid as one-piece knife when open. List price $1.50.

Trout Knife

Designed especially for cleaning trout—great for all fish. Finest cutlery steel, 5⅝ in. long—fits the pocket. With metal bound leather sheath, 75c.

Waterproof Matchbox

Keeps matches dry, even under water. Seamless brass, nickel-plated. Size 10 ga. shell, 60c.

Marble Arms & Mfg. Co.

5350 Delta Ave., Gladstone, Mich.

Pacific Coast Rep.—McDonald & Linforth
739 Call Bldg., San Francisco, Cal.

Here is a Good Opportunity

(Read it over carefully)

The Manufacturers of

D-B CARBON REMOVER

have a proposition to offer you, Mr. Dealer. Through an extensive and continuous advertising campaign every motorist will be informed that **D-B Carbon Remover** can be tried without incurring any expense to themselves if it does not prove satisfactory.

This is true! Our plan is to let you actually give out on trial thirty-six cans of **D-B Carbon Remover** as you wish, and if your customers are not satisfied with the result, they return the cans to you.



"We have confidence in our product."

Auto Jack says:

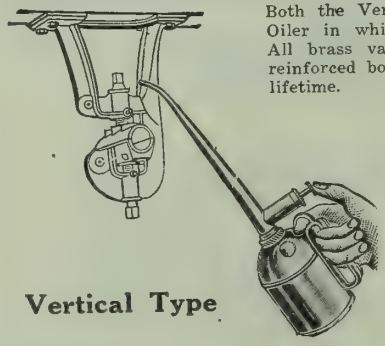
D-B Carbon Remover cleans the dirtiest engine in thirty minutes without removing the cylinder heads. It does not cut compression, and is not injurious to the metal.

The Dustbane Mfg. Co., Limited

Ottawa Ontario

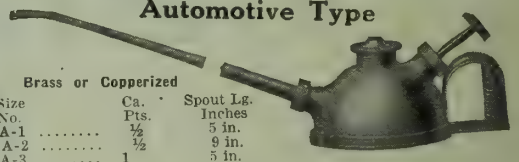
GENUINE CANNON PUMP OILERS—STANDARD AND AUTOMOTIVE TYPES

Both the Vertical and Automotive Type GENUINE CANNON PUMP OILER meet a long-felt demand for an Oiler in which the oil is entirely controlled by the operator in whatever position the can may be held. All brass valves, seats and valve springs; heavily reinforced body and bottom construction; will last a lifetime.



Vertical Type

Automotive Type



Brass, Tin or Copperized.

Size No.	Ca. Pts.	Dia. In.	Spout Lg. Inches
0	1	3½	6
1	1	3	8
2	1½	3½	12
2½....	2	4	12
3	2	4	20

Brass or Copperized

Size No.	Ca. Pts.	Spout Lg. Inches
A-1	½	5 in.
A-2	½	9 in.
A-3	1	5 in.
A-4	1	9 in.

Patented, Copyrighted, Manufactured only by the

CANNON OILER COMPANY

Main Office, Keithsburg, Illinois, U.S.A.

Branch: Monmouth, Illinois, U.S.A.

ORDER NOW

ASK ANY JOBBER

Manufacturers of and Dealers in

Transmission Oil
Auto Oil
Neatsfoot Oil
Tanners' Oil
Lard Oil
Cutting Oil
Lustriene Floor Oil
METEOR Spark Plugs
Boiler Compound
Linseed Oil Soap

and all kinds of Lubricating Oil and Greases, etc.





Velvet Lubricant is suitable for transmission, differential and cup lubrication, does not stiffen up in the cold so as to cause any inconvenience in shifting the gears, and will not become thin in hot weather, having been specially treated to meet the requirements of the varied weather conditions. Coats the gears to make them silent, will work into the smallest openings where oil will travel, and lubricate every bearing perfectly.

"Lubriko" Auto Oil is the most highly refined neutral oil for automobile lubrication, possessing high fire test, so that it retains its body under extreme heat.

After many years' practical experience in oils we produced this brand, and we offer it to dealers, knowing it to be of the highest standard of quality for the lubrication of automobiles, stationary gas engines, motor boats, motor cycles, and all kinds of gas engines, whether air or water cooled. Made in light, medium and heavy consistencies.

The Commercial Oil Company, Limited

Hamilton, Ontario, Canada

If interested tear out this page and place with letters to be answered.



Order Northland Skis

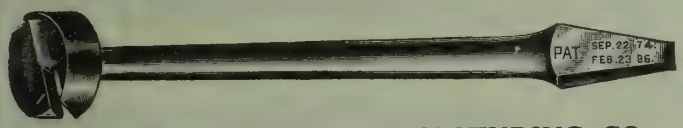
Now for Next Season. Prices Are Down

New World's record jump is 229 feet Made by Henry Hall, February 9, 1921, at Revelstoke, B.C., on Northland Skis.

Write for Catalog

Northland Ski Mfg. Co.

St. Paul, Minn.



THE PROGRESSIVE MANUFACTURING CO.
Torrington, Conn., U.S.A.

FORSTNER BITS

bore their way right through tough, hard, knotty, cross-grained wood and leave a smooth hole and clean surface. That's performance. THEY DIFFER FROM ALL OTHER BITS, BEING GUIDED BY THE RIM INSTEAD OF THE CENTRE. That's scientific construction. They bore any arc of a circle and can be guided in any direction. That's adaptability. Made for Brace-made Machines. Packed singly; packed in sets That's convenience. And they sell to Wood Workers, Carpenters, Cabinet Makers and others. That's why you should sell them. Order through your jobber to-day.

FISHING TACKLE MEANS

ALLCOCK, LAIGHT AND WESTWOOD CO., LIMITED

70 King Street W. - - - Toronto, Ontario

YOUR WANTS are many here below. Use the Want Ad. page and get rid of a few of them.

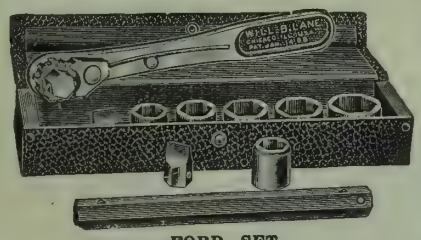
Lane's Handy Auto Ratchet Tools

A popular quick-selling line that interests your customers at once because of their ability to perform tasks where other wrenches fail.

The line comprises the "Standard" and "Ford" Sets of the Lane "Unique" Ratchet Wrench, the Lane "Super-Unique" Ratchet Wrench Set and the "Unique" Off-Set Ratchet Screw Driver.



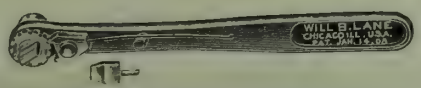
SUPER-UNIQUE SET



FORD SET



STANDARD SET



OFF-SET RATCHET SCREW DRIVER

All Lane's Ratchet Tools are durable products. Machine-made, sockets turned from Grade "A" cold rolled steel, case hardened, Pawl and Ratchet Wheels milled, handles drop-forged and case hardened.

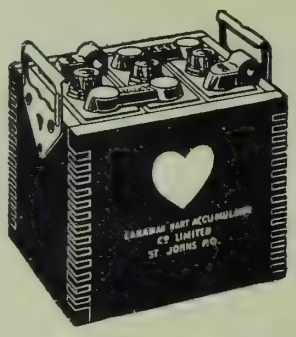
A line that meets many requirements and presents unusual selling opportunities for the dealer.

Manufactured by

Will B. Lane Unique Tool Co.

170 West Randolph St., Chicago, Illinois

Battery Repairing
Is a Science



A knowledge of electricity and a mechanical genius for diagnosing troubles are necessary to make Battery Repairing perfectly satisfactory. Our Battery Repairing Department is in charge of an expert who can detect what is wrong with batteries and remedy the troubles in a perfect manner and at the least expense. Send your Battery Repair work to us; we will estimate on it and leave you a good profit.

You Can Sell Hart Batteries

There is a great demand for **New** and **Reliable** Batteries, and for reliable repair work. Hardware dealers can make good money in this line by dealing with us.

Reliable Vulcanizing

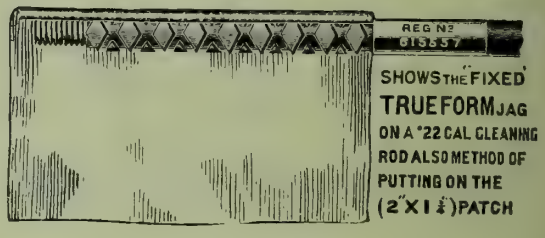
Poor Tire repairing is bad business. We guarantee a perfect job on Tires and Tubes. We make moderate charges, leaving the Dealer a good profit. Send tires by express, prepaid. Estimates given before work is started, if desired.

Samuel Trees & Co., Limited

Manufacturers, Wholesalers, Jobbers and Distributors of Auto Accessories

42 Wellington Street East, Toronto

Sells Because It Gives Maximum Economy
Trueform Jag



This is one of the many useful lines, for Shooters, supplied by the Fraser Company at Montreal.

Every Trueform Jag is scientifically constructed to such a size that when used in conjunction with Trueform Patches it has a 2″ bearing surface, which enters to the bottom of the grooves of the rifling.

The ball bearing handle permits it to turn with the rifling, thus producing a 100% efficiency cleaning combination.

Each Trueform patch can be used four times, presenting a clean surface on each occasion.

Birmingham Small Arms Company, Limited, England

FRASER COMPANY

No. 10 Hospital Street **Montreal, Canada**

Production Equipment Co., Union Square, New York

In Stock at Montreal

If interested tear out this page and place with letters to be answered.

BALE TIES

Prevent Broken Bales And Commercial Loss With

Laidlaw

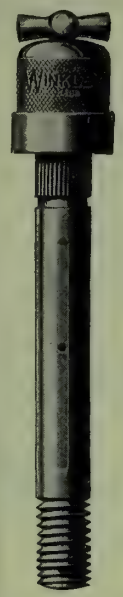
Laidlaw Bale-Ties have had a long and thorough test, resulting in their general choice by buyers throughout the Dominion—in fact throughout the world.

Laidlaw Bale-Ties mean prevention of broken bales and severe commercial loss. Laidlaw Bale-Ties are superior in material, design and manufacture.

The Laidlaw Bale-Tie Company
Limited
Hamilton, Canada

Agencies:

Norman Jessiman, Vancouver, B.C.
A. T. Diggins, Toronto, Ont.
Harry F. Moulden & Son Winnipeg, Man.
H. E. O. Bull, Montreal, Que.
M. Bryan, 24 Aldgate, London, Eng.



Pressed Steel and Brass Grease Cups
Oil Hole Covers and Oil Cups
Spring Shackle Bolts
Brass Pattern Makers' Dowel Pins



"Oil Cup"



"Ratchet"





"D"



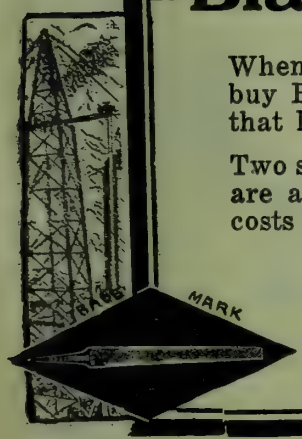


"M"

Catalogues and Prices Sent Upon Application

The CANADIAN WINKLEY CO., Ltd.
WINDSOR

Black Diamond for Cutting



When you buy a file, you buy cutting service. For extra cutting value, buy Black Diamonds. Made since 1863 to a standard of file quality that has won highest honors at expositions and at the bench.

Two simple steps will lead to better filing except where Black Diamonds are already used. Our catalog is free for the asking. A shop trial costs nothing and will show convincing results.



Established 1863

Black Diamond File Works

G.& H. Barnett Company 1078 Frankford Ave. Philadelphia, Pa.
Owned and Operated by Nicholson File Co.

PINK'S LUMBERING TOOLS

The Standard Tools in every province of the Dominion, New Zealand, Australia, etc.

We manufacture all kinds of lumber tools. Light and Durable.

LONG DISTANCE PHONE No. 87.

Send for Catalogue and Price List.

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

THOS. PINK COMPANY, LIMITED

Manufacturers of Lumber Tools

Pembroke **Ontario**



If interested tear out this page and place with letters to be answered.

OUR COLORED GRADES
1B, 1A, 7, 1, 5

OUR WHITE GRADES
Jap, XC, X, XX, XXX

We can supply you with cotton waste at prices lower than any others for equal quality. Better write us your needs to-day.

ACME WASTE MFG. CO., LIMITED
492 Wellington St. W., Toronto

HOYT METALS

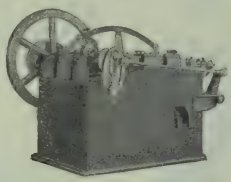
SELL YOUR SHARE

Engineers in charge of valuable machinery, and responsible for steady production, know the value of Hoyt Metals wherever speed and fast work are necessary. There are many prospects in your town, where you can introduce Hoyt Metals, assured of consumer satisfaction and new business for yourself.

HOYT METAL COMPANY
MONTREAL TORONTO WINNIPEG

Make Nails! — Not Noise!!

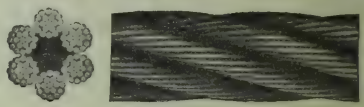
These new and improved
UNIVERSAL WIRE NAIL MACHINES
are fast, smooth, and quiet running
No cams or gears



Ask for Bulletins 375, 350, 351

SLEEPER HARTLEY, INC.
WORCESTER, MASS.

WIRE ROPE AND FITTINGS



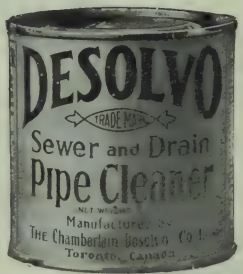
OF ALL CONSTRUCTIONS

The demand is steady. Are you getting your share of this business? We co-operate with you.

Have you a copy of our Catalogue?

We also manufacture Wire Cloth, Iron Stairways, Fire Place Screens, Window Guards

CANADA WIRE & IRON GOODS CO.
HAMILTON



DESOLVO

Brings Business

in the shape of additional sales, new customers and repeat business. Desolvo is a necessity to all large buildings, schools, factories, etc., for cleaning sewer and drain pipes. You can sell a dozen cans, with ease, to many prospects.

THE CHAMBERLAIN DESOLVO COMPANY
109 Church St., Toronto
Eastern Canada Representatives:
RICHARDSON & BUREAU
55 St. Francis Xavier St., Montreal, Quebec
Ontario Representative:
L. F. MAYNE
875 Trafalgar St., London, Ont.
Western Canada Representatives:
N. D. McPHAIL & CO.
1329 Standard Bank Bldg., Vancouver, B.C.

EMPIRE LEVELS

HAVE CONVINCING SELLING POINTS

The dealer will find them a constantly moving line because they are extremely accurate, durable and very striking in appearance.

The EMPIRE line includes a level for every use — aluminum, wood, and brass-bound, in many sizes and styles.

Complete catalogue on request.



The EMPIRE ADJUSTABLE ALUMINUM LEVEL, shown above, is the biggest selling level on the market. The improved adjustable and interchangeable vial case enables the user to repair broken glasses without impairing the use of the tool.

EMPIRE LEVEL MFG. CO.
MILWAUKEE, WIS., U.S.A.
Western Agents—L. T. Valls Sales, Ltd., Confederation Life Bldg., Winnipeg

G. W. METALS

are superior

Manufacturers of the famous
XXXX NICKEL SPECIAL No. 1 R.R.
BABBITT METALS
SOLDERS PIG and CALKING LEAD

Made in Canada

Write or Wire Your Enquiries

Great Western Smelting & Refining Co.
Vancouver, B. C.

Wm. M. Gordon & Co., Winnipeg, Man.
A. G. Low Co., Saskatoon, Sask.

STERLING £ TWINES

Made in Canada by

The Sterling Twine Company, Limited
Walkerton, Ontario

Samples and prices upon application to

WILKINSON PAPER CO., LIMITED
76 Bay Street, TORONTO

Exclusive Selling Agents for Ontario

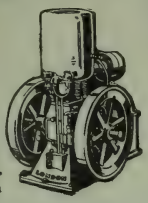
Better Because of the War!

For years our plant was under Government control. Every effort of our employees was centred on shell making.

Into every man in our employ was drilled the necessity of hair's-breadth accuracy.

Now that their efforts are again centred on the

LONDON ENGINE



the same attention to accuracy that was developed in war time is carried out by the experts retained in our employ.

The London Engine is as perfect as the shells that helped win the war.

Dealers! Write for booklets.

London Gas Power Co., Ltd.
29 York St. London, Canada



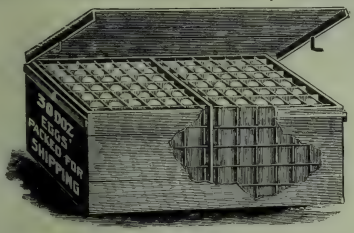
IMPERIAL SOLDERING PASTE

for Electricians, etc.

ROSEN, FLUX and ACID CORE SOLDER

THE CANADA METAL CO., LIMITED
TORONTO HAMILTON MONTREAL WINNIPEG VANCOUVER

THE MILLER BROS. CO., LIMITED



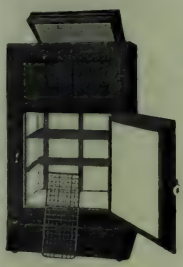
Manufacturers of
White pulp egg case fillers and extra flats in standard and extra large sizes for 12 and 30 dozen egg crates.
20-38 DOWD STREET, - MONTREAL, CANADA

Pedlar's

Galvanized Steel Shingles
Corrugated Iron Siding
Plain and Stone Pattern Siding
Metal Ceilings and Walls
Eaves Trough and Conductor Pipe, Etc.

Write for Price List and Illustrated Catalog H.M.

The Pedlar People Limited
Established 1861
Executive Office and Factories: Oshawa, Ont.
Branches: Montreal, Quebec, Halifax, St. John, Ottawa
Toronto, Winnipeg, Calgary, Vancouver



PARIS

REFRIGERATORS
SCREEN DOORS
WINDOW SCREENS
COMBINATION SCREEN AND STORM DOORS
RELIABLE GOODS AND PROMPT SERVICE
WRITE FOR INFORMATION

Sanderson-Harold Company, Ltd.
PARIS, ONTARIO



Lawn Swings

For Summer Homes

Any lawn is improved in appearance by these handsome swings. They demonstrate well and attract immediate attention from your summer customers who have lawns at their homes or vacation cottages.

Investigate these attractive lawn swings and the other interesting lines of summer lawn, camp or cottage furniture. Ask for catalog.

The Stratford Manufacturing Co., Limited
STRATFORD, ONTARIO

WILKINSON & KOMPASS

TORONTO HAMILTON WINNIPEG

IRON AND STEEL
HEAVY HARDWARE
MILL SUPPLIES
AUTOMOBILE ACCESSORIES

WE SHIP PROMPTLY

PLUMBS **SAND'S** LEVELS



Deserve your confidence because they are known and wanted throughout the building trades and represent the easiest selling level stock on the market.

Your Jobber Carries Them

Canadian Branch:

CAMPBELL AGENCIES, 23 Richmond Bldg.
TORONTO, ONT.

If interested tear out this page and place with letters to be answered.

WANT ADS

If you want a buyer, clerk, salesman, traveler, position, you can reach the best men in the trade through these columns.

If you wish to buy or sell a business, or dispose of overstocks, you can reach a larger number of hardware men through this page than in any other way.

Rates (payable in advance) 2 cents per word. An additional charge of 10 cents for each insertion is made when Box Number is required. Each figure counts as one word. When panels are desired a charge of $2.20 is made for a panel 1 inch deep by 2⅛ inches wide.

Address all advertisements for this section to HARDWARE AND METAL, 143-153 University Ave., Toronto, Can.

SITUATIONS WANTED

POSITION AS SALESMAN IN ALBERTA, 23 years old, four years' experience. Good references. Apply Box 18, Hardware and Metal.

FOR SALE

FOR SALE—AS A GOING BUSINESS, THE hardware stock of the Fraser Hardware Co., Granville St., Vancouver, B.C.

FOR SALE—TWO-BARREL BOWSER PUMP, A1 shape. Cheap for cash. L. P. Woodhams, Elbow, Sask.

FOR SALE—SET OF TINSMITHS' TOOLS. John L. Wilson, Enterprise, Ont.

FOR SALE—HARDWARE STOCK AND FIXtures. Good location in live city. Reasonable rent; value about $12,500. Box 117, Hardware and Metal.

HELP WANTED

SALESMAN FOR RETAIL HARDWARE store, must have experience and ability. Box 59, Hardware and Metal, 128 Bleury St., Montreal.

WANTED—HIGH GRADE SALESMAN FOR Western Ontario to represent large Paint and Varnish Manufacturer. Must be hustler and sales producer. Reply stating experience, age, and other particulars. Applications will be treated confidentially. Box 150, Hardware and Metal, 128 Bleury Street, Montreal.

WANTED—A GENERAL TINSMITH, MUST have some knowledge of plumbing, and pipe fitting. When applying state wages and experience. Apply Box 12, Hardware and Metal.

WANTED

HARDWARE BUSINESS WANTED TO BUY. Send full particulars. Box 32, Hardware and Metal.

WANTED—HARDWARE BUSINESS, WESTern Ontario. Give full particulars, Box 88, Hardware and Metal.

Practically all big buyers of hardware in Canada are readers of HARDWARE AND METAL.

DOES ADVERTISING PAY?

USE THIS SPACE AND SEE

NICKEL PLATING

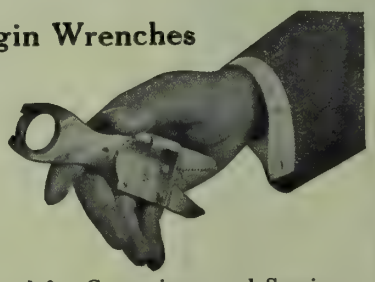
Orders executed promptly. Prices on application. Communicate with F. W. Higginson, 173 William St., Montreal. Telephone Main 8144.

Have you any small needs?

Do you want to sell anything?

If so, advertise on this page and watch results.

Elgin Wrenches



Stand for Convenience and Service.

Excel in appearance, finish, durability. The convenient wrench for inconvenient places. Convenient to use, easy to carry, effective in results.

STAR MANUFACTURING CO.
Carpentersville, Ill., U.S.A.

QUICK RESULTS

If you want to buy or sell a business, dispose of overstocks, hire a clerk or manager, use the "Wanted" page of HARDWARE AND METAL. There is no other way in which you can get in touch, more quickly or thoroughly with the best prospects, than by using the "Wanted" page of HARDWARE AND METAL. Cost is only two cents per word, with 10c additional for Box Number.

ESTABLISHED 1849

BRADSTREET'S

Offices Throughout the Civilized World
OFFICES IN CANADA:

Calgary, Alta.	Vancouver, B.C.
Edmonton, Alta.	Hamilton, Ont.
Halifax, N.S.	Montreal, Que.
London, Ont.	Quebec, Que.
Ottawa, Ont.	Toronto, Ont.
St. John, N.B.	Winnipeg, Man.
Victoria, B.C.	Sydney, N.S.

St. John's, Nfld.

Reputation gained by long years of vigorous, conscientious and successful work.

John A. Thompson General Manager Western Canada

TORONTO



TRADE MARKS

Any trade-mark shown on this page, when stamped on an article of hardware, is the manufacturer's personal "O.K.," guaranteeing the quality of the product.

Metal Stamping and Press Work to Order

Also name plates, embossed trade checks, time checks, badges, steel stamps and stencils or anything in steel or brass lettered or embossed to order.

The Hamilton Stamp and Stencil Works, Limited, Hamilton, Ont.

"Monarch" & "Safe-Lock" Fencing

We make Farm, Lawn and Poultry Fencing, Gates, etc., and *sell exclusively to the Hardware Trade.* Write for Agency.

Owen Sound Wire Fence Co. Ltd.
OWEN SOUND, ONT.



HARDWARE AND METAL

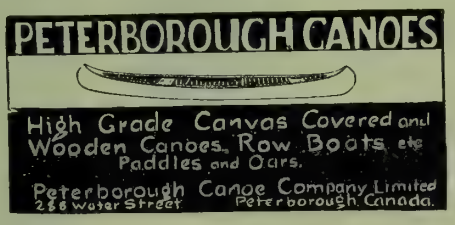
is the only weekly hardware paper in Canada, and is read by practically every worth-while buyer, both wholesale and retail, in Canada. HARDWARE AND METAL is the logical medium to use if you have a message for the Canadian hardware trade.

Sankey's Pyruma Putty Fire Cement
Easy to handle. Ready for use. For Stoves, Ranges, Furnaces, Kilns, etc., Superior to other Plastic Fire Cements. Sets Hard without heat. Fusing Temperature 3,000° F.
Quotations from
MANNING, HINTON & BRISSENDEN
Post Office Box 37 Halifax, N.S.

Look for the full name
RUSSELL JENNINGS
stamped on the round of our
AUGER BITS
The original double twist auger bit, Patented by Mr. Russell Jennings in 1855.
RUSSELL JENNINGS MFG. CO.
Chester, Conn., U.S.A.

Sash Weights Wall Washers

All Kinds of
Plain Duplicate Gray Iron Castings
CANADIAN DIE CASTING CO., LIMITED
Drummond Building, Montreal



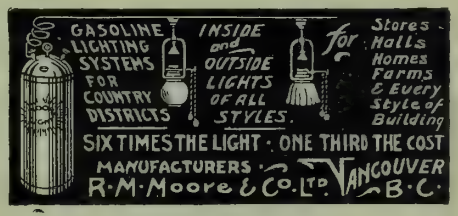
HARDWARE AND METAL is the logical medium to use if you have a message for the Canadian hardware trade.

DOON TWINES, LIMITED
KITCHENER, ONT.

Manufacturers of all kinds of Twines and Cordage, Plow Lines, Clothes Lines, Ropes, etc. Write for samples and prices.

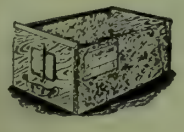
MILLS AT DOON and KITCHENER, ONT.

STERLING
Hack Saw Blades and Machines
Manufactured by
Diamond Saw & Stamping Works
BUFFALO, N.Y.



Opportunities are offered every week on this page.

Are you making use of them?



Cameron Metal Drawers
LONGER WEAR, BETTER SERVICE
Write us for Prices and Particulars of Cameron Wall Cases and Fixtures
Cameron & Co.
74 Logan Ave. Toronto, Ont.

INDEX TO ADVERTISERS

Aero Mfg. Co., Limited 24
Aluminum Goods Mfg. Co. ... 64
Allcock, Laight & Westwood . 107
Ames Holden McCready, Ltd. 103
Acme Waste Mfg. Co., Ltd. . 110
Aluminum Specialty Co. 81
American Rolling Mill Co. ... 4
Ashdown Hardware Co., J. H. 79
Associated Business Papers Inc. 20
Atlas Iron, Wire and General Metal Works 22
Austin, James & Sons, Ltd. .. 95
Atkins & Co., E. C. 89

Barton Nettng Co., Ltd. 28
Barrett Co., Ltd. 71
Barnett Co., Ltd., G. & H. ... 109
Berry Bros., Inc. 85
Brett Co., The 80
Birkett, Thos. & Son Co., Ltd. 31
Boeckh Co., Ltd. 57
Burlington Products, Limited.. 18
Butler & Co., Geo. 95
Butterfield & Co. 14
Bradstreets Company 112

Cameron & Co. 113
Canada Cycle & Motor Co. ... 67
Canada Metal Co. 29-67-111
Canada Steel Goods Co., The. 3
Cane & Sons Co., Ltd., Wm. 24
Cannon Oiler Company 106
Can. Wire & Iron Goods Co. .. 110
Canada Die Casting Co. 113
Canada Dry Cells, Limited ... 81
Canada National Carbon Co., Limited 10, 11
Canadian Winkley Co. 109
Canada Foundries & Forgings Co., Limited 15
Canadian Oil Companies, Ltd. 121
Canadian Tank & Pump Co. .. 99
Chamberlain Desolvo Co. 110
Channell Chemical Co. ..... Inside front cover
Carter White Lead Company of Canada, Ltd. 81
Cartland, James & Son, Ltd.. 97
Carborundum Company ..... Inside back cover

Clyde Cutlery Co. 22
Crane, Limited 19
Chicago Spring Butt Co. 92
Cleveland Stone Co., The 112
Clemson Bros., Inc. 27
Crookes & Son, John 97
Collette Mfg. Company 23
Commercial Oil Company, Ltd. 106
Continental Paper Products. Ltd. 65

Dazey Churn Mfg. Co. 8
Davidson Mfg. Co., Ltd., The 25
Diamond Saw & Stamp. Wks. 127
Disston, Henry & Sons 16
Dominion Cartridge Co., Ltd.. 32
Dominion Oilcloth & Linoleum Co. 6
Dominion Sheet Metal Corp., Ltd. 73
Doon Twines, Ltd. 113
Dowswell Lees & Co., Ltd. ... 12
Dustbane Mfg. Co. 106
Dunlop Tire & Rubber Goods Co., Limited 100, 101

Empire Level Mfg. Co. 110
Ellin & Co., Ltd., Thos. 96
Eureka Planter Co., Limited 92

Fenton Bros., Ltd. 94

Fittings, Limited 22
Flexible Shaft Company, Ltd. 7
Ford Motor Co., Ltd. 104
Fraser Company 108
Frost Steel & Wire Co., Ltd. .. 13

Giles, Fred & Sons 95
Gipe-Hazard Store Service 97
Gutta Percha & Rubber, Ltd.. 105
Glidden Co., The 55
Graham Nail Works 89
Greenfield Tap & Die Corp. ... 17
Great Western Smelting & Refining Co. 110

Hamilton Stamp & Stencil Works, Ltd. 113
Hamilton Stove & Heater Co. 18
Hobbs Mfg. Co. 75

Hutton & Co., James 97
Hoyt Metal Co. 110

Imperial Oil Limited 98, 102
Imperial Varnish & Color Co., Limited 61
International Business Machines Back cover

Jardine & Co., A. B. 27
Jennings Mfg. Co., Russell .. 113
Johnson Inc., Edward E. 65

Kinread, P. R. 80

Laidlaw Bale & Tie Co. 109
Lamplough & Co., F. W. 29
Lane Unique Tool Co., Will B. 107
Leslie & Co., Ltd., A. C. 34
London Gas Power Co. 111
London Rolling Mill Co. 29
Lufkin Rule Co. of Can., Ltd. 114

McArthur & Co., Alex. 26
Manitoba Steel & Iron Company, Ltd. 80
Marples & Co. 94
Marble Arms Mfg. Co. 106
Manning, Hinton & Brissenden 113
Martin & Co., L. 75
Mica Co. of Canada, Ltd. 75
Miller Bros. Co., Limited 111
Millers Falls Company 9
Mitchell, R. S. 94
Maxwells, Limited 24
Meakins & Sons, Ltd. 63
Moore & Co. Benj., Ltd. 59
Moore & Co., R. M. 127
Morrison Brass Co., James ... 25
Myers & Bro., F. E. 29

Napper & Davenport 96
Nicholson File Co. 23
Northland Ski Mfg. Co. 107
Niagara Metal Stamp. Corp.. 24
Nova Scotia Steel & Coal Co.. 29
North Star Oil & Refining Co., Limited 80

Oakey & Sons, John 94
O-Rib-O Mfg. Co. 80
Owen Sound Wire Fence 113

Pedlar People, Ltd. 111
Pease Foundry Co., Limited ... 21
Parmenter, Bulloch & Co. ... 26
Pink Co., Thos. 109
Progressive Mfg. Co. 107

Remington U. M. C. Co. ..... Front cover
Russell Jennings Mfg. Co. ... 113
Rideau Specialty Co. 113
Rice Lewis & Sons, Ltd. 1

Sands & Sons, J. 111
Sanderson-Harold Co., Ltd. .. 111
Sharratt & Newth 94
Shambrook, W. D. & Co. 5
Sheet Metal Products 2
Sleeper Hartley, Inc. 110
Simms, T. S. & Co. 65
Shurly Co., T. F. 28
Soren Bros., Ltd. 83
Starrett Co., L. S. 27
Stephens & Co., G. F. 77
Star Mfg. Company 112
Steel Company of Canada, Ltd. 9
Steel Trough Machine Co., Ltd. 89
Still Mfg. Co., J. H. 28
Stratford Mfg. Co. 111

Taylor-Forbes Co., Ltd. 34
Toronto Plate Glass Imp. Co. 75
Trees & Co., Samuel 108
Trimont Mfg. Co. 26

Union Transit Co. 96
Union Iron & Metal Co. 26
United Brass Foundry & Engineers 93

Vono Company, The 93

Want Ad. Page 112
Wentworth Mfg. Co. 22
Western Hdwe. Mfg. Co. 31
Wheeler & Bain 28
Wiebusch & Hilger, Limited.. 21
Wrought Washer Mfg. Co. 31
Wilkinson & Kompass 111
Wilkinson Paper Co. 110
Wyatt's Products 31



If interested tear out this page and place with letters to be answered.

Carborundum
Valve Grinding Compound





Speed Up on These Two Carborundum Products

GARAGES and repair shops—hundreds of them—there is your market for Carborundum Compound and Aloxite Cloth!

National and trades paper advertising has made these products prominent—quality has made them famous—their practicability has made them necessary.

Get after the garage trade—factories, too. Let them know you handle Carborundum Compound and Aloxite Cloth. The profit is there waiting.

If you want to reach these people by a direct-by-mail campaign, we will be glad indeed to supply circulars and samples.

Write us to-day

The Carborundum Company
Niagara Falls, N. Y.





Aloxite Cloth

"The Cloth That Cuts"

DAYTON

THE SCALE THAT COUNTS AND COMPUTES

For lighter work and larger profits in the hardware trade.

WHY should not the dealer in staple goods, which are not perishable, and do not deteriorate in value, not win out in a walk in the field of business?

Such a merchant may be careful and astute in buying. He may be proficient and successful in salesmanship. He may be vigilant and also successful in collections.

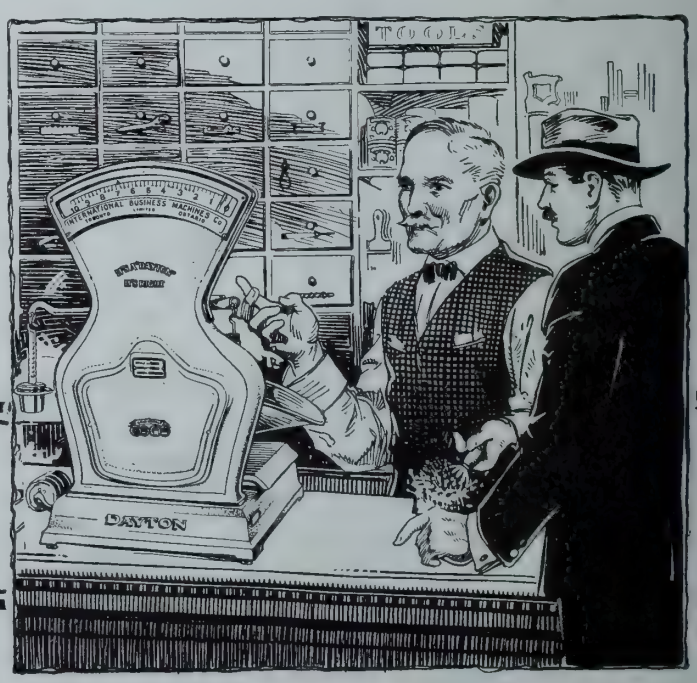
What, then, is the unseen parasite that eats the heart out of his business, leaving a shrunken, insignificant return—perhaps an actual loss, after every precaution seemingly has been taken to husband his resources?

The answer is: LOST OUNCES.
LOST OUNCES and lost fractions of ounces sap the vitality of a business with secret, merciless persistence. Lost ounces rob the many hardware dealers of the advantages they should enjoy as contrasted with their fellow-merchants who carry, say, stocks of perishable foodstuffs.

Profits lie in the last ounces at the bottom of the nail keg; in the last yards in the coil of wire.

The Dayton Hardware Scale insures this profit to the last ounce and to the last penny.

Why not, as a Hardware Dealer, provide yourself, at insignificant cost, with such PROFIT INSURANCE?



EXCLUSIVE

We'll be glad to explain to you any of the Dayton's numerous exclusive features. The counting scoop, which counts bolts, nuts, screws, and other small articles is a marvel of accuracy. See also the wire rack, which enables you to weigh coils of wire, rope, hose, etc., with ease and speed.

IF IT'S A DAYTON IT'S RIGHT

INTERNATIONAL BUSINESS MACHINES CO., LIMITED

For your convenience we have Service and Sales Offices in Vancouver, Winnipeg, Walkerville, London, Hamilton, Toronto, Ottawa, Montreal, Quebec, Halifax, St. John's, Nfld.

Also manufacturers of International Time Recorders and International Electric Tabulators and Sorters.

Published Every Saturday Since 1888

Hardware and Metal

Vol. XXXIII. No. 21 THE MACLEAN PUBLISHING COMPANY, LIMITED PUBLICATION OFFICE: TORONTO, CANADA MAY 21, 1921

CUSTOMER SATISFACTION
is assured
when you sell him-
BROWN AND SHARPE
MACHINISTS'
TOOLS
-his good will
is your
biggest asset.
B·S





Jumbo Window Sign

25 inches wide by 33 inches deep

This distinctive 4-color display will attract attention to any window in which it may be placed, and will certainly arouse the interest of motorists when they are thinking of giving their cars a clean-up. Stickers are attached to this poster, so that you will have no trouble putting it up.

For car-polishing too!

Do not overlook the fact that this great furniture polish gives unusually satisfactory results on automobiles. You can greatly increase your O-Cedar turn-over by suggesting to your customers that they try it on their cars.

CHANNELL LIMITED, TORONTO

O-Cedar Polish

In Bottles 30c and 60c

In Tins $1.50 to $3.50



SAMSON ROOFING

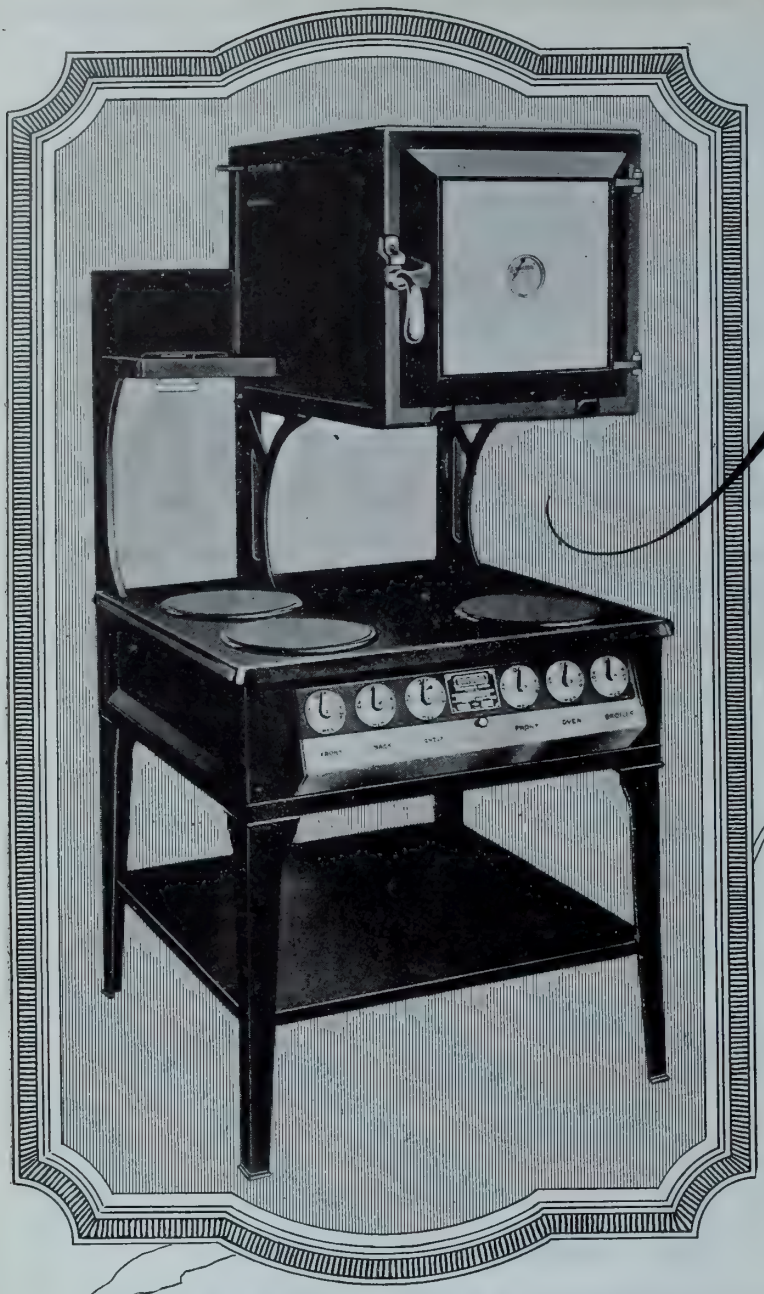
An extra weight roofing, fully guaranteed to give satisfaction.

H. S. HOWLAND, SONS & CO.
LIMITED
TORONTO





If interested tear out this page and place with letters to be answered.



New!

UNIVERSAL ELECTRIC RANGE

MUCH is expected where much has been given. High quality has been built into UNIVERSAL products for so long a time that it has become a habit for all time. The buying public always expects much from UNIVERSAL goods. It is our business to see that realization exceeds expectation.

THE fact that the UNIVERSAL Electric Range is a new offering implies that it possesses the traditional excellence which characterizes all UNIVERSAL products.

MANY ranges have many good features. It has remained for the UNIVERSAL to combine the best of all in ***one*** —not by process of imitation but by original and ingenious designing coupled with advanced methods of manufacture.

THE UNIVERSAL Range needs nothing to make it better. Everything that can be done has been done to give it that allness of excellence which safeguards UNIVERSAL reputation while promoting the dealer's best interests. The UNIVERSAL Range is ready for business—Are you?

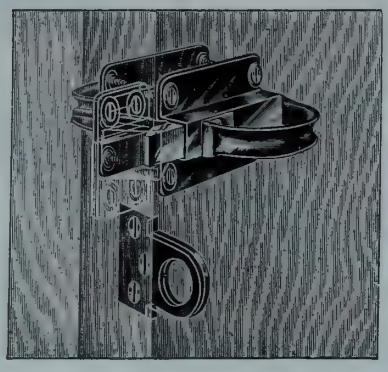
Know Its Worth And How It Works

YOU should know all there is to be known about the UNIVERSAL Range—how it is made, what it contains, what it does. All these things will prove of benefit now and later. Write for bulletin which pictures and describes the UNIVERSAL Range in detail.



LANDERS, FRARY & CLARK
NEW BRITAIN - CT.

If interested tear out this page and place with letters to be answered.



No. 1240

Two Latches With Selling Points That Make Sales

No. 1240 Barn Door Latch

A durable, common-sense latch with japanned frame and handles, tinned bolt and a sherardized spring of piano wire that cannot rust. A dependable latch that operates effectively and gives smooth, reliable action that wins friends and permanent, lasting trade for the dealer who sells it. Packed one-quarter dozen in a carton, including padlock eyes. Weight, 175 lbs. per case.

The "Challenge" Latch

This desirable latch possesses more points of quality and value—selling points—than any other thumb latch on the market. It is made entirely of wrought steel and it is absolutely impossible for the thumb piece to work loose or get out of place.

Packed one-half dozen in a box. 12 dozen in a case. Weight, 190 lbs. per case.

Canada Steel Goods Co., Limited

Hamilton - - Canada



The Challenge

If interested tear out this page and place with letters to be answered.

Profitable Service

OF ALL the nerve-racking, energy-sapping duties that fall to the lot of the average housewife, washing easily ranks first. Place a Miss Simplicity in a home, therefore, and you perform a service that will be appreciated by every single member in that home.

Miss Simplicity is a positive delight to sell because of the happy appeal it makes—an appeal upon which you can capitalize and make Miss Simplicity one of the fastest and easiest sellers you could ever wish to handle.

Miss Simplicity has everything in its favor. Expert and careful workmanship; high quality materials; perfect in every mechanical detail; simple yet efficient in operation, and priced, quality considered, at a very low figure.

Every home wired for electricity is an outlet for a Miss Simplicity. There are hundreds of prospects in your immediate neighborhood. Write now for our dealer offer. You will be agreeably surprised at the margin of profit on every sale.



We are prepared to supply our dealers with attractive advertising material to help along Miss Simplicity sales. Full particulars of this and of our liberal guarantee will be sent with our offer.

"Takes Out The Drudgery With The Dirt"



W. A. KRIBS COMPANY, LIMITED
Hespeler, Ont.

Western Distributors:
Great West Electric Company, Limited
Winnipeg, Man.

Quebec Distributors:
Northern Electric Company, Limited
Montreal, P.Q.

If interested tear out this page and place with letters to be answered.

SPARK PLUGS

FOR STEADY FIRING



An Article Well Displayed Is Half Sold

Attractively packed merchandise fulfills the three functions of a good selling display—attracting attention, arousing interest and stimulating desire.

The exceptionally attractive package which Goliath Spark Plugs are now packed in furnishes you with material for endless displays. Feature Goliath Plugs in your windows.

The space occupied by your windows is the most valuable part of your store. Make it pay your rent—by displaying attractive and seasonable merchandise.

The margin of Profit, on Goliath Plugs, will appeal to you.

Canadian General Electric Co., Limited

Head Office - - Toronto

Branch Offices: Montreal, Quebec, Sherbrooke, Halifax, Sydney, St. John, Ottawa, Hamilton, London, Windsor, Cobalt, South Porcupine, Winnipeg, Calgary, Edmonton, Nelson, Vancouver and Victoria.

If interested tear out this page and place with letters to be answered.



"Pure Manila" does not always mean "Good Rope"

There are many grades of Manila fiber, some are good, all are pure Manila.

To produce good rope, the fiber must be carefully chosen and prepared for the work it must perform.

Plymouth Rope is pure Manila. More than that, it is GOOD ROPE.

It is the Rope you can Trust.

Plymouth Cordage Company
North Plymouth, Mass. Welland, Can.

Independent Cordage Co., Limited
Toronto, Canada *Canadian Sales Agents*

PLYMOUTH ROPE

5-39

If interested tear out this page and place with letters to be answered.

Its Value Has Multiplied



Always found on the best motor driven appliances.

The Washing-Machine Motor

Appreciation of Westinghouse reliability has multiplied with the increased consideration now given to motor-driven washers.

The careless buyer has been changed to the thoughtful buyer, who rightly demands the worth of his money in years of faithful appliance service.

Many leading dealers choose washing machines driven by Westinghouse Motors because they know the motor arms them with the strongest selling argument they can have—Reliable Service for years to come, that is the kind of sales guarantee that sells things to-day.

Canadian Westinghouse Company, Limited, Hamilton, Ontario

TORONTO—Bank of Hamilton Bldg.
HALIFAX—105 Hollis St.
CALGARY—Canada Life Bldg.
MONTREAL—285 Beaver Hall Hill.
FORT WILLIAM—Cuthbertson Block.
VANCOUVER—Bank of Ottawa Bldg.
OTTAWA—Ahearn & Soper, Ltd.
WINNIPEG—158 Portage Ave. E.
EDMONTON—211 McLeod Bldg.

REPAIR SHOPS:

MONTREAL—10 St. Sophie Lane.
TORONTO—366 Adelaide St. W.
WINNIPEG—158 Portage Ave. E.
CALGARY—316 Third Ave. E
VANCOUVER—1090 Mainland St.

Westinghouse

If interested tear out this page and place with letters to be answered.

Hitting the Bullseye Since 1864

Stevens

TRADE MARK
—STEVENS—
REG. U. S. PAT. OFF. & FGN.

Stevens—and a Buyer's Market

"You'll have to sell this year. It's a Buyer's Market." Every dealer is saying that now.

If this is true, you will stock your store pretty carefully. You'll want to "play it safe."

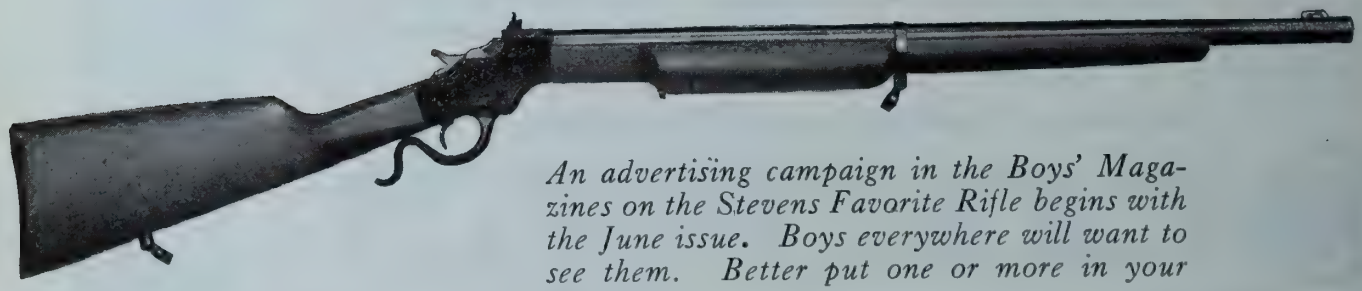
So will your customers. They are buying just as carefully.

The STEVENS line with a 57 years' tradition of giving value received, has always sold easily wherever there is a market for firearms.

That's why STEVENS will appeal to you this year more than ever, and it will appeal to your customers, too.

It's always well to bear in mind that "Stevens sell a little easier"—particularly in a Buyer's Market.

J. STEVENS ARMS COMPANY
CHICOPEE FALLS, MASS.
Executive and Export Offices: 50 Church St., New York City
Owned and Operated by Savage Arms Corporation, New York



An advertising campaign in the Boys' Magazines on the Stevens Favorite Rifle begins with the June issue. Boys everywhere will want to see them. Better put one or more in your window.

Rifles - Shotguns - Pistols

If interested tear out this page and place with letters to be answered.

TACKS



TACKS FOR EVERYBODY

AUTO TRIMMERS
CARRIAGE TRIMMERS
BASKET MANUFACTURERS

HEADS
that will not break off

HAMILTON

THE STEEL COMPANY OF CANADA LIMITED

CARPET LAYERS
SHOE MANUFACTURERS
UPHOLSTERERS

POINTS
that meet the demand

MONTREAL

If interested tear out this page and place with letters to be answered.

DU PONT THE STANDARD SHOTGUN POWDER

We Are Telling Shooters to Order From This Table of Standard Loads

Keep It Handy

WE are urging every shooter we can reach through the sportsmen's magazines, or in person, to go to his dealer and *order his shells direct from this list of Standard Loads.*

These loads meet the requirements of any hunter of small game in any section of the country—and the trapshooter as well. We know from our long experience that they will give the most satisfactory results. Use this table when ordering. Stock these loads heavily. Cut out "special" loads for which there is little demand, speed up your turnover and increase your profits.

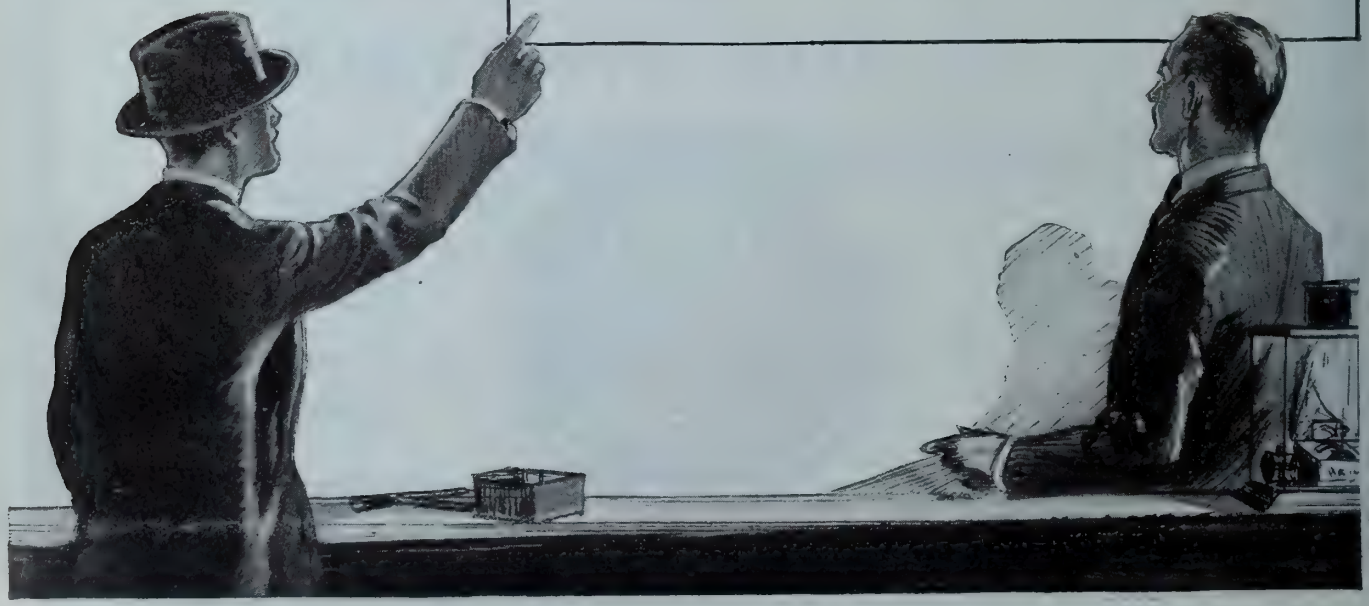
Most Shooters Use Du Pont Shotgun Powders

STOCK THEM IN THESE STANDARD LOADS

DU PONT

Standard Twelve Gauge Loads

	DUPONT SMOKELESS Drams	DUPONT BLACK Drams	OUNCES Shot
Large Ducks	3, 3¼ or 3½	3½	1⅛ or 1¼
Small and Medium Ducks	3, 3¼ or 3½	3½	1⅛ or 1¼
Grouse, Partridge, Prairie Chicken	3 or 3¼	3¼	1⅛
Pheasants	3	3¼	1⅛
Geese	3½	3½	1⅛
Wild Turkey	3½	3½	1⅛
Squirrel, Rabbits	3	3¼	1⅛
Doves, Pigeons	3 or 3¼	3¼	1⅛
Quail	3 or 3¼	3¼	1 or 1⅛
Snipe, Woodcock	2¾ or 3	3	1 or 1⅛
Shore Birds	2¾ or 3	3	1 or 1⅛
Sora Rail	2¾ or 3	3	1 or 1⅛
Trap Loads	3 or 3⅛		1⅛ or 1¼



Facts that Every Dealer Should Know about Du Pont

It is a fact that tests on hundreds of thousands of shells loaded with all makes of powder show an average of 6% better pattern for "Du Pont" Powder.

Other reasons why "Du Pont" has the largest sale of any powder made:

—it gives the highest velocity.

* * *

—it develops the lowest initial pressure, which means less strain on the gun.

* * *

—it is the cleanest burning powder made.

* * *

—it is waterproof, dependable, and absolutely uniform year in and year out.

* * *

A shell is only as good as the powder it contains.

E. I. du Pont de Nemours & Co., Inc.
Sales Dept.:
Rifle and Shotgun Powders Division
WILMINGTON, DEL.

CANADA
FOUNDRIES & FORGINGS
LIMITED

BUILT UP TO A STANDARD
NOT DOWN TO A PRICE

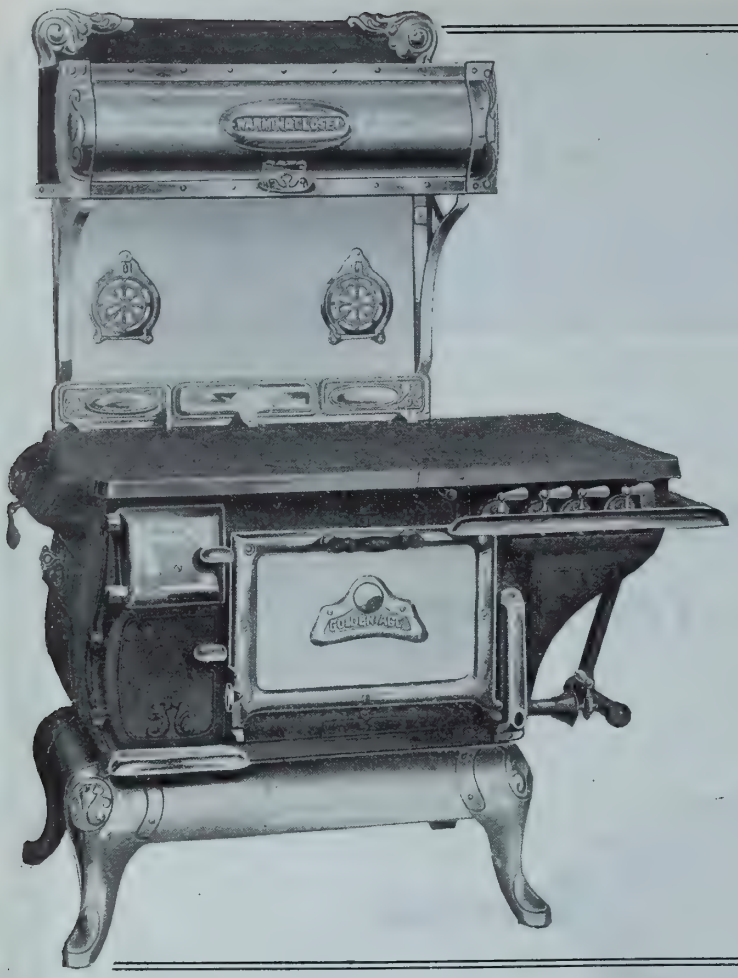


SMART'S CAST IRON SPIDERS
FURNISHED IN HIGH POLISH OR NICKEL-PLATED

Sizes 7 to 10

JAMES SMART PLANT
BROCKVILLE, CANADA

If interested tear out this page and place with letters to be answered.



The Happy Thought Foundry Co., Ltd.

offer the

GOLDEN AGE

Combination Gas and Coal Range

with its new features and dress,—as a superior type of Range burning three fuels for all the year round service.

It has a true combination pattern, needs no change of parts, is simply adjusted, and can burn gas and coal at one and the same time.

It occupies limited space, is attractively decorated and is equipped with standard gas parts and useful High Closet.

It will strongly appeal to buyers because it is built right, is constructed by the "Happy Thought" Makers and sells at a reasonable figure.

Communicate with the

HAPPY THOUGHT FOUNDRY CO.,
LIMITED

Brantford, Canada

for complete details of selling plan



"SHOOTWELL"

Flexible Steel Wire Barrel Scourer

A high-grade brush unlike any others on the market. It is the only brush that is really effective in cleaning a badly neglected barrel and will not harm the newest. It can be worked either way in the barrel.

This is one of the attractive lines of "Shooters' " Goods to be had from the Fraser Company, Montreal. Let us tell you more about our "Safetipaste" Telescopes, Never Nickel Motty Paste, Dead Black Barrel Gauges, Sling Straps, Recoil Pads, Swivel and Ball Bearing Celluloid Covered Cleaning Rods.

These lines are proven salesmakers with a name that is both a guarantee and a business puller.

Birmingham Small Arms Company, Ltd., England

FRASER COMPANY

No. 10 Hospital Street **Montreal, Canada**

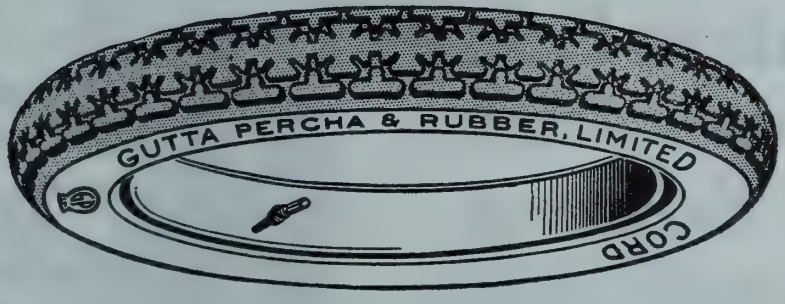
Production Equipment Co., Union Square, New York
In Stock at Montreal

If interested tear out this page and place with letters to be answered.

What Tires Are You Selling?

The kind you need not apologize for; the kind that seldom requires "adjustments"; the kind that brings people back for more--are--

GUTTA PERCHA TIRES



"Go as Far as You Like on 'Gutta Percha' Tires"

Gutta Percha & Rubber Limited

Head Offices and Factory, Toronto

Branches in all Leading Canadian Cities.

If interested tear out this page and place with letters to be answered.

Your Store as a Connecting Link

Do you realize what our consumer advertising campaign means to you? Has it occurred to you that right in your own territory our strong and aggressive advertising is destined to increase the popularity of

"Souvenir" Stoves and Ranges
***and* "New Idea" Furnaces**

and to create a steadily growing demand for these superior Canadian products.

Why not take advantage of this campaign?

Profitable trade will come to your door if you make your store a connecting link and co-operate with us. Start in to-day—the sooner the better. The wide-awake dealers are the ones who will cash in on the big demand for our well-known line.

New Stove Catalogue just off the press, which we will gladly mail upon request.

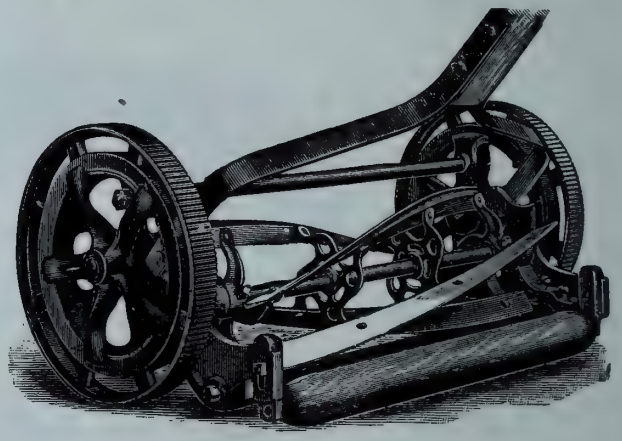


Write us at once for particulars of our attractive proposition to dealers.

THE HAMILTON STOVE & HEATER CO., LIMITED
SUCCESSORS TO
GURNEY, TILDEN & CO., LIMITED, HAMILTON, ONT.
VANCOUVER. WINNIPEG. MONTREAL.

"SEVENTY-FIVE YEARS OF SUCCESSFUL MANUFACTURING"

A Double-Edge Mower---with Many Selling Features



The Hardwareman will find Eureka Mowers easy selling. The Majestic herewith illustrated has proved its ability to make sales and satisfied customers time after time. One point of special interest is the double-edge cutting bar which eliminates "missed spots" and assures a true, even cut at every stroke.

The Majestic

Open driving wheels, 10 inches in diameter, with raised rim. Four-blade cutting reel, 6 inches in diameter. Best quality crucible steel blades and brass bearings. All adjusting screws are in plain sight. Machine screw adjustment of cutter bar. Made in three sizes: 14, 16, 18-inch cut.

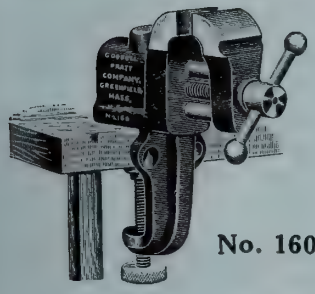
This is only one of the Eureka line.

Write for complete catalogue.

The Eureka Planter Co.
Limited
Woodstock, Ontario

If interested tear out this page and place with letters to be answered.

GOODELL-PRATT
1500 GOOD TOOLS



No. 160

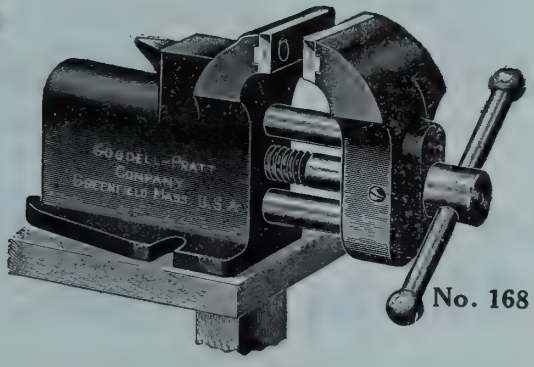
BENCH VISES

Strong—Rigid—Dependable
5 Sizes of Good Vises



No. 161

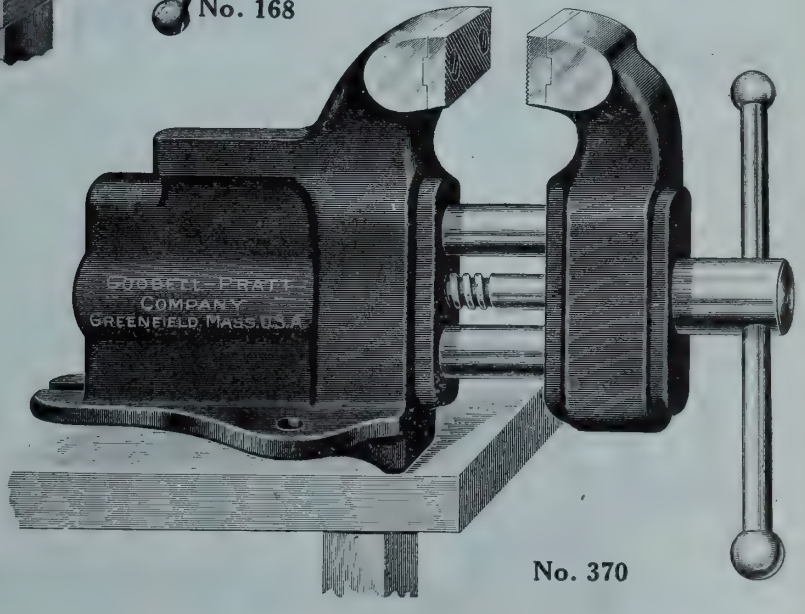
Goodell-Pratt Bench Vises are a new departure in vise construction, are built on correct mechanical principles and will net the dealer a reasonable profit and assure his customer a satisfactory tool that will last practically a lifetime.



No. 168

Five sizes to select from, with jaws 1 inch to 3½ inches wide to open 1½ to 4⅛ inches.

TOOLS of high quality will give more lasting satisfaction and repeat business than the cheaper kind. Dealers who sell Goodell - Pratt Tools find that one tool sells another.



No. 370

GOODELL-PRATT COMPANY *Toolsmiths* **Greenfield, Mass., U.S.A.**

If interested tear out this page and place with letters to be answered.



E. Sundberg, Temiskamingue Ski Club, Winning Amateur Ski Jumping Chompionship of Canada

Norwegian Skis

By ordering now for fall delivery, you are sure of the goods when you want them, with no delays at the critical moment. Furthermore, you enable us to market these skis at the lowest possible price. These are genuine Norwegian Skis.

Manufactured by the World-Famous
L. H. Hagan Co., Limited, Christiania, Norway

Complete stocks are carried at Montreal. The prices are f.o.b. Montreal. Because of bulk shipments these prices are the lowest obtainable. Send your order now for Fall Delivery.

Send For Dealer Offer and Our Discounts

Sole Canadian Agents

FRASER COMPANY
10 Hospital St., - Montreal, Que.

Ash and Hickory Skis
Special Racing Skis
Special Jumping Skis
Pine Skis

Huitfeldt Harness
New Hagan Harness
Poles with Rattan Discs
Poles with Fibre Discs



Stove Pipe Folder



Foot Squaring Shear

Lower Production Cost Means Greater Profit

With Brown-Boggs Sheet Metal-working Tools installed your shop has the advantages of lowered costs and greater production.

This increased efficiency enables you to handle a large volume of business in the same length of time. You benefit by being able to accept more contracts with confidence of your ability to handle them quickly, satisfactorily and profitably.

Brown-Boggs Sheet Metal-working Tools mean better business for you all around.

Ask for catalogue.

The Brown-Boggs Company, Limited

HAMILTON ONTARIO

MANUFACTURERS OF

Tinsmiths' and Heavy Sheet Metal Working Machinery, Canning and Evaporating Machinery

If interested tear out this page and place with letters to be answered.

Three Special Reasons Why You Should Order Your FREEZERS Now



(1) We can ship more promptly now than when the big demand is on.

(2) Transportation is better now.

(3) Hot weather is sure to come. So will the rush for Freezers, all along the line, from user to dealer,—to jobber,—to us. But we cannot supply every demand promptly the last minute. Be wise in time, get your stock now while the getting is good. Be ready to supply your customers the moment they are in a humor to buy. If you hesitate now you may lose later. We venture to guess that your stock is low, so there is every good business reason why you should prepare in time. Place your order with your jobber now—you cannot lose.





North Bros. Mfg. Co.

PHILADELPHIA - PA.



Williams' Superior Drop-Forged Hammers

Your customers, naturally, want *good* tools—tools built for service. You want to supply *good* tools, for one good tool sells another and repeat orders are the most profitable. Williams' Superior Hammers are good, dependable tools to handle, because:—

Their Heads, drop-forged from a special grade of tough steel, carefully hardened and tempered, neither crack, chip nor splinter.

They are fastened most securely and solidly to the handles—can't work loose—can't fly off.

Their Handles are made of the best grade of clear, straight-grained hickory, flared at the grip to prevent hand-slip.

The weight and length of each tool are properly proportioned to give perfect balance, and, hence, increased striking power.

All sizes and patterns. Catalog on request.

J. H. WILLIAMS & CO.
LIMITED

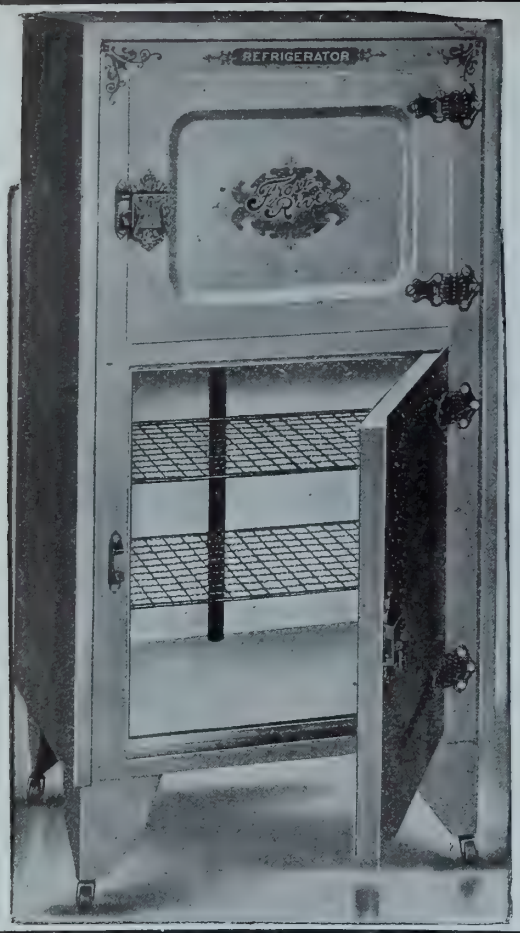
"The Drop-Forging People"

Formerly Canadian Division of
The Whitman & Barnes Mfg. Co.

30 Thorold Road **St. Catharines, Ont.**



If interested tear out this page and place with letters to be answered.



THE "FROST RIVER" REFRIGERATOR

This pattern, which is known all over Canada as "the housewives' ideal," is a line which readily sells itself. It is easily cleaned, absolutely sanitary and a great economizer of ice. It is made entirely of galvanized steel sheets, finished outside with beautiful French grey enamel and also enamelled inside pure white. Fitted with removable tinned wire shelves which will not rust.

A thoroughly reliable line carrying the Davidson guarantee of quality. Write to-day for particulars and prices. Ask for booklet No. 2.

The Thos Davidson Mfg. Co Limited

DAVIDSON'S PREMIER MADE IN CANADA SEAL OF DURABILITY

Head Office: Montreal

Branches: Toronto and Winnipeg

Steel Foundry Division:
Lachine Canal, Turcot

DAVIDSON

Thor *75 Automatic Electric Ironer*



THE 100% IRONER

Here is a new home Ironer which is so far advanced that all comparison is removed. It has the features for which dealers have been wishing to boost their Ironer business. This Ironer is rapidly becoming as popular with the housewife as the Thor Washer.

Here are the features which offer material for the most convincing sales talk ever given on a home appliance:

Automatic control
No hand or foot levers
Two-speed roll
Self-aligning shoe
Large swivel casters
Collar and cuff attachment
Four-position shoe
Direct drive—no belts
Light weight
Easy to install

HURLEY MACHINE COMPANY, LIMITED
TORONTO

If interested tear out this page and place with letters to be answered.



Always a Clean Cut

The interchangeable jaws of the Acme Nipper make it possible for this tool always to give a clean cut.

The jaws are made of the best steel and are dovetailed into the head, but can be changed in a moment. A set screw in the handle adjusts the jaw opening.

Send for List of Prices, Sizes and Weights

Wiebusch & Hilger, Ltd.

106-110 Lafayette Street, New York

Canadian Sales Agent:

James Gerard Kerr, 411 St. Nicholas Bldg., Montreal

ACME NIPPER

16-T

A VALVE for EVERY SERVICE

Sell Him a Valve With The Jenkins Diamond Mark



Fig. 141

You can sell your customer a Jenkins Valve with every confidence that, no matter how trying the service, it will furnish satisfactory performance year in and year out.

Jenkins Valves are made to serve. All the experience acquired since the first Jenkins was manufactured, back in 1864, is built into every "Diamond Marked" Valve. The quality of the metal, the even way in which the weight is distributed, the exacting service test to which every valve is subjected before leaving the factory—these are some of the factors that have made the Jenkins Diamond the symbol of valve satisfaction.

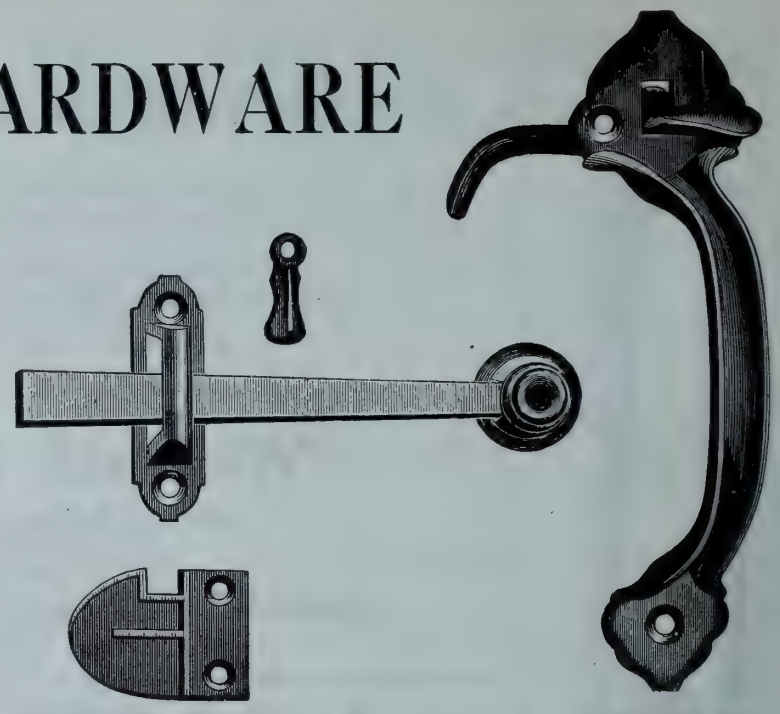
There's a valve for every customer's requirements in the Jenkins line. Catalog No. 8 describes the entire assortment. Write for free copy.

Jenkins Bros.
LIMITED
Head Office and Works: 103 St. Remi St. Montreal Can.
European Branch
TORONTO 6 Great Queen St. Kingsway, London, W.C.2 Eng. VANCOUVER
Agencies in all the principal countries of the world

If interested tear out this page and place with letters to be answered.

BUILDERS' HARDWARE

Dealers will find a ready sale from now on for Builders' Hardware. There is also a good trade awaiting the hardware store that features Barn Door Latches, Door Hangers, Track and Stay Rollers, etc. Our catalogue features these lines prominently.



Taylor-Forbes
Company, Limited

Head Office and Works

Guelph, Canada

Montreal Branch: 246 Craig St. W. Toronto Branch: 1088 King St. W.
Vancouver Branch: 1070 Homer St.

Maritime Provinces Agents: H. C. Rogers, Limited
147 Prince William St., St. John, N.B.

Western Agents: Harry F. Moulden & Son,
Confederation Life Bldg., Winnipeg, Man.

DE LAVAL CREAM SEPARATORS AND DE LAVAL MILKERS

and also other De Laval Dairy Equipment are known wherever cows are kept. A good selling proposition is offered to HARDWARE MERCHANTS in unoccupied territory.

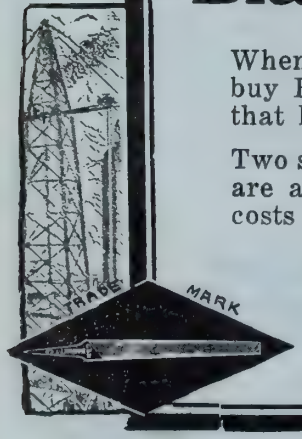
Backed by

DE LAVAL SERVICE *and* *DE LAVAL ADVERTISING*

THE DE LAVAL COMPANY, LIMITED
PETERBORO

MONTREAL WINNIPEG EDMONTON VANCOUVER

Black Diamond for Cutting



When you buy a file, you buy cutting service. For extra cutting value, buy Black Diamonds. Made since 1863 to a standard of file quality that has won highest honors at expositions and at the bench.

Two simple steps will lead to better filing except where Black Diamonds are already used. Our catalog is free for the asking. A shop trial costs nothing and will show convincing results.



Established 1863

Black Diamond File Works

G.& H. Barnett Company 1078 Frankford Ave. Philadelphia, Pa.
Owned and Operated by Nicholson File Co.

If interested tear out this page and place with letters to be answered.

"Business was demoralized—I jumped in all the harder"

"In 1894," says Mr. L. S. Starrett, founder and active president of the L. S. Starrett Company, "business was demoralized, manufacturers discouraged and laborers thrown out of employment. I believed that the ebb in business would be followed by a flood tide. Therefore, instead of being discouraged, I 'jumped in all the harder,' and built an addition to my plant."



To-day, as in 1894, the Starrett program is for "jumping in all the harder."

Every hardware dealer to-day—for his own interest and the national good—should join in the Starrett policy of faith and courage—and "jump in all the harder" to hasten and heighten the tide of business in its returning flood.

Send for Catalog No. 22 MA.

The L. S. Starrett Co.

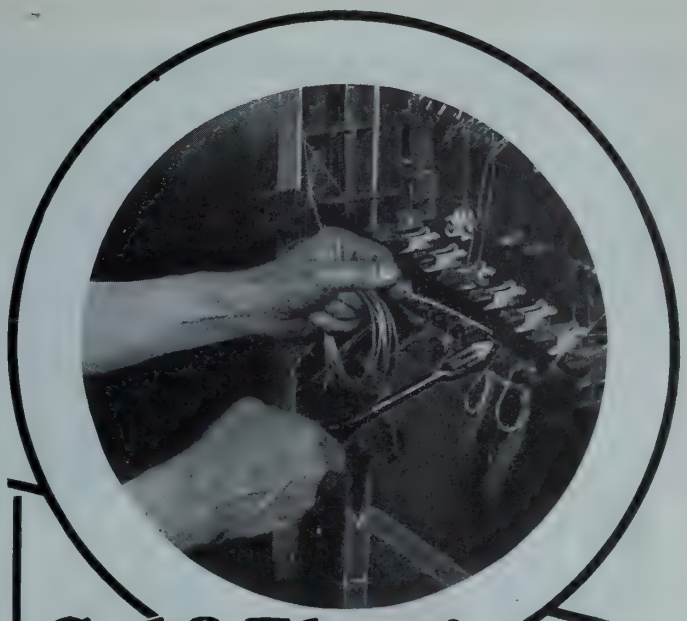
The World's Greatest Toolmakers
Manufacturers of Hack Saws Unexcelled

Athol, Mass.



Sell Starrett Tools

42-170



Self-Fluxing Solder

Quicker, Better and Handier for Electrical Jobs

WHEN you get delicate electrical parts ready to solder, you want to apply the solder quickly with the least possible disturbance. That is just what you can do with Self-Fluxing Solder.

There's no possibility of the job getting out of control while you apply the flux--no danger of not applying enough or too much when you use

Kester Rosin-Core Wire Solder

This solder consists of a hollow core divided into tiny cells which hold just enough flux to insure a perfect bond when the solder surrounding them is melted off.

Self-Fluxing Means Fast Selling

Self-Fluxing Solder, by eliminating the trouble and loss of time attending the use of a separate flux, is building a big demand that no dealer can afford to overlook. It is made with acid-core for general work and with rosin-core for delicate electrical work. Sold in one-pound coils in cartons, and on one, five and ten-pound spools.

Send the coupon below for sample and prices. Investigate this easy-to-use, easy-to-stock, easy-to-sell solder.

Chicago Solder Company

4225 Wrightwood Ave., Chicago, U.S.A.

SEND COUPON FOR SAMPLE

CHICAGO SOLDER CO., H&M 5-21-21
4225 Wrightwood Ave.,
Chicago, U.S.A.

Gentlemen: Please send me a FREE SAMPLE of Kester Rosin-Core Wire Solder.

Name ..... Title .....

Company .....

Address .....

City ..... Province .....

If interested tear out this page and place with letters to be answered.

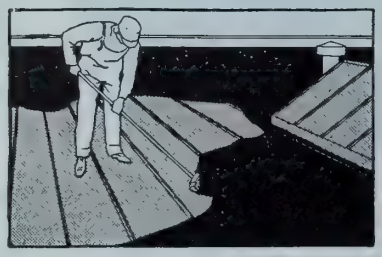
Garland Guaranteed Products
(Made in Canada)



PROTEX ON FELT

PROTEX

A Protex roof is a continuous, one piece, plastic layer without a lap joint, seam or nail in it. Protex is a Plastic Asbestos Compound applied with a trowel and is guaranteed for ten years. Protex specifications do not require the tearing off of the old roof — instead we use it as a foundation.



SUPERCOTE ON TIN

SUPERCOTE

Supercote is a Semi-liquid Asbestos Roof Coating particularly made for protecting, preserving and waterproofing irregular, uneven surfaces such as Gravel and Corrugated Iron Roofs, but it can be used just as well, with the same satisfactory results on all other roofs such as Paper, Composition and Metal.

Also ask for circulars on Roof Paints, Industrial Paints, Concrete Floor Hardeners, Hot Surface Paints, etc.

Distributed by

D. J. LADD & COMPANY
WINNIPEG, CANADA

"Hercules" Sash Cord

The reputation of this brand has been thoroughly established in the Canadian market for the last eighteen years. It compares in quality with the best imported brands, but is sold at a considerably lower price and can be safely recommended for any job.

All wholesale hardware dealers carry "Hercules" Sash Cord and can fill orders promptly.

Manufactured in Canada

MADE IN CANADA

Blacksmiths'
Boiler Makers'
Machinists'
AND
Pipe Fitters'
Tools

Write for Catalogue

A. B. Jardine & Co.
LIMITED
HESPELER, ONT.



More Profitable Lines for the Hardware Dealer

Our products earn maximum profits for the dealer. A trial order will convince you of their great sales-producing qualities.

We manufacture—

Iron, Copper and Brass Rivets
Small Washers and Burrs
Wire Nails
Countersunk Clout Nails
Escutcheon Pins (Brass and Steel)
Tubular and Bifurcated Rivets
Copper and Steel Boat and Canoe Nails, Etc.

The Parmenter & Bulloch Co., Ltd.
GANANOQUE, ONTARIO

John R. Anderson, 36 Dizier St., Montreal. E. Fielding & Son, 9 Front St. East, Toronto. David Philip, 138 Portage Ave. East, Winnipeg. W. O. Webster, 1220 Hamilton St., Vancouver.

If interested tear out this page and place with letters to be answered.



Why Waste Time With Dull Files?

It is good business to throw a dull file away and buy a new one. Dull files mean wasted energy and poor results.

Use only sharp files, and you will get more work done in less time.

The following brands do not get dull quickly, they give maximum service:

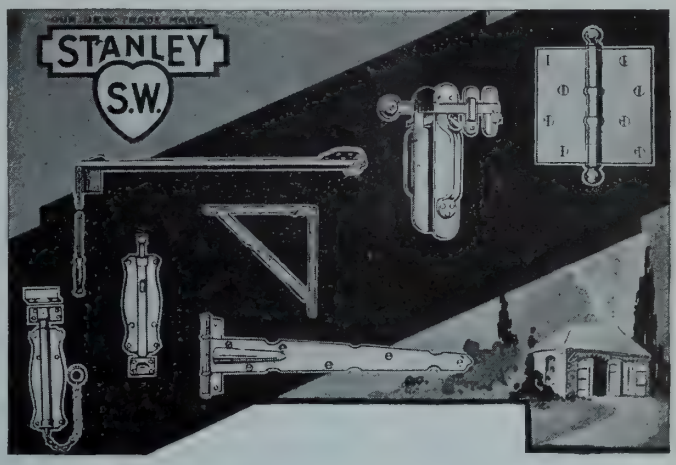
KEARNEY & FOOT
GREAT WESTERN
AMERICAN
ARCADE
GLOBE

FILES AND RASPS

Made in Canada by

Nicholson File Company

Port Hope, Ontario



STANLEY
WROUGHT STEEL
HARDWARE

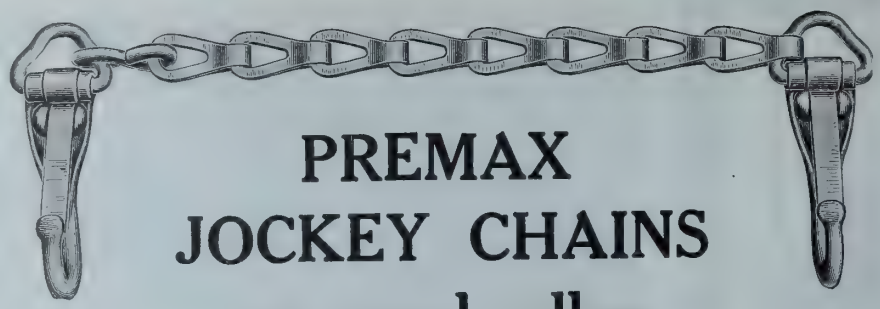
Keeps Buildings "Young"

Age first attacks the doors and windows of a building, these being subjected to the greatest wear and tear. Buildings equipped with Stanley Wrought Steel Hardware — Butts, Bolts, Hinges, Hasps, Door Holders, etc., remain "young" indefinitely.

Sell this idea to your customers. Show them the advantages of buying the best in the beginning and not having to worry about early repairs.

Catalog R53 sent on request





PREMAX JOCKEY CHAINS are good sellers

Is your stock of Jockey Chains and the other Premax Harness Specialties ready for the season's demand?

Write for Catalog.

Niagara Metal Stamping Corporation
Division M
Niagara Falls, N.Y.

RAZORS

Fully Guaranteed



Made in Sweden from the finest Swedish Steel. Every Razor sent out by the Swedish Steel Forging Co., bears the trade mark "SSA." It carries a guarantee that the quality and workmanship stand for all that is best and select in the highest class Razors.

Write for Prices to-day

Canadian Agent:
F. W. Lamplough & Co.
46 Alexander St., Montreal

Manufacturer
Swedish Steel Forging Co.
SWEDEN

Why You Should Sell

TRADE MARK
Ventiplex
PADS

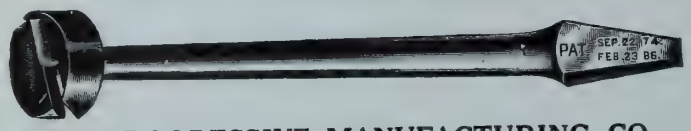
Because they can be absolutely depended upon to fully protect horses' shoulders from the effects of ill-fitting collars.

Because they are well made from a compound of Indian Rubber fibre, soft wool and hair, and equalize the strain of heavy pulling.

Because the demand for these collar pads is increasing and every sale you make means a satisfied customer and a liberal profit for yourself.

Ventiplex Pads are quick sellers—it pays to push them.

The Burlington Windsor Blanket Co., Ltd.
Toronto Ontario



THE PROGRESSIVE MANUFACTURING CO.
Torrington, Conn., U.S.A.

FORSTNER BITS

bore their way right through tough, hard, knotty, cross-grained wood and leave a smooth hole and clean surface. That's performance. THEY DIFFER FROM ALL OTHER BITS, BEING GUIDED BY THE RIM INSTEAD OF THE CENTRE. That's scientific construction. They bore any arc of a circle and can be guided in any direction. That's adaptability. Made for Brace-made Machines. Packed singly; packed in sets That's convenience. And they sell to Wood Workers, Carpenters, Cabinet Makers and others. That's why you should sell them. Order through your jobber to-day.

FISHING TACKLE MEANS

ALLCOCK, LAIGHT AND WESTWOOD CO., LIMITED
70 King Street W. - - - Toronto, Ontario

If interested tear out this page and place with letters to be answered.

Battery Repairs
for the Trade

Every Hardware Dealer can become the Battery Repair agent for his town and district. You only need to send Batteries for inspection and repair to us and we will give you an estimate and expert service. Prepay all express charges. We have a complete charging and repair station. We are Distributors for the Hart Battery.

Samuel Trees & Co., Limited, 42 Wellington St. E., Toronto
Batteries, Tires and Auto Accessories

Reliable Vulcanizing is something most desirable. We have experienced workmen and an up-to-date plant. We will give estimates on work, before we do it, if desired. Prepay all express charges. Our terms permit the dealer to make a good profit.

VULCANIZING
for the Trade

We are general distributors to the trade for

Partridge Tires and Tubes

TRADE MARK J.M.T. REGISTERED A GUARANTEE OF QUALITY

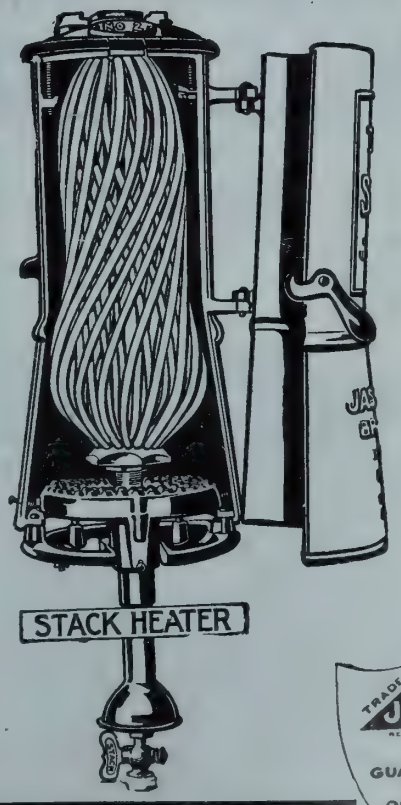
True Economy
Stack Heater

The Stack Gas Water Heater will heat water in one minute.

The almost perpendicular copper pipes in the Stack Heater offer no hindrance to the natural tendency of water to rise when heated.

Take notice of the small size and large number of coils; this means quick heat. The numerous small pipes will naturally heat water quicker than one big pipe because of the greater heating surface offered.

More hot water with smaller consumption of gas—that's true economy.



Send for a Stack Heater Display Card

The James Morrison Brass Mfg. Co. Limited
93-97 Adelaide Street West, Toronto, Ontario

TRADE MARK J.M.T. REGISTERED A GUARANTEE OF QUALITY

If interested tear out this page and place with letters to be answered.

CURTIS AIR COMPRESSOR and TANK OUTFITS

Note these Special Features of this Garage Equipment:

1—Controlled-splash, self-oiling system. No excess oil in cylinder, no external leakage or waste of oil, no oil gets into the tires. Enclosed crankcase keeps out dust.

2—Uses about one-tenth of the oil used by any competing machine; saving in oil alone soon pays price of machine.

3—High and low level oil-filling gauge, so you can tell at a glance the amount of oil in the crankcase.

4—Fan flywheel cools cylinder; increases capacity.

5—Inspectable valves, light weight, large area.

6—Valves cannot drop into cylinder and wreck machine.

7—Hand unloader permits starting compressor against full tank pressure without burning out motor, blowing fuses or burning or jumping of belt.

8—Drop forged crankshaft. Adjustable, renewable, non-cutting die-cast bearings.

9—Head removable without breaking or bending any pipe connection or pipe fittings; only one gasket.



Welded Steel Pressure Tanks

For Air, Gas and Liquid

We make these tanks of best quality copper, steel welded throughout and thoroughly tested under Air Pressure to 300 lbs. before leaving our factory.

Write for price list and further particulars. Send names of prospective customers to whom we may mail literature.

We also make baths, steel factory equipment, gasoline tanks, truck tanks, etc.

The Steel Trough & Machine Co.,
Limited
Tweed, Ontario, Canada

WHY EXPERIMENT ?

WE DID IT FOR YOU YEARS AGO



IMPERIAL GENUINE



For Heavy Engines and Extraordinary Hard Work

HARRIS HEAVY PRESSURE

THE COPPER COATED CAKE

For Donkey Engines, Saw Carriages, Small Motors, Transmission Line Shafting and all steady heavy pressure duty.



Matchless

Suitable For Slow-Moving Bearings

Write For Prices

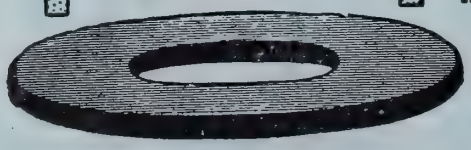
THE CANADA METAL CO., LIMITED

TORONTO HAMILTON MONTREAL
WINNIPEG VANCOUVER

Wrought and Steel Plate WASHERS OF ALL DESCRIPTIONS

ROUND AND SQUARE

PLAIN OR GALVANIZED



Annealed Rivet Burrs; Felloe Plates; Sheared and Punched Plates; Malleable Washers and Cast Iron Washers.

PROMPT SHIPMENTS

We Guarantee Quality and Service.

Wrought Washer Mfg. Co.
Milwaukee, Wis.



"The Plug with the Hotter Spark"

The ball point of the "M & S" plug creates a larger and hotter spark, causing more complete combustion. This hot spark will give your car new life and more power.

The three-in-one terminal is adapted to any style ignition wiring. The high grade chemically glazed porcelains are interchangeable — one porcelain fits all plugs.

Dealers—The "M & S" plug is standard equipment on the Overland "4". Ask your jobber for them.

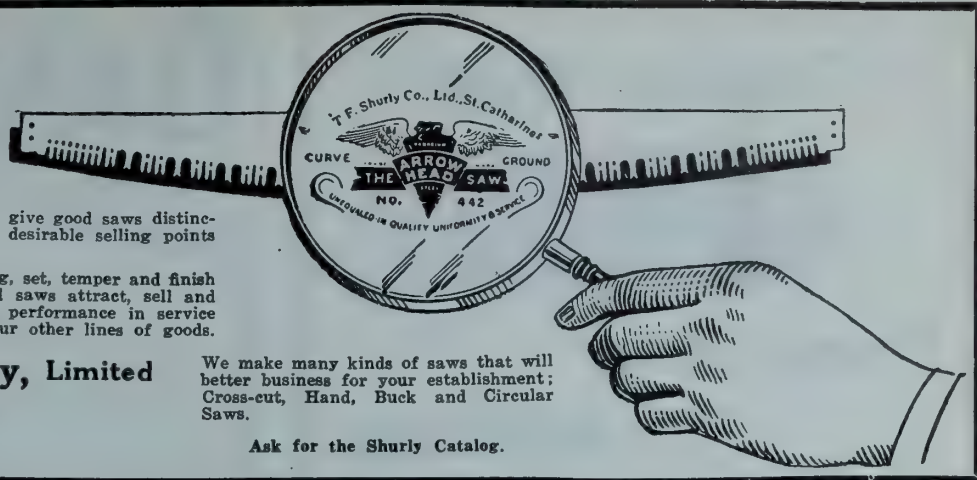
Russell Gear & Machine Co.
Limited
1209 King Street West, Toronto
MADE IN CANADA 31

If interested tear out this page and place with letters to be ***answered.***

Arrowhead Saws

Vanadium Steel

How you sell saws depends partly on your salesmanship. You can sell a poor saw but once; to sell saws successfully and build yourself a permanent business you must sell good saws. To give good saws distinction and individuality they must have the desirable selling points of superior saws.



Arrowhead saws have those points; the hang, set, temper and finish are right, and they sell right. Arrowhead saws attract, sell and satisfy your customers. Their satisfactory performance in service creates confidence in your store, and in your other lines of goods.

T. F. Shurly Company, Limited
St. Catharines
Ontario

We make many kinds of saws that will better business for your establishment; Cross-cut, Hand, Buck and Circular Saws.

Ask for the Shurly Catalog.

Buried in Burning Coal For 18 Hours!

A recent report from one of our largest Chartered Banks says:

> **"During fire, Safe fell from upper floor into cellar, into 15 tons of burning coal, and remained there 18 hours. Everything came out intact."**

Duration of fire, intensity of heat or distance of fall need not be considered, when you have your valuables in a Taylor Safe.

Write us for quotations on our Fire-Proof Safes and our Steel Cabinets for filing.



J. & J. Taylor
Limited
TORONTO SAFE WORKS
Toronto, Ontario
BRANCHES:
Montreal Winnipeg
Vancouver



Pastime Water Motor Washer

This Kaitting machine is the most durable washer on the market.

This illustration shows the "Kaitting" Pastime Machine, which is of the rub-board type and much larger than the Dolly machine. It will wash the finest fabric without injury, and will wash anything from a handkerchief to a pair of double-blankets. The frame is made of angle steel, and is the highest class machine on the market.

Write to-day for detailed information. It will pay to sell Kaitting Washers.

Manufactured by

Geo. C. Kaitting & Son
Galt, Ontario

PINK'S LUMBERING TOOLS

The Standard Tools in every province of the Dominion, New Zealand, Australia, etc.

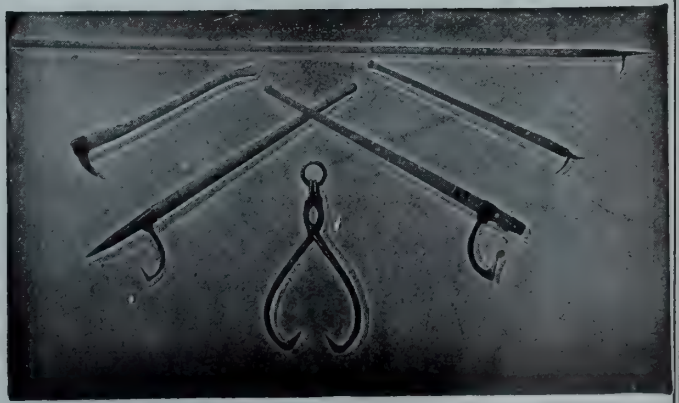
We manufacture all kinds of lumber tools. Light and Durable.

LONG DISTANCE PHONE No. 87.

Send for Catalogue and Price List.

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

THOS. PINK COMPANY, LIMITED
Manufacturers of Lumber Tools
Pembroke Ontario



If interested tear out this page and place with letters to be answered.

Demon Grip



Pump Rod Couplings

The new "Demon Grip" Welded Steel Pump Rod Coupling has many superior features, features that assure the consumer faithful service, and the dealer easily closed sales.

Made of Steel—same as the rod.
Hot Forged—perfect hex.
Welded—makes solid job.
Strongest—over three times as strong as a malleable.
Packing—twenty-five in a box to go on your shelf.
Novel—the above advantages make a novelty of a very staple article. The DEMON GRIP cannot help attracting attention.

Manufactured by

Edward E. Johnson, Inc.
2304 Long Ave., St. Paul, Minn.

BALE TIES

NAILS WIRE

Laidlaw

Time-Tested Efficiency

Laidlaw Bale-Ties are made from Bessemer Steel. Our Ties have been thoroughly tested in general use throughout the Dominion and most of the foreign countries of the world. Practical use has convinced buyers of Laidlaw efficiency. This has made Laidlaw Bale-Ties the

Dominion and World-Wide Choice

Strong, reliable and of practical design, Laidlaw Bale-Ties make good and prevent broken bales and consequent commercial loss. Laidlaw Bale-Ties are made in "Single-Loop" and "Cross-Head" styles of fastening.

The Laidlaw-Bale Tie Company
Limited
Hamilton Canada

Agencies:
A. T. Diggins, Stair Bldg., Toronto
H. E. O. Bull, 184 Mance St., Montreal
M. Bryan, 24 Aldgate, London, Eng.
Norman Jessiman, 505 Hastings St. West, Vancouver, B. C.

Walter Woods & Co.

Wrapping Papers and Twines

Hamilton and Winnipeg

Tuck's Genuine Packings

Asbestos and Others for High Pressure, Steam, Hydraulic and Other Purposes

Trial Orders Solicited—Our Packings Do the Rest

Insist Upon Having the TRADE 

Packing Bearing Our MARK

TUCK & COMPANY, LIMITED
LONDON LIVERPOOL CARDIFF, ETC.

Canadian Representative
Wm. J. Brown, 117 Youville Square, Montreal
Stocks Carried in All Sizes TEL. No. MAIN 2387

UNIMECO

MADE IN CANADA

WROUGHT WASHERS

Prompt Shipments

of this wide and useful range of wrought washers of every variety —in round and square, plain or galvanized.

Annealed Rivet Burrs of the same high degree of excellence can also be supplied.

"Unimeco" are the better kind with an unusual finish. They are profitable to handle. Write today for prices and information. It will pay you.

THE UNION IRON & METAL CO.
LIMITED
1951 DUNDAS ST. W.
TORONTO CANADA

If interested tear out this page and place with letters to be answered.

TRADE MARK

Roofing and Building Papers That Continually Boost Your Store

Building Papers, Tarred Felt, Sheathings and Tar Products, and Wrapping Paper of all kinds that give service in use, reflecting credit on the dealer and inspiring confidence in all the lines he sells—that's the McArthur line.

Drop us a line for an interesting little booklet on Roofing Materials. It will tell you of each one of our lines—reasons why they sell, and serve the consumer so that you hold his future trade.

We cannot tell of all the lines here, but, for instance, "Black Diamond" Tarred Felt is pure wool tarred roofing felt, from selected woollen rags saturated with pure coal tar, producing the most durable roofing felt possible to make.

Ask for Literature

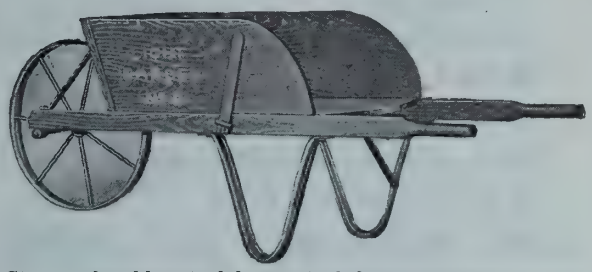
Alex. McArthur & Co., Ltd.

Established 1879

82 McGill Street Montreal, Canada

Garden Barrows Ready to Ship

No. 9



Strong, durable, steel legs—steel front corners. Weight 50 lbs., but stronger than many weighing half as much again.

No. 10



Boys' lightweight (30 lbs.). Not a toy, but a durable working Garden Barrow.

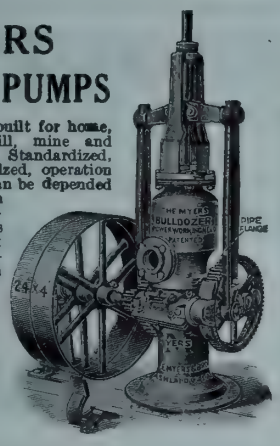
Write for prices.

MAXWELLS LIMITED, St. Marys, Ont.

MYERS POWER PUMPS

Are designed and built for home, farm, factory, mill, mine and similar services. Standardized, simplified, modernized, operation and power, they can be depended upon for uniform and lasting service. Many styles and sizes meet capacity requirements. Operation any power.

Get our catalog and prices.



F.E. Myers & Bro.
ASHLAND
OHIO

NOVA SCOTIA STEEL & COAL CO., Limited

NEW GLASGOW, N.S.

Manufacturers of

FERRONA PIG IRON

and SIEMENS-MARTIN

OPEN HEARTH STEEL

Ask The Man Who Uses

our goods, why he always prefers

London Bar Iron

and he will tell you that
it is built with

QUALITY RIGHT THROUGH

FOR QUALITY

is the chief aim of each department through which it goes

Ask for it by name from the wholesaler

London Rolling Mills Co.

LIMITED

LONDON, CANADA

OUR COLORED GRADES
1B, 1A, 7, 1, 5

OUR WHITE GRADES
Jap, XC, X, XX, XXX

We can supply you with cotton waste at prices lower than any others for equal quality. Better write us your needs to-day.

ACME WASTE MFG. CO., LIMITED
492 Wellington St. W., Toronto

HOYT METALS

PROOF!

Hoyt Metals are used by every shop and factory that prides itself on maximum production. That the sales of Hoyt Metals amount to $10,000,000 annually is convincing proof of the satisfaction in using or selling these efficient metals. Always cool running. Anti-friction quality and unequalled endurance are superior features of these popular metals.

HOYT METAL COMPANY
MONTREAL TORONTO WINNIPEG



No. 208 Torch
List Price Each $17.00
Ask for Discount.

The No. 208 Double Blunt Needle Torch

is the most efficient Torch on the American market to-day. The Blunt Needles cannot injure the burner, doing away with most of the trouble and annoyance of enlarged orifices. The upper needle cleans. The lower needle regulates. This Torch uses either Kerosene or Gasoline and, with less fuel consumption, produces more heat than other makes. Jobbers supply at factory price.

Ask for our catalog.

Clayton & Lambert Mfg. Co.
10615 Knodell Ave., Detroit, Mich., U.S.A.

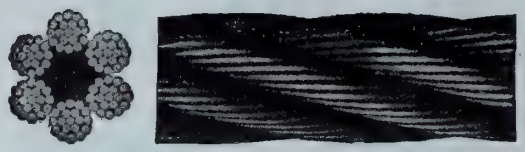
Fittings Limited



Manufacturers of Malleable and Cast Iron Pipe Fittings

Oshawa

WIRE ROPE AND FITTINGS



OF ALL CONSTRUCTIONS

The demand is steady. Are you getting your share of this business? We co-operate with you.

Have you a copy of our Catalogue?

We also manufacture Wire Cloth, Iron Stairways, Fire Place Screens, Window Guards

CANADA WIRE & IRON GOODS CO.
HAMILTON

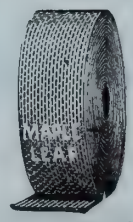
JOSEPH RODGERS & SONS LIMITED
SHEFFIELD, ENG.

Avoid imitations of our
CUTLERY
By seeing that this exact mark is on each blade.

REGISTERED TRADE MARK
GRANTED 1682.

SOLE AGENTS FOR, CANADA
James Hutton & Company
MONTREAL

Maple Leaf Stitched Cotton Belting Longer Life



Maple Leaf Stitched Cotton Duck Belting, has proved itself, and satisfied critical mechanical men in hard machine-shop use where belting is severely tested. Its construction of stitched cotton duck wins out.

For the dealer it means new customers, profits and repeat orders.

Write to-day.

The Dominion Belting Co., Limited
Hamilton, Canada

The British office of HARDWARE AND METAL is located at the office of the MacLean Publishing Co. of Great Britain, Limited, 88 Fleet Street, London, E.C., E. J. Dodd, director.

If interested tear out this page and place with letters to be answered.



MAPLE LEAF SAWS

SAWS THAT SELL

Our No. 66 Cross Cut Saw has made ready sales wherever displayed. Its keen cutting edge and superior finish make it popular with the users of cross cut saws.

Maple Leaf Saws are stiff tempered. They hold their set and keen cutting edge longer than other saws.

Shurly-Dietrich Co.
LIMITED
GALT - CANADA

Maple Leaf Saws are manufactured by an all-Canadian firm and Canadian workmen.

An Axe is as Strong as its Handle

STILL'S

—will give you a stronger working tool, for **STILL'S HANDLES** are made from the best of Canadian Woods.

The sale of

STILL'S HANDLES

far exceeds all other makes.

There's a reason.

Axe, Pick, Sledge and Hammer Handles, Cant Hook and Peavie Handles.

It pays to sell **STILL'S.**

J. H. Still Mfg. Company
ST. THOMAS -:- ONTARIO



Service Counts!

Eavetrough, Conductor Pipe and Elbows, Ridge Roll, Valleys, Corrugated Iron, and a large stock of Galvanized and Black Sheets.

"We Ship While Others Are Thinking About It."

Wheeler & Bain
Toronto, Canada

WILKINSON & KOMPASS

TORONTO HAMILTON WINNIPEG

IRON AND STEEL
HEAVY HARDWARE
MILL SUPPLIES
AUTOMOBILE ACCESSORIES

WE SHIP PROMPTLY



OAKEY'S
"WELLINGTON" KNIFE POLISH

The original and only reliable preparation for Cleaning and Polishing Cutlery, etc.

John Oakey & Sons, Ltd.

Manufacturers of
Emery, Black Lead, Emery Glass and Flint Cloths and Papers, etc.
Wellington Mills, London, S.E.1, Eng.

Agents:
F. Manley, 147 Bannatyne Ave. East, Winnipeg
Sankey and Mason, 839 Beatty Street Vancouver

If interested tear out this page and place with letters to be answered.



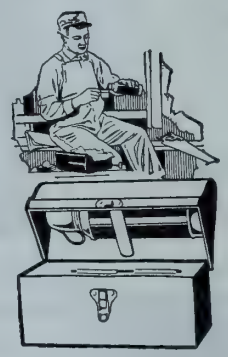
Every Dealer Should Make a Prominent Display of

THERMOS

during the month of May. The season for Motoring, Touring, Picnicking, Boating opens this month. Remind your customers that your store is a Thermos Depot and also that you can repair Thermos Bottles promptly. If you have not the Window Cards, etc., to make a prominent display, advise us, and we will send proper cards, etc. Mention Thermos in your local advertisements and get the benefit of our National Advertising at this season.

Assortment No. 1919, 12 pieces—bottles and kits. Fast selling assortment.

Retails $48.75
Cost to dealer .. 32.91
Profit 15.84



Assortment No. 1920, 25 pieces—bottles, kits and fillers. Splendid display, with Window Screen and fast sellers.

Retails $87.25
Cost to dealer .. 55.96
Profit 31.29

Special Assortments for good displays ready to ship by jobber or direct.

Prompt shipment everywhere in Canada—
"Thermos Saves"—A good buy now-a-days

THERMOS BOTTLE COMPANY, LIMITED
TORONTO, CANADA

If interested tear out this page and place with letters to be answered.

The Only Weekly Hardware Paper in Canada

Member Audit Bureau of Circulations *Member Associated Business Papers*

Hardware and Metal

CANADA'S NATIONAL HARDWARE WEEKLY

Vol. XXXVII. TORONTO, MAY 21, 1921 No. 21

"The Sales Tax May Be Abolished" 35
Little Effect on Hardware Prices 36
Unique Display Idea Pulls Business 37
Novel Advertising for Hardware Store 38
Active Trade in Hardware Specialties 39
Editorial Comment 40
News of Western Canada 41
Events in the Trade 42-43
"Housewife Will Have More Money for Hardware 44
Solve Problems of Incorporation—Twenty Years Ago—April Trade in Canada 45
Weekly Market Quotations—Montreal, Toronto, London, Winnipeg, Pittsburgh 47-55
Gradual Reductions in Hardware Prices 56
Helps for "Save the Surface Dept." 57
What Merchants Are Saying in Their Paint Ads. 58
"Clean Up, Paint Up" Sentiment Extends 59
Weekly Paint Markets 62-64

The MacLean Publishing Company, Limited

JOHN BAYNE MACLEAN, President. H. T. HUNTER, Vice-President.
H. V. TYRRELL, General Manager.

Publishers of Hardware and Metal, The Financial Post, MacLean's Magazine, Farmers' Magazine, Canadian Grocer, Dry Goods Review, Men's Wear Review, Printer and Publisher, Bookseller and Stationer, Canadian Machinery and Manufacturing News, Power House, Sanitary Engineer, Canadian Foundryman, Marine Engineering of Canada, Canadian Motor, Tractor and Implement Trade Journal, Druggists' Weekly.

Cable Address, Macpubco, Toronto; Atabek, London, Eng.

ESTABLISHED 1887.

HARDWARE AND METAL

GEO. D. DAVIS, Manager.

CHIEF OFFICES:

CANADA—Montreal, Southam Bldg., 128 Bleury St., Phone Plateau 946. Toronto, 143-153 University Ave., Telephone Adel. 5740; Winnipeg, 901 Confederation Life Bldg., Telephone A. 3773; Vancouver, 314 Carter-Cotton Building, 198 Hastings St. West.

GREAT BRITAIN—London, The MacLean Company of Great Britain, Limited, 88 Fleet Street, E.C., E. J. Dodd, Director, Telephone Central 12960. Cable Address: Atabek, London, England.

UNITED STATES—New York, A. R. Lowe, Room 1606, St. James Building 1133 Broadway (corner 26th St.), Telephone Watkins 5869; Boston, C. L. Morton, Room 734, Old South Building, Telephone Main 1024; Chicago, H. A. Maguire, 405-6 Transportation Bldg., 608 So. Dearborn St., Telephone Wabash 9430.

SUBSCRIPTION PRICE—Canada, $4 a year. Great Britain, South Africa and West Indies, 16s. 6d. a year; United States, $4.50 a year; other countries, $5 a year. Invariably in advance.

You Can Feel the Quality with Your Eyes Shut

You know—you just feel certain—that Quality exists in every New Canadian Beauty Electrical Appliance.

You can *feel* the Quality with your eyes shut. Open your eyes and you can *see* the Quality—in the sparkle of the highly polished nickel and in the trim, graceful lines.

The New

Canadian Beauty Electrical Appliances

For strength and construction nothing suits the New Canadian Beauty Line better than a shop test. Take one of our Toasters, for instance, and two or three of other makes. Go over them all point by point, and you will find that the New Canadian Beauty Appliance will score every time.

This counts nowadays. Women know enough about electrical appliances to distinguish Quality appliances from those of inferior grade. And they can *see* and *feel* the quality in the New Canadian Beauty line.

Your jobber can supply you—with promptness—or, if you prefer, order direct.

RENFREW ELECTRIC PRODUCTS CO. LIMITED

Head Office and Works: Renfrew, Ont.

BRANCH OFFICES:

29 Richmond St. West, TORONTO, ONT. 803 Lindsay Bldg., WINNIPEG, MAN.



If interested tear out this page and place with letters to be answered.

Canada's National Hardware Weekly

Hardware and Metal

Published Every Saturday Since 1888

Vol. XXXIII. TORONTO, MAY 21, 1921 No. 27

"The Sales Tax May be Absorbed"

Commissioner of Taxation Agrees That Sales Tax Need Not Be Shown Separately on Invoices as Formerly—Montreal and Toronto Wholesalers and Manufacturers Dissatisfied With This Ruling —U. S. Exchange is already a "Tax" so Why Tax It?

VARIOUS trade organizations are opposed to the new sales tax regulation which permits the manufacturer and wholesaler to absorb the new increased sales tax in costs and not show it separately on invoices.

Resulting from many inquiries being made to the secretary of the Montreal Board of Trade a telegram was forwarded to the Commissioner of Taxation, Ottawa, reading as follows: "Please advise if we are correct in asssuming that the omission from the budget resolution of the former provision that sales tax must be shown separately on invoices means that manufacturers and wholesalers may include this tax in overhead expenses."

To this Mr. Breadner, commissioner of taxation, replied: "Sales tax may be absorbed by manufacturers and wholesalers."

Fear Unfair Competition

On the ground that unfair competition may follow, and where competition is keen the wholesaler will have to absorb the wholesalers' tax instead of showing it separately and collecting from the retailer, many trade organizations object to the change.

Commenting on this, one wholesaler stated to Hardware and Metal that the omission of this provision from the budget would be particularly troublesome in the cases of many staple lines in the hardware trade. For example, on wire nails, where only a small margin of profit is provided for. If the wholesaler was to absorb the tax, money would be lost on every sale. Various other lines offer the same objection to absorption of this tax.

While this is reason for a just complaint, and dealers can see no reason why such a provision was omitted, it was pointed out that the remedy seems to lie in closer co-operation among manufacturers and wholesalers. Getting together to either take some definite stand in affixing the sales tax to each invoice, or having the resale lists altered to meet the situation is the action necessary. In so far as the hardware trade is concerned, this is a matter that will no doubt find a prominent place in discussions through the Canadian Wholesale Hardware Association in the very near future.

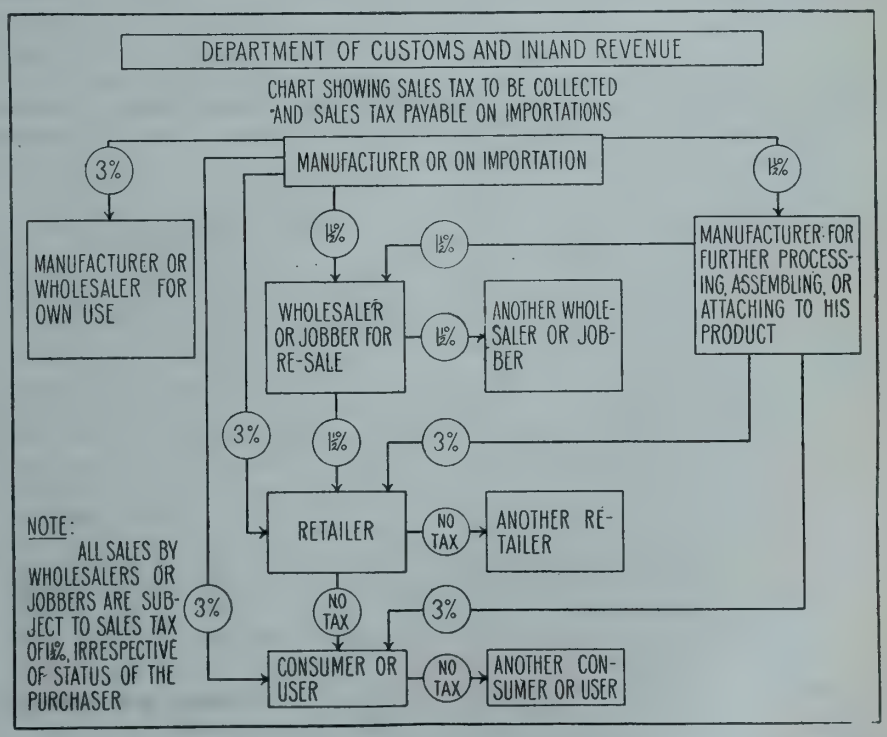
Some Lines May Show Loss if Tax Absorbed

"If the budget proposals had made provision for making it compulsory to add the sales tax separately on each invoice, the method of obtaining the increased revenue would have been wholly satisfactory to us," is the comment of Geo. C. Davis, manager, Frothingham & Workman. "As it now stands we are faced with a situation that sales of some leading lines will show a loss if we have to absorb the tax through keen competition."

Mr. Davis named a few of the lines that would be thus affected, chief among them being wire nails. The margin of profit on these, as in many other lines where the resale price is set, is small, and if keen competition entered in on these commodities there would have to be a remedy forthcoming.

Fear Retailer May Overlook Tax if Not Shown Plainly

Discussing the new tax and tariff legislation with Hardware and Metal, a Toronto wholesale hardware merchant emphasized the necessity of showing the sales tax separately on invoices in order to facilitate the work of the wholesaler in keeping track of the amount due the



Above is a revision of the chart which formerly appeared in Hardware and Metal showing the amount of sales tax to be collected and sales tax payable on importations, as it affects all branches of the hardware trade. This is a useful chart for reference purposes.

Government each month for taxes collected, and also to make the tax very apparent to the retailer and so eliminate any confusion on his part. The retailer will then collect the tax except in certain cases, as on fixed price goods and small quantity purchases where a fraction might result.

Unwise to Tax Exchange

This wholesaler gave it as his opinion that the surtax on goods imported from the United States, such tax being based on the exchange, is an unwise measure in that the exchange is already a tax. He thought that the extra 5 per cent. against United States goods imported into Canada under the new regulations would not materially affect the sale of imported goods in this country, pointing out that Canadian importers have been paying duty on the United States prices plus the luxury taxes which prevail on some lines of hardware on the other side of the line. Canadian importers do not pay the luxury tax but duty is charged on such lines on a value which includes the amount of the tax.

This merchant still favors the turnover tax as a better solution of the problem of raising needed funds, giving it as his opinion that such a tax would be simple and would raise more money than the sales tax. Due to the fact that the trade is now thoroughly acquainted with the latter method of taxation, it was his opinion that an extension of the principle is probably better than to make any radical changes in the method.

Little Effect on Hardware Prices

New Tax and Tariff Legislation Not Expected to Affect Domestic or Imported Hardware—May Be Difficulty Enforcing Dumping Clause—Little Effect on Glass, Wares or Imported Steel Products

"WE have heard very little complaint but naturally no one 'hollers before he is hurt' and it may be that someone will be pinched in the working out of this and you may be sure if such is the case there will be a loud wail go up," said A. T. Enlow, president Dominion Sheet Metal Corp., Hamilton, Ont., discussing the new tax and tariff legislation.

"It would appear to us that the proposition is worked out on a very fair basis as proposed in the new budget and the main difficulty from our viewpoint will be to enforce the dumping clause if it is made effective, due to the fact that it is difficult for the customs authorities to get proper information when the market is changing frequently but nevertheless the clause is to our mind a very good one, as well as the clause adding the United States exchange to the valuation for duty, because the exchange is a part of the cost.

"It is all well enough for those who never wander from their own fireside to view with complacency the conditions which have made the exchange rate so favorable to the United States brought about largely by purchases unnecessarily on our part, but their attitude might change if they went to the other side occasionally and attempted to pass Canadian money.

"It is a fact to-day that in Cleveland Canadian currency is not only unacceptable but it is a source of ridicule and the butt of jokes and will not be taken by the average business man at even 50 per cent. discount, while the larger merchants arbitrarily deduct 20 per cent. regardless of what may be the ruling rate of exchange at the time.

"I think that we should back up the Minister of Finance to the extreme limit and, however painful it might be to curtail foreign purchases at least for a few years, we would find that Canadian currency would be at a premium instead of a discount because there is no country so blessed with all the fundamental elements of prosperity as Canada."

Effect on Importer of Steel Products

The new legislation affects the importers in that they will now have to pay the increased tax on all imports, but according to Mr. Hutchinson, of Drummond, McCall & Co., Ltd., Montreal, importers of steel products, the increased cost of approximately 5 per cent. on American imports will add that protection to Canadian manufacturers but will have little effect on the cost to the consumer as the importer will absorb the extra tax or add it to the cost of the material and show the 1½ per cent. sales tax on each invoice.

What is looked upon with greater interest by the above firm is the introduction into the House of Commons of the bill determining the value of currency for duty purposes, and the provisions for making the anti-dumping law more effective.

Will Not Greatly Affect Prices

"We do not think that the new taxation, as outlined in the budget, will affect the prices on domestic or imported hardware to any great extent, and we are of the opinion that the Government has done very well in increasing the taxes to pay our national debts," said H. G. Wright, president E. T. Wright Co., Ltd., Hamilton, Ont., to Hardware and Metal.

"Taxes are always a very tough proposition, and are welcomed by nobody, but the fact remains that we have to raise an enormous amount of money to pay our debts.

"The writer would be glad to see the Government levy the turnover tax, then everyone would do their fair share, and I believe that the Government would raise a very great revenue from this source.

"There are thousands of small businesses that pay no tax to amount to anything, and the cry put up about the hardship of tax on food is all nonsense. There is no more hardship on food than there is on the 'Wrico' boiler.

"If the average family buys $10 worth of groceries, with a 2 per cent. turnover tax, they pay 20 cents. Then there are the barbers, shoe shine parlors and hundreds of other businesses like these. If they would all pay the 2 per cent. tax it would bring in an enormous amount of money and be the least felt of any tax that could be levied."

W. R. Hobbs, manager of the Consolidated Plate Glass Co., in discussing the new budget taxes, and the result of the change in value for duty on window glass, stated that owing to the exchange value of the Belgian franc making substantial gains in recent weeks, window glass is at present little affected, the franc having now reached well up to

(Continued on page 41)

NEW TAXES EFFECTIVE FROM MAY 10

Much confusion has been caused in some quarters by the publication in certain newspapers of the statement that the new taxation announced by the Budget is effective from May 12. The correct date of May 10 appeared in the report outlined by Hardware and Metal and the Collector of Customs and Inland Revenue, Toronto, confirms this date. This error in certain reports has caused some manufacturers a good deal of trouble in order to collect the extra tax. In some cases the individual firms may have to foot the bill because of someone's error, according to the statement made to Hardware and Metal by one manufacturer.

Unique Display Idea Pulls Business

H. Wolfhard & Co., Hardware Merchants, Kitchener, Ont., Arrange Series of Displays Showing Goods as They Appear in Actual Use in One Window and Display of Smaller Accessories for That Line in Other Window—Co-operate With Plumber in Showing Complete Bathroom Set



One of the series of window displays being arranged by H. Wolfhard & Co., Kitchener, Ont., showing various lines of hardware as they appear in actual use. The bathroom takes up one window, while other accessories are shown in the other window. This display soon brought a generous demand for bathroom small fixtures. The arrangement in the case of plumbing goods is worked in conjunction with a plumbing and heating firm in order to give the bathroom effect. Other displays in the series included the showing of a complete dining-room in the one window, with an arrangement of tableware in the other. A laundry display followed, with a laundry shown on the one hand and a display of smaller accessories on the other. Furniture in some cases is borrowed from other stores to make the setting complete. Others in the series included a kitchen display, and an interior painting display contrasting the effect of the use of paint.

EFFECTIVE window display, coupled with seasonable and well-planned demonstrations of various lines are the principal selling features to which the H. Wolfhard & Co., hardware, of Kitchener, Ont., attribute the even tenor of their trade. For several weeks the firm devoted considerable time to the planning of co-operative window display and according to the statement made to Hardware and Metal by W. K. Weber, manager of the store, the effort has been well rewarded with sales returns.

In the accompanying illustration will be seen a bathroom display which is one of a series of room displays the firm has found especially effective. Both of the large windows devoted to the display are designed to attract attention first to the general room effect and next to the particular needs of the room as can be supplied from various hardware lines. The room takes up one window, while the separate bathroom fixtures are displayed in the other. Mr. Weber declared, when questioned regarding the results, that the display had not been in the window a day when a generous demand for bathroom small fixtures began to be reported by the clerks.

Dining-Room Outfit Shown

Previous to the bathroom display which is at present occupying the space of both of Wolfhard's windows, a dining-room was shown in the east window, while the west window was devoted to an excellent arrangement of tableware, both cut glass and silver. The effect of this was identical with that of the bathroom display—an immediate demand for tableware of all kinds. Mr. Weber stated that he found the dining-room window an excellent medium for the display of casseroles, jardinieres and other such lines required in the appointment of a well-ordered dining-room.

A Laundry Display

The dining-room window was followed by a laundry display which was equally attractive, and which had equal results in creating demands for the smaller accessories as well as the larger items, such as washing machines and stationary tubs. In connection with the bathroom and laundry windows the G. Ruppel Company, plumbers and heaters, who are associated with the Wolfhard Company, in this department, co-operated in the display. They profited equally by the co-operation.

Borrow Furniture

Mr. Weber in relating the success obtained through the use of these special windows stated that in the kitchen and dining-room display, his firm was not the only firm to profit. He explained that several items of furniture were borrowed from local furniture dealers. There were actual cases in which these displays sold some of the articles of furniture loaned by the contributing stores.

Interior Painting Display

The next window which the firm planned was an interior painting display. This consisted of an interior scene showing a room in which the finished wall was contrasted with the unfinished. This display was a source of inspiration to customers, as it showed their interior

decorating problems from a new angle.

Minor Repair Requirements in Demand

Speaking of trade generally, Mr. Weber stated that Kitchener, as far as his store is concerned, is in an unusually fortunate situation from the viewpoint of trade. The population of the city has always had a reputation for thrift. This reputation has been well borne out in the present depression. While there are many home-owners idle at present owing to unemployment, they are by no means in a state of penury. This is evidenced by the unusually brisk trade that has been done by Wolfhard's in all lines that contribute to minor repairs in the house.

The home-owning element in Kitchener are said to have well kept bank balances and these have played an excellent part in sustaining trade. Mr. Weber thinks the hardware trade reflects this condition more than any other. Paints for interior work and even exterior work have had a large call during the period of depression which other lines have felt. This is taken as an evidence that the men out of work are spending their idle time beautifying their homes and making many small repairs around their houses, the supplies for which naturally bring them to the hardware store.

Novel Advertising For Hardware Store

J. & P. Davignon, Hardware Merchants, Montreal, Adopt Use of Miniature Wagon on Which Advertisements of Various Hardware Lines Appear

THE latest addition to the establishment of J. & P. Davignon, hardware, 1030 Ontario St. East, Montreal, is in the form of an advertising scheme comprising a team of carefully groomed ponies, with glittering harness, hauling a miniature covered wagon closely resembling a house and including "Tom Thumb," the miniature driver. This conveyance may be seen almost every day on the streets of Montreal, and while a great attraction for the kiddies, has also proved a unique method of letting the public know that this firm is carrying on a hardware business at the corner of Ontario and Dorion streets.

The small wagon is really a work of art, with its highly polished finish, but apart from this the advertising feature is brought out on sides, back and top. Both sides and back are of wall board and easily removed and replaced by another scene. The top, or roof, is also lettered, reading the household needs that are specialized by this hardware store.

Featuring Hardware Lines

For the initial trip of the conveyance, stoves are featured on one side (the combination gas and coal range), an electric washing machine on the other, while a vacuum cleaner adorns the rear. In each case a lady is shown operating. When looking at each display, especially from the curb, a very realistic appearance of the inside of a kitchen or laundry room is given, so carefully have the designs been painted. The different points of the article are brought to attention by an arrow pointing to the feature and naming it both in English and French.

"Our next panels to be inserted will advertise perhaps refrigerators, bicycles and oil stoves, or other lines that are seasonable," said Mr. Davignon.

Don't Allow Appearance to Become "Stale"

It is needless to mention the number of articles that can be featured. Suffice to say there are enough lines in the hardware store to keep this wagon busy every week in the year, not allowing the appearance on the streets to become "stale" to the public, at the same time making sure the articles are seasonable and saleable.

That results have been obtained, enough to warrant the expenditure, is the firm belief of Mr. Davignon, claiming that money spent on advertising and featuring certain store sections has brought their store to the standard it now holds.



Miniature wagon, driven by "Tom Thumb" and used by J. & P. Davignon, hardware merchants, of Montreal, as a novel advertising scheme. The panels in the sides and back of the wagon can be changed to feature various lines of hardware. The innovation is said to have not only interested the kiddies, but to have brought response from adults as well. Returns are said to have justified the outlay in assisting the other methods of advertising the store departments.

Yesterdays Are Passed

The problems of to-day require plans of to-day.

Re-adjusted minds must of necessity precede a reconstructed commerce.

We must stop depending on the past and begin to penetrate the present in order to anticipate and participate in the future.

Trying to solve present problems with past plans is about as effectual as attempting to compete with electricity with the tallow candle—it spells failure.

Many of our todays are failures because we are using yesterday's methods.

What are we all doing in the way of changing our methods.

It will not do to watch for business to come back. We must run after it, grab hold of it, turn it around and force it back—with better methods.

It seems to the writer that the trouble with this country is that a great many people are sitting around waiting for prosperity to start. They have not made the proper effort of changing stale methods, nor to secure new tools. As I see it, prosperity has not got any self-starter. You have got to do the starting.

F. E. MUTTON,
Vice-President International Business Machines Company, Ltd.

Active Trade in Hardware Specialties

Conditions in Building Trades in Some Parts of Country Look Promising—Export Trade in Hardware Is Good

COL. ARTHUR F. HATCH, general manager of the Canada Steel Goods Co., Ltd., Hamilton, Ont., stated this week that he and other officials had reason to be optimistic regarding the future, for the reason that the company with present prices 20 per cent. less than they were one year ago had done a volume of business during the year that was considerably greater than the year before.

Col. Hatch said that conditions in the building trades in Hamilton, Sarnia, Windsor and the province of Quebec looked particularly promising.

"It is the export trade, however," said Col. Hatch, "that is most gratifying at present. We have found this trade to be fairly good, and have experienced no difficulty in getting our money. We have found good markets for our wares in Cuba, Panama, India, New Zealand and Australia. South America does not appear to be quite normal yet, as the large ports, I understand, are congested with merchandise, which no one can buy because the banks refuse to lend any money."

While several other local plants are running on short time the Canada Steel Goods Co., Ltd., has kept its staff fully engaged. Its steel mill is operating day and night, and a large forging plant is likely to be erected at no distant date.

FACTORY CLOSING HELPS GARDEN TOOL TRADE.

Kingston.—The hardware dealers in Gananoque are looking for a record year in the sale of garden tools. The factories in the town are only working three and four days a week, and there is a campaign on to boom gardening, so the workmen will save the expense of buying vegetables and thus relieve their living expenses for the year.

Ottawa Merchants Stop "Donation" Nuisance

Donations in Various Forms a Serious Inconvenience and Financial Loss to Merchants—Agreements to Refuse Such Future Demands

CLAIMING that the importunities of those who are in the habit of conducting tombolas, euchres, concerts, etc., for charitable and other purposes seeking prizes and donations, is a serious inconvenience and financial loss to the merchants, the Ottawa branch of the Retail Merchants' Association of Canada has launched a campaign to put a stop to it. At a special meeting of the branch the following resolution was unanimously adopted:

"Whereas, the merchants and manufacturers of the city are beset from time to time with requests from the public for donations, tombola prizes, advertisements to church magazines, purchases of tickets, floor and window space in stores, be it resolved that petitions be circulated amongst the merchants and manufacturers asking them to pledge themselves to refuse such demands in future."

It was pointed out by some of the merchants that the indiscriminate canvassing of merchants and manufacturers for donations of different descriptions had reached such a pitch that it had become a nuisance, and something had to be done. As a result of the meeting it was decided to appoint twenty teams, comprised of members of the association, who will conduct an active canvass of the merchants and manufacturers of Ottawa for the purpose of having them sign agreements against giving donations in the future.

Are You Observing Half-Holiday or Early Closing?

AS IN past years HARDWARE AND METAL will assist travellers and merchants by providing detailed information concerning the observance of half-holidays or early closing in all towns and cities in Canada.

To make this list as complete as possible this information is desired from every retail hardware merchant. Please fill in attached coupon and forward to

Editor, Hardware and Metal
143 University Ave., Toronto, Ont.

Are the merchants of your town adopting a half-holiday this year? .....

If so, what day has been chosen? .....

During what months is this holiday in effect? .....

Have you early closing regulations? .....If so, at what time? .....

(Please give all details as to evenings and hours at which hardware stores close) .....

Are you observing Daylight Saving? .....If so, for what period? .....

(Sign)—Name of firm .....

Town or city and province .....

Hardware and Metal

Canada's National Hardware Weekly

Member Audit Bureau of Circulations Member Associated Business Papers

The Only Weekly Hardware Paper in Canada

PUBLISHED EVERY SATURDAY SINCE 1888 BY

The MacLean Publishing Company, Limited

Montreal TORONTO, CANADA Winnipeg

SATURDAY, MAY 21, 1921

IN THE FIRST comments by Hardware and Metal on the Budget the danger of not compelling manufacturers and wholesalers to show the amount of the sales tax separately on invoices rather than to include it in costs, was emphasized. Action has been taken by Boards of Trade and other bodies during the past week to have this point cleared up.

* * *

A NUMBER of Canadian retail merchants have, in recent weeks, been murdered in cold blood by hold-up men who have found it necessary to resort to extreme measures for their own protection. It is a sad fact that in the majority of cases the murderers have escaped the penalty of the law. This recent leniency may soon reach the stage where a bounty will be placed on the heads of our peace-loving merchants and others.

* * *

IT IS contended by some merchants that the firearms legislation, even with the amendments as recently outlined, will have considerable effect upon Canadian tourist traffic. Visitors from the U.S. who visit Canada's hunting grounds will be able to get a hunting license but may have much difficulty getting a license to carry a gun, as only British subjects are exempted under certain provisions. Tourist traffic from the U.S. means much to Canada each year and it is not to be discouraged.

* * *

THE ANNOUNCEMENT that Canadian goods will be exempted from the Key Industries Protection Bill introduced in the British Parliament and which proposes a protective tax of 33 1-3 per cent. has been received with gratification by Canadian manufacturers as the original proposal did not exempt Canadian imports. This duty is for five years and, among other things, applies to scientific glassware, porcelain and instruments, magnetos, tungsten and its by-products, colors, coloring matter and fine chemicals.

Should Show Tax Separately

THE first week of the new taxes brought forth little protest with the exception of the effort being made to have it compulsory to show the amount of the sales tax separately on invoices from the manufacturer to the wholesaler and from the wholesaler to the retailer. The mere fact that the new regulations made no mention of the necessity of showing this tax separately left a question in the minds of some as to whether the plan outlined in the Budget of last year would be continued. Apparently there are some who will take advantage of the situation by not showing this tax separately and therefore a definite ruling on the matter is desirable. In this connection Commissioner of Taxation Breadner has ruled that manufacturers and wholesalers may absorb the tax, which leaves it optional whether the sales tax is shown separately or not.

There will be much confusion unless one definite line of action is followed, for one wholesaler may include the tax in his costs and not charge it at all; another may absorb it in his charge to the retailer and revise his lists to include the tax, and still another may show it separately from the invoice cost of the goods. From the wholesalers' standpoint the separate showing of the tax should be an advantage in providing a definite record of the amount due the Government on this account. Representations are being made to have this ruling altered and it will facilitate matters for the hardware trade if this is adjusted along the lines suggested.

The Value in Dollars and Cents

RETENTION and economy are perhaps the keynotes of many trade situations at this season, and because of this, dull periods in various business conditions have been reported.

The paint industry as a whole is an outstanding example of where trade is not only enjoying a brisk season, but is practically an isolated case of where the volume of turnover is, according to some maufacturers, exceeding previous records.

This condition is attributable to the recognition of paint as a preservative, and to the general practice of economy in connection with the various methods of paint application and use. The present paint activity is more than the ordinary seasonable demand, and the countrywide movement to repair, instead of buying new; to patch up in preference to expanding; to retrench on present equipment rather than invest in more up-to-date appliances, is accountable for the popularity of the "paint up" idea.

Automobile colors are prominent as regards volume of sales this year, and the cause of this is not hard to find. Automobile finishes are selling better than ever before, because more cars are being rejuvenated in this manner. Car owners have found this easier and more economical, than trading in old cars on the purchase price of new. Business in second-hand autos has also increased, and it is naturally recognized that higher prices prevail when these cars have been made attractive-looking through the application of fresh colors.

Country trade in ready-mixed paints and paint products is the backbone of the present unusual demand, and this is noteworthy from an economical viewpoint. The situation is somewhat unique in consideration of the fact that the buying power of the farmer has recently declined, because of the reductions evident in the prices of dairy products. It would therefore seem as though some farmers have been quick to realize the economy of using paint generously.

In connection with reports of local Clean Up Paint Up campaigns, as reproduced from all parts of Canada in this issue, it will be noted that the increased value of property through being adequately protected with paint, is one of the chief arguments. This increase in value has been reduced to a dollars and cents basis in some cases and presents an important argument which every merchant can use to good advantage to further the sale of paint for preservative as well as beautifying effect.

News of Western Canada

Western Hardware Merchants Optimistic

Active Bicycle Trade Expected Throughout West, Says J. W. Gibson, General Manager Canada Cycle & Motor Co., Toronto—U. S. Money May Help Conditions in B.C.

J. W. GIBSON, general manager Canada Cycle & Motor Co., Toronto, has returned from a four weeks' trip through the West, in which he also visited Pacific coast points. In conversation with Hardware and Metal, Mr. Gibson stated that all through the West there was a feeling of optimism in business circles. This is stated to prevail in some sections, notably Saskatoon, where for the last three or four years the crop has been a failure and where already difficulties have been experienced this year due to high winds. In many instances the farmers are said to be still holding their wheat and thus tying up capital. Conditions in British Columbia were said to be not quite so good, due to the slackness in the province's chief industries. The lumber cut is said to be only 40 per cent. of normal, little is being done in the salmon fisheries, as there are sufficient supplies ahead to do for some time. The low price of copper has resulted in a curtailment of mining operations. British Columbia is expecting a considerable inflow of U. S. money for various purposes during this year and if this materializes it may help the situation somewhat.

Mr. Gibson stated that bicycle dealers are expecting a big resumption of business and efforts toward that end are now being made in all sections. Hardware merchants are active in the sale of bicycles in the West, particularly in the smaller cities and towns, and it is stated that while their orders are smaller than in past years, they are being received more frequently, a careful buying policy being followed.

Western Notes

Margaret, Man.—A. M. Campbell, hardware, has been succeeded by P. R. Campbell.

Bruederheim, Alta.—H. Strong is commencing hardware business.

Business Papers at Washington

Secretary of Commerce Hon. Herbert Hoover has arranged to meet with business paper editors at Washington at regular intervals for the purpose of discussing in what way these papers can best serve the interests of the nation.

Mr. Hoover recognizes that these papers have a real field and that they are performing a real service. It is the part of good politics for him to take advantage of their columns.

The plan of meeting with these editors gives the latter a new and vital interest in affairs at Washington and they are far more likely to give intelligent assistance to a government department that is ready to meet with them and give them the facts than with one that leaves them to dig for what they can find.

The fact that Hon. Herbert Hoover considers it worth while to confer with business paper editors shows the standing the business press has attained in the United States.

When the Secretary of Commerce at Washington links up with the 500 business papers of the States and through them gets to the millions of people that these papers reach in the business world, he has placed his department in line with a force that is going to be of real assistance to him.

Little Effect on Hardware

(Continued from page 36)

50 per cent. of normal value, when showing at 9½ cents. When the exchange rate was around 7 and 7¼ cents this would have a great effect, but the gain of over 30 per cent. has greatly strengthened this situation. Of course the glass importer is burdened with the 2½ per cent. importers' tax, but this also will have little result on the market at present considering the unsettled conditions that now exist.

The 1½ per cent. sales tax will be shown on each invoice, but at present the additional cost will have to be absorbed. Plate glass is now on the basis of the pound sterling but Mr. Hobbs is doubtful whether this will continue.

"We suppose the Government has adopted that form of tax which would be least objectionable to the public and yet produce the revenue required. All taxes of this kind are objectionable because an interference with trade, but the Government seems to have adopted that with least resistance," said John Fennell, hardware merchant, Kitchener, Ont.

"The public dislike the luxury tax. Many of us thought the turnover tax would have been the least objectionable but it has strong opposition from the manufacturers. We think the wiser course has been adopted."

Hardware retailers in discussing the new tax legislation with Hardware and Metal generally express satisfaction with the new taxation, and believe it to be a very fair method of collecting the needed extra revenue, realizing also that their business will be little interfered with. In discussing whether the sales tax should be shown separately on invoices it is quite obvious that the majority are for the separate item and are not looking for the unfair competition to be brought to their hands through dealers having the option of either placing or omitting the tax. They believe that if the tax is not shown separately it will be included in some form and no benefit will be derived by the merchants themselves.

There are some, however, who are of the opinion that a better form of taxation would have been to tax only the importer or manufacturer, but as one person stated, "We are fortunate to have only an increase in present taxes levied upon us, and the abolishing of the luxury tax alone is reason enough for us to consider the budget wholly satisfactory."

Increase in Cost of U.S. Goods in Canada

"During past years with the exchange adverse to Canada, it has been our custom as well as of many other American manufacturers enjoying a large Canadian trade to absorb the exchange," said F. J. Macdonell, manager Victor Saw Works, Hamilton, Ont., to Hardware and Metal.

"Under the new taxation the consumer pays, of course. The Government have seen fit to collect this difference in exchange through taxation, and as we see it, it is going to mean an increased cost of goods such as our own line which are not and cannot be manufactured in Canada at a profit at the present time."

Events in the Trade

Business Changes

St. Johns, Que.—Marchessault & Frere, hardware, have dissolved partnership.

The hardware firm of Ryan & Co. at Amherstburg, Ont., has been dissolved. Mr. Ryan is going into business as a sanitary and heating engineer.

H. Ferguson, of Harrietsville, Ont., has purchased the business of A. F. Freeborn at Denfield and has commenced stock-taking.

R. A. Cowan, of Courtright, has sold his hardware business to Garrie Hoskin, of Strathroy.

NEW FIRMS

Birchcliff, Ont.—Rush Bros. have commenced hardware business.

Toronto.—E. D. Linstead has commenced hardware business at 1920 Danforth Ave.

Gordon Frame, of Forest, Ont., has purchased the tinsmithing business of Garrie B. Hoskin, at Strathroy. Mr. Hoskin leaves this week for Courtright where he is starting in the hardware business.

FIRE LOSS

E. H. Graham, general merchant at Cromarty, Ont., sustained a serious loss in the destruction of his store and dwelling by fire. It is understood that he will rebuild.

Obituary

Robert L. Bridgman, New England, representative of the L. S. Starrett Co., Athol, Mass., is dead.

J. H. Hickman, general merchant, of Dorchester, N.B. and president of the J. Hickman Co., Port Elgin, N. B., died at his home in Dorchester.

T. S. Jardine, general merchant, died at Palmyra, Ont. Prior to locating in Palmyra he was in business at Wallacetown, Ont.

J. W. Spaulding, of Frothingham & Workman, Ltd., Montreal, died at his home this week. Mr. Spaulding has been connected with the above firm for the past forty years, and will be greatly missed.

Personal

Roy M. Wolvin, president British Empire Steel Corporation, has returned to England to keep in touch with British interests in connection with plans of the steel corporation.

Among the recent visitors to Moncton were: Thomas F. Kelley, Hamilton, N.B. Dominion sales manager for the Hoover Suction Sweeper Co., of Canton, Ohio, and C. H. Whitelock, Maritime representative. They were calling on their local agents, Sumner Co., Ltd.

E. A. Adams, advertising manager for the Fairbanks-Morse Co., has resigned from that position after some years of service. He is now Canadian representative for the Lovejoy Shock Absorber Co. Mr. MacGruder is the successor to Mr. Adams at the advertising department of the Canadian Fairbanks-Morse Co., at the Montreal office.

Capt. C. W. Wiggs, treasurer of the Mechanics Supply Co., Limited, Quebec, accompanied by his sister, Miss Edith Wiggs, have returned from a visit to England and France. Capt. Wiggs had the pleasure of visiting many of his old friends in France, where he had seen four years' service during the war. They also took the opportunity of visiting the battle fields. Another of their pleasant experiences was an aeroplane trip from London to Paris by "air-liner."

Howard Hill, of the firm of J. W. Hill & Son, hardware merchants, Tabor, Alta., was a visitor at the Toronto office of Hardware and Metal this week. Mr. Hill has been visiting parts of the United States and is of the opinion that conditions generally are being readjusted more effectively in this country than in the United States. Crop outlook in the West, from the standpoint of the number of acres seeded, is said to be good.

The following, who were connected with iron and steel operations in the United States and Canada, were elected to membership in the Iron and Steel Institute at the annual meeting in London last week: Robert Montgomery Bird, metallurgist, Bethlehem, Pa.; Herman A. Brassert, consulting engineeer, Chicago; Robert Hobson, president Steel Co. of Canada, Hamilton, Ont.; J. D. Jones, general manager Algoma Steel Corporation, Saulte Ste Marie, Ontario; George V. Luerssen, Metallurgist, Carpenter Steel Co., Reading Pa.; H. A. Morin, general manager Nieu Steel Corporation, Ltd., Welland, Ontario; Roy M. Wolvin, president Dominion Steel Corporation, Montreal.

Mr. and Mrs. J. P. Seybold will celebrate their golden wedding on May 25. While Mr. Seybold has been actively connected with the Independent Cordage Co., Ltd., for a past number of years, he still remains a member of the board of directors of Starke-Seybold, Ltd., of Montreal. In spite of their now mature age, Mr. and Mrs. Seybold are quite able to enjoy a trip to St. Catharines and Welland, Ont., to celebrate their long term of married life.

C. J. Brown, buyer at Lewis Bros., Ltd., Montreal, is confined to his bed with a severe attack of gall stones.

Joseph Hopper, of Coatsworth, Ont., and his daughter, Miss Florence, left on Wednesday for Montreal and sail on the steamer Victoria for England, where they will spend the summer.

INCORPORATIONS

Walkerville, Ont.—Walker Twist Drill & Tool Co., Ltd., has obtained Dominion charter.

The Auto Rim Co., Ltd., has been incorporated in Ontario, with capital of $250,000, head office in Toronto, to manufacture automobile rims, automobile parts, etc.

Keele & Moore, Ltd., has been incorporated in Ontario with capital of $80,000, head office in Toronto, to manufacture automobiles, cyles, bicycles, motors, engines and accessories.

Fraser Hardware Co., Ltd., has been incorporated in Ontario, with capital of $40,000, head office in Galt, Ont., to carry on both wholesale and retail hardware business.

Jack Frost Ice Machine Co., Ltd., has been incorporated in Ontario with capital of one million dollars and head office in Toronto, to manufacture laundry machinery, refrigerating machinery, refrigerators, pumps, furnaces, stoves, ranges, boilers, lavatories, baths, heaters, sinks, toilet wares, pipes for water, gas, sanitation and drainage, household implements and utensils.

Hardware Store Robbed

Montreal. — Sporting goods valued at $1,000, including rifles, fishing tackle, baseballs, bats, gloves, etc., were taken by burglars last week from the store of Omer DeSerres, 204 St. Denis Street.

Adds Hardware Stock

A full line of hardware is being added to the business by W. B. Chambers, plumber and tinsmith, of Welland.

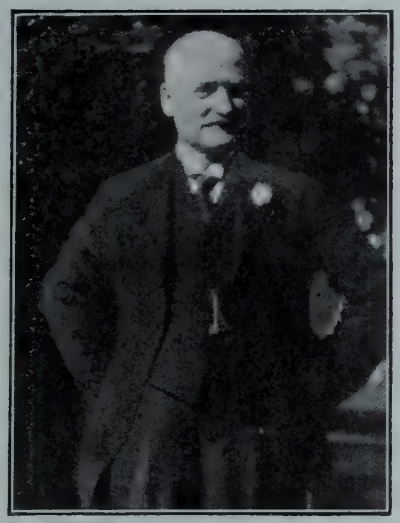
Mr. Chambers was formerly a hardware merchant in this town.

Hardware Man Heads New R. M. A. Branch

J. S. Moir, Hardware Merchant, of Arnprior, Ont., Elected President of New Branch—E. M. Trowern Outlines Advantages of Association

THE Retail Merchants' Association of Canada has been further strengthened by the formation of a branch at Arnprior, Ont. In the organization proceedings the local officials were assisted by Messrs. E. M. Trowern, secretary of the Dominion Board; Frederick Perrott, assistant secretary of the Dominion Board, and J. C. Campbell, secretary of the Eastern Ontario and Ottawa District branch, who motored from Ottawa for the occasion. To a hardware merchant, in the person of J. S. Moir, fell the honor of being elected unanimously the first president. Mr. Moir is one of Arnprior's leading citizens and business men, who has always taken a keen and active interest in the affairs of the town, having been responsible for the introduction of several measures which have advanced the welfare of both the municipality and its citizens.

The other officers of the new branch: First Vice-President, E. D. Osborne; Second Vice-President, E. C. Almond; Secretary, T. S. Church; treasurer, P. Gardner.



J. S. MOIR,
Hardware merchant, Arnprior, Ont., elected first president of a new branch of the R.M.A., established locally.

Upholds Budget Announcement re Taxes

In his usual enthusiastic manner E. M. Trowern outlined the many advantages which had accrued to retail merchants in every part of Canada through their connection with the association. He said there were very few towns in the Dominion worthy of the name where there was not an active and flourishing branch of the association. He strongly emphasized the importance of co-operation and asserted that it was only through unity of action that the retail merchants could hope to secure favorable Government legislation in the past. While the provisions of the budget had not been made known at that time, he expressed confidence that they would be more or less favorable to the retail trade.

Writing to J. C. Campbell at Ottawa, the day after the budget announcement was made, the president of the new branch said: "I think the Retail Merchants' Association is to be congratulated upon the success it has attained in having the sales tax apply at the source. This will be a great source of satisfaction to merchants all over the country."

Western Ontario Notes

George Ratz & Sons, hardware merchants, at Mitchell, Ont., have purchased new and larger premises and will obtain possession next spring.

The old Royal Hotel building at the corner of Main and Goderich Sts., Seaforth, Ont., has been purchased by H. Edge, hardware merchant, who plans to remodel it into a modern store.

London, Ont.—This district had another bandit scare when Claude Shaw and his brother Orville were rounded up in a thick bush near Bothwell. They are charged with robbing several Bothwell stores including Dent's hardware.

E. V. Buchanan, general manager of the Utilities Commission at London, Ont., wants prices immediately on well drilling outfits and equipment.

The Canadian Oil Company, of Petrolea, Ont., contemplates erecting a new boiler house and making plant improvements that will cost $35,000.

BRITISH MANUFACTURERS REPRESENTATIVES VISITING CANADA

A pilgrimage of British manufacturers' representatives towards Canada has set in. Numbers of them have been arriving on almost every boat, both by Canadian and New York routes. Generally speaking, they have come to investigate the possibilities of doing business with Canadians. Intelligence reaches Toronto that many more are coming, and this year promises to be a banner one in this respect. Lines represented include pressure-gauges, disinfectants, door furniture, sporting goods, toys, traveling leather goods, bicycle accessories, lamps, etc.

Addresses New Division R. M. A.

MONTREAL.—M. Lapointe, Quebec provincial secretary of the Retail Merchants Association of Canada, addressed the organization meeting of the new division which has been formed at Hull, Que., to be known as the Hull and Quebec District. The organizing of this new division is encouraging to the Quebec executive of this association, as it is keenly felt that closer co-operation should exist among the merchants of this province. It is hoped the convention in Montreal on June 7, 8 and 9 will greatly assist the formation of other divisions, by forcing home to the delegates the utmost need of the closest co-operation

American Iron, Steel and Heavy Hardware Ass'n Convention

MONTREAL.—The American Iron, Steel and Heavy Hardware Association will hold their annual convention in Montreal this year on June 7, 8 and 9. Previously this convention has always been held in United States centres, and Montreal dealers are very anxious for a successful three days.

From present indications this will be a gathering both large and well representative of the iron and steel industry, both in Canada and the United States, at least from a jobbing standpoint. About 300 delegates will attend from the United States, including heads of the largest jobbers of heavy hardware, also representatives of the big steel mills. Invitations in the form of a circular letter are being sent to all Canadian manufacturers and wholesalers engaged in the steel industry, also an invitation to the members of the Board of Trade to attend the opening session. Sir George Foster is also invited to attend the gathering on the opening day. The programme for the three days will soon be available.

Canadians at Southern Hardware Jobbers' Convention

James Hardy, secretary and treasurer, and Col. Robert Starke, president Canadian Wholesale Hardware Association, were in attendance at the Southern Hardware Jobbers' Association, held in Atlantic City, which is associated with the American Hardware Manufacturers' Association.

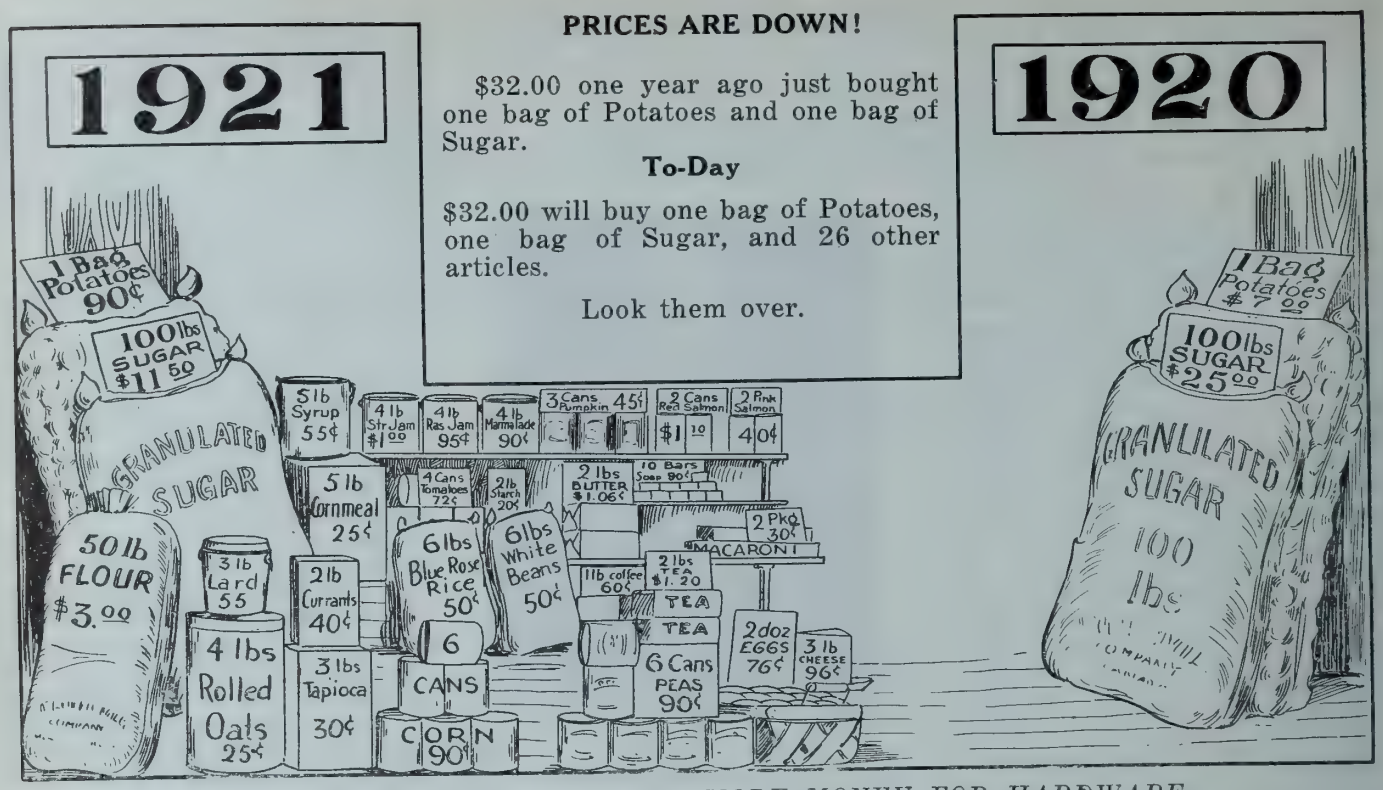
The principal topic of the session was the present and future possibilities of better business, it being generally agreed that while there were indications of business improving, it would be a very slow recovery. On Thursday discussions were called for on the following subjects:

1. How soon will buyers' strike be broken?
2. Have prices touched bottom?
3. Necessity for or wisdom of guaranteeing prices against decline.
4. Name definite prices at time of purchase.

Opinions to the foregoing seemed to be:

1. Buyers' strike is broken.
2. Questionable.
3. Not necessary or desirable.
4. This should be done.

Discussions also took place with manufacturers on the following subjects: Screen Door and Window Situation, Nail and Wire Situation, Hame Situation, Axe Situation, Chain Situation, Hoe Situation, Bolt Situation.



THE HOUSEWIFE WILL HAVE MORE MONEY FOR HARDWARE

A window display suggestion made by a sister publication, Canadian Grocer, serving to illustrate the purchasing power in groceries of the dollar of to-day compared with last year at this time. This is an interesting point to the hardware merchant, as it indicates that the housewife, who is daily becoming a larger purchaser of hardware, will have more money to spend in the purchase of such lines as enamelware, aluminumware, washing machines, wringers, electrical appliances, paints and varnishes, cutlery, silverware, chinaware, vacuum cleaners, household brushes, mops and polishes, and the many other requirements which the housewife is desirous of owning and which might heretofore have not been purchased because the buying power of the dollar has been all too limited.

Hardware Merchant Wins Dayton Scale Contest

H. F. Prelipp, Hamilton Hardware Co., Wins First Prize; J. Robinson, Robinson Hardware Co., Toronto, Wins Second Prize—Many Hardware Merchants Among 372 Prize Winners

THE hardware trade was well represented among the winners and runners-up in the International Dayton Scale "Word" Contest as recently carried out by International Business Machines Co., Toronto. H. F. Prelipp, Hamilton Hardware Co., 316 King St. W., Hamilton, Ont., won the first prize of $300, followed by J. Robinson, Robinson Hardware Company, 195 Royce Avenue, Toronto, winner of the second prize of $200. A. D. MacIntyre, hardware, Woodville, Ont., won third prize of $100. W. Spooner, Edmonton, Alta., won fourth prize of $75; Anne R. Manning, Winnipeg, won fifth prize of $50; and J. E. Manning, Winnipeg, won sixth prize of $20.

Other prizes included thirty prizes of $15, twenty-five prizes of $10; 111 cash prizes of $5 and 200 prizes of $2.50 each. There were 372 cash prizes in all. These prizes were given to the contestants making up the largest list of words which could be constructed from the letters D-A-Y-T-O-N S-C-A-L-E-S, the contest ending on March 15.

The contest was open to retail merchants and their clerks in Canada and Newfoundland of the five kinds of stores that use any type of scale or other fixture as made by this company. It was a regulation that all the words should be in English and such as could be found in any standard dictionary, and that they be arranged in alphabetical order in columns. No "ties" were considered in the contest for the reason that each list was numbered consecutively on a numbering machine as it was received and of two lists of the same number of words the one with the earliest number as registered was first considered.

Winners of the $15 and $10 prizes were as follows:

$15.00 PRIZES

J. R. Campbell, Parry Sound, Ont.; H. W. Burnett, Winterbourne, Ont.; G. B. Wake, London, Ont.; R. P. Clifford, Toronto, Ont.; Miss J. Oliver, Toronto, Ont.; John Campbell, Parry Sound, Ont.; C. G. Summers, London, Ont.; Geo. Lumsden, London, Ont.; J. Bennet Hackey, West Bathurst, N.B.; John A. Drake, Bristol, N.B.; James Jensen, Vancouver, B.C.; P. J. Kennedy, Kensington, P.E.I.; Henry Nadeau, Grand Cascapedia, Que.; Reg. Hendy, Billings Bridge, Ont.; J. A. McIntosh, Kerrobert, Sask.; J. D. Allen, Bathurst, N.B.; A. J. Esser, Grimsby, Ont.; Monique Martin, Grand Falls, N.B.; C. P. Routcliffe, Toronto, Ont.; H. Pepper, Toronto, Ont.; Sidney Srobell, Peterborough, Ont.; I. H. Johnson, Melaval, Sask.; W. J. Johnson, Melaval, Sask.; Miss L. Pease, Vancouver, B.C.; F. O. Hicks, Walkerville, Ont.; N. H. Johnson, Melaval, Sask.; Rita Boyd, Prescott, Ont.; J. J. Smith, Clair, Sask.; L. A. Craig, Edmonton, Alta.; Lottie A. Craig, Edmonton, Alta.

$10.00 PRIZES

P. J. Tappin, Grenfell, Sask.; Lilly Bursey, Parry Sound, Ont.; Mrs. E. E. MacIntosh, Edmonton, Alta.; H. Collie, Enchant, Alta.; Miss I. Knowland, Winchester, Ont.; M. R. Forshner, Wallace, N.S.; R. N. Easton, The Pas, Man.; J. E. Best, Coutts, Alta.; Mrs. Eliz. Best, Coutts, Alta.; Cleona T. Best, Coutts, Alta.; L. Blanch Fulton, Truro, N.S.; Miss R. Nadeau, Grand Cascapedia, Que.; J. E. H. Easton, London, Ont.; Ernest Frost, Lomond, Alta.; Michael Kelly, St. John, N.B.; W. A. Relyea, Perth, Ont.; P. L. Frost, Travers, Alta.; L. J. Disch, Galt, Ont.; B. J. Radigan, Galt, Ont.; Annie Dyck, Hague, Sask.; Paul L. Doig, London, Ont.; H. C. MacLellan, Stellarton, N.S.; Nettie Dyck, Hague, Sask.; I. McDowell, Brandon, Man.; R. E. Fisher, Dundas, Ont.

ANNUAL MEETING OF HARDWARE ASSOCIATION OF U.S.

The tenth annual meeting of the National Hardware Association of the United States will be held in Cleveland Friday and Saturday, June 3 and 4.

Twenty Years Ago

Items of interest reprinted from Hardware and Metal of May 11, 1901:

"W. A. Drummond, who until recently has been manager of the hardware department of the Robert Simpson Co., Ltd., Toronto, has left for London, Ont., where he is to fill a responsible position at Wood's Fair."

* * *

"C. J. McLennan, Henry Mackey and F. A. Lane and others have been incorporated under the style of the McLennan Paint Co., Toronto, to acquire the business of the McLennan-French Paint Co."

* * *

"A Halifax despatch stated that the Nova Scotia Steel Co. has bonded their property to an English and American syndicate for 14 days for an exceedingly large figure."

* * *

"Thomas Ellin, of T. Ellin & Co., Sylvester Works, Sheffield, England, is in Toronto this week. It is two years since he last visited Canada."

* * *

"A. A. McMichael, of Toronto, vice-president and general manager of James Robertson & Co., Ltd., and also president of the Robertson-Godson Co., is paying a visit to Vancouver."

* * *

"The Canada Hardware Co., Montreal, have this week made their first delivery of supplies on account of the 52 car Government contract for the Maisonneuve wharf awarded them last fall. The first shipment consisted of six carloads."

* * *

"The Acme Can Works, Montreal, are now settled in their new quarters on Ontario Street and in full operation."

* * *

"Some quotations from the current markets in this issue are as follows: Barbed wire, 100 lb., $3.45; wire nails, 30 to 60 dy, $3; bar iron, $2.50 basis; sheet iron, black, 10 to 20 gauge, 100 lb., $3.50; pig lead, $6 per 100 lbs.; rope, sisal, 7-16 and larger, $10; cotton rope, all sizes, lb., 16c; turpentine, pure, in barrels, 63c; linseed oil, raw, 70c; white lead, pure, per cwt., $7.25; prepared paints, pure, liquid colors, $1.30 to $1.90 per gallon."

Canada's Trade During April

Imports Still Heavier Than Exports—Iron and Steel Exports Decline 50 Per Cent., Also Imports.

CANADA'S external trade in the new fiscal year commencing in April is following much the same pace as in the final months of the preceding year. Exports during April totalled $43,280,735 and imports were valued at $65,310,827, making an unfavorable trade balance of $23,030,000. As compared with April of last year exports decreased by $10,000,000 and imports fell off to the extent of nearly $33,000,000. Lower prices of all commodities account for a portion of the decreases. Agricultural exports are holding up best.

As compared with last year, exports of iron and steel, etc., declined more than 50 per cent. to $2,537,552; other ores, metals and metal manufacturers dropped from $2,917,418 last April to $1,356,982 for the month under review. Non-metallic minerals were exported to the value of $1,365,848, against $2,007,187 for April, 1920.

The importation of iron, steel and manufactures thereof dropped from $3,462,289 free and $15,102,494 dutiable in April of last year to $1,390,677 and $10,099,356 in the current report. A considerable amount of other decreases is accounted for by price declines.

Solve Problems of Incorporation

Decision of Privy Council Makes It Advisable for Companies Operating in More Than One Province to Have Dominion Charter

THE decision recently rendered by the Privy Council marks the conclusion of over twelve years' effort on the part of the Canadian Manufacturers Association to secure a solution of a number of difficult questions surrounding the incorporation and licensing of companies. Ever since Confederation, both the Dominion and the provinces have followed the practice of incorporating companies, but there has always been grave doubt as to their respective jurisdiction. There was doubt whether a provincial company was competent, under any circumstances, to carry on business outside the incorporating province. There was no doubt that a Dominion company was competent to carry on business in every province, but the question was whether such a company could be compelled to comply with the provincial laws requiring it practically to become incorporated in every province in which it sought to carry on business.

Dominion Companies' Status Upheld in Consolidated Appeal

The Privy Council, in the present consolidated appeals, holds that the Ontario, Manitoba and Saskatchewan Acts, in so far as they purport to apply to the Dominion Companies in question are ultra vires of the provincial legislatures, and that these companies are not, by reason of not having been licensed or registered under those Acts, precluded from carrying on business and exercising their powers in the three provinces and are not liable to the penalties prescribed for having so carried on business and exercised their powers.

The provinces which have such acts are Ontario, New Brunswick, Nova Scotia, Manitoba, Saskatchewan, Alberta and British Columbia. The District of Yukon has a similar ordinance.

The Act of the Province of Quebec specifically excepts Dominion companies, but companies incorporated in other provinces and other countries are required to become licensed in Quebec, as in the other provinces.

Practical Results

The practical results of the cases may be summarized as follows:—

1. Companies proposing to carry on business in more than one province should be incorporated under a Dominion charter.

2. Companies now carrying on business in one or more provinces not provincially chartered and licensed, may continue so to operate until it is desired to begin business in any additional province, when it will be expedient to take out a Dominion charter, rather than an additional provincial license.

3. Dominion companies should apply for a "License in Mortmain" from the Province of Ontario and British Columbia. The terms on which such licenses will be granted, it is understood, are at present under consideration by the authorities of the provinces.

The present decision of the Privy Council is far-reaching and interesting in that it upholds the corporate status of Dominion Commercial Companies, and in that it also clarifies a most disconcerting situation created by varying Acts and numerous conflicting decisions; without, however, encroaching upon the rights of the provinces to create companies with provincial objects.

New Hardware Goods

OFFERED TO CANADIAN HARDWAREMEN

NEW FLUID SOLDER

What is claimed by the manufacturers to be an entirely new product for the soldering of all kinds of metals is Wyatt's fluid amalgam. This preparation is being handled and placed on the market by Wyatt's Products, of 225 Richmond street, Toronto, Ont., and the following are some of the claims made for it by the producers.

Amalgam is free from acid, is non-corrosive, non-explosive and non-inflammable. It has no poisonous fumes and will solder any metal or combination of metals, with the exception of aluminum. With it, in conjunction with solder, repairs of any kind can be made. It is said to be specially adaptable for repairing leaky pipes, boilers (domestic), radiators, farm implements, automobile parts, electric and other wire connections.

The mending of band saws has generally been considered a difficult task to properly perform. This the manufacturers claim amalgam will do without affecting the temper of the steel. Being practically harmless, it may be handled with impunity. The product is put up in bottles up to 8 oz. sizes, and in tins from pints to gallons. Free samples are being distributed.

"LITTLE JEWEL" SWEEPER

The Bissell Carpet Sweeper Company announce that the success of their "Little Daisy" and "Little Queen" models has been such that they are developing a larger and even finer pattern to be named "Bissell's Little Jewel." This new model is expected to be ready by August, with shipments following soon after in ample time for the Christmas trade.

ADJUSTABLE GEAR SHIFT EXTENSIONS

The M. & H. Novelty Co., 1466 W. 28th Street, Los Angeles, Cal., have recently put on the market a reversible extension lever by means of which it is claimed the driver of a car can, without changing position or leaning forward, with a single movement shift the gears easily and rapidly. The Hughes (Mellin's) adjustable gear shift extensions, as they are called, can be attached in a minute and adjusted to any position by simply setting the lock nut tight. They are said to take the strain out of gear shifting and give the stock car the conveniences which a custom built body is supposed to afford. All makes and styles of cars can be fitted.

DRILL BLOCKS AND CLAMPS

To meet the demand for an accurate set of V-blocks to be used in connection with the surface plate, angle iron, etc., a new set of drill blocks and clamps has been made by the L. S. Starrett Co., Athol Mass. The blocks are made of tool steel and hardened and ground throughout and the Vs are ground central, parallel and square with ends and sides, it is stated. The blocks are numbered in pairs so that the Vs in each block are always in alignment. Each



"Starrett" Drill Blocks

block is about 1¼ inches square, 1⅝ inches long, and has a clamping capacity of 1-inch diameter.

JOHNSTON CLEAR RAY REFLECTOR

The Johnston clear ray reflectors are stated to be a simple and efficient way to make headlights legal. The reflectors are made of aluminum, and the illustration shows how they are installed in the headlights. They are claimed to give most powerful driving light, and to be unbreakable, do not get out of alignment, and can be installed in two minutes. The makers state that with these reflectors ordinary plain glass fronts can be used, which, should they get broken, can be replaced at a cost of 30 cents, and further, auto lamps are usually made for thin glass and if a thick and irregular surface glass is used invariably dust and water get in, clouding the glass and rusting the reflector and reducing road illumination.

Johnston Clear-Ray reflectors, it is stated, avoid these disadvantages. They are made by the D. F. Johnston Mfg. Co., 587 Yonge St., Toronto, Ont.

KNAPP LIMO-SEDAN FAN.

A new electric fan has been put on the market by the Knapp Electric & Novelty Co., 511-513 West 51st St., New York, N.Y., and though it has been specially designed for automobile use in closed cars, ambulances and cabins of motor boats, it can be used in many other places. The Knapp "L.S." fan can be easily fastened to the ceiling of the car or any other part of the tonneau. A few feet of connecting cord and a control switch placed at a convenient point in the line connects fan to the storage battery of the car. The current consumption when running is 1 1-2 amperes, and as the storage battery is charged from the generator the cost to maintain is very small. The fan is finished in nickel, and bracket has a double joint with set pins for adjusting the fan at different angles.

APOLLO SPARK PLUGS

The Apollo spark plug manufactured by the Apollo Plug Mfg. Co., Birmingham, England, is now on the Canadian market and is being handled by the British Canadian Distributors, Ltd., 128 Queen Street, Ottawa, Ont., who are the sole distributors for Canada. The Apollo No. 1 super mica plug has been specially designed for high speed and high compression engines. It is insulated with mica throughout and is recommended for power, speed and reliability by the makers. The L.C.B. Ford model is stated to be a popular and reliable plug, clean to handle and will not rust. Apollo plugs are guaranteed to stand up well under strenuous tests and abnormal working conditions.

SENCA

The Geneva Cutlery Corporation of Geneva, N.Y., manufacturers of Genco razors, announce a new safety razor which they are placing upon the market.

One claim of the new razor is that of simplicity, there being but one part in addition to the blade.

The ease with which the blade can be inserted and removed, the firmness with which it is held in the razor and the construction of the guard are the other features that the Genco people hold for their razor.

The razor is made of brass heavily nickel-plated and packed in a black box lined with purple plush. There are small cartons for sharp and dull blades.

Weekly Hardware Market Reports

STATEMENTS FROM BUYING CENTRES

MARKETS AT A GLANCE

CONTRASTING sharply with the recent declines in the hardware markets is the increase announced this week on rope and cordage.

Also prominent among this week's quotations is the increase of another 2 cents on linseed oil, while turpentine prices are unsettled. Rosin and shellac have also registered higher levels. The paint industry is experiencing a remarkable period of full activity.

Advances in the price of tin and lead are also evident in the ingot metal markets. Solder quotations are 2 cents per pound higher and zinc products show a slight price increase.

Range boiler prices are unsettled with a tendency to reduced quotations. Reductions are noted on one line of safety razors, taps, snow shovels and furnace scoops, and some lubricating oil prices are slightly lower. The primary markets remain generally unchanged; bar iron and steel, sheets and plates, pipe and fittings, brass goods, corrugated sheets and lead products all maintaining previous levels. Dealers announce a fairly satisfactory movement of summer lines, while collections are good. A prediction that the markets show signs of returning to a more normal tone has been based upon an increased volume of inquiries. The belief is prevalent that trade is generally developing a firmer trend with expectations of improvement for fall business.

Montreal Markets

MONTREAL, May 19.—Featuring the hardware market reports this week are both advances and declines. The chief advance is on rope quotations; the based price change on pure and manila is 1 cent per pound, while on sisal and lath yarn the advance is ½ cent per pound. In the lead products' report solders of all grades are 2 cents per pound higher. The chief among the declines is the reduction on auto tires and tubes, there are now quoted approximately 10 per cent. lower. Range boilers are now under a new price list, the reduction being from 10 to 27 per cent. on the different sizes.

In the smaller wares the Ever-Ready safety razor is now quoted at $9 per dozen, hammock hooks having also been reduced. The Penberthy line of valves, cocks, etc., are under a revision, also tools of Butterfield & Company manufacture. Richard- Wilcox barn door track and hangers now show new lower prices. Sheets and plates, corrugated sheets, boiler tubes, iron and steel, pipe and pipe fittings all remain unchanged in price, with a limited demand reported upon each of these lines. In the scrap market ferrous metals are reduced, these markets showing a very light demand. Ingots this week show slight fluctuation but mostly of an upward tendency.

Wholesalers generally report an active demand on the many seasonable lines that move at this time, particularly in the case of screen doors and windows.

Steel Snow Shovels Down

Montreal.

A reduction has been made in steel snow shovels for fall delivery. The new net prices were not available at time of going to press, but will be shown next week. This applies to such lines as the King, Queen and Prince.

Ever-Ready Razors $9 Dozen

Montreal.

At the commencement of the present month a new list was issued on Ever-Ready safety razors, and jobbers are now quoting $9.00 per dozen. The retail price will be $1.00. Blades will now cost 32 cents. in packages of six, and 64 cts. per package of twelve.

Penberthy Goods Revised

Montreal.

Lower quotations are given through a revision of the Penberthy line of valves, petcocks, ejectors, etc. Following are the discounts on some of the best sellers: Injectors, 50 off; ejectors, 60 off; petcocks, 33 1-3 off; and re-grinding globe and angle valves, 20 per cent. of list.

Sulphite Sheathing

Montreal.

Through a revision made in sulphite sheathing it is now selling at $5.75 per 100 pounds.

Screen Doors Sell Well

Montreal.

Jobbers report an active season in screen doors and windows. With fly time now well at hand dealers who had not placed their orders earlier are now having their supplies forwarded. Screen wire cloth is also moving in good volume. No change in price has been made on any of these lines.

Hammock Hooks Reduced

Montreal.

New lower prices are given on hammock hooks, No. 38 is now quoted at $2.15 per dozen pairs, and No. 48, $1.70 dozen pairs.

Taps and Dies Reduced

Montreal.

A new discount sheet has been issued for the catalogue of Butterfield & Co., makers of various lines of tools, revising many lines to lower levels. Following are the new discounts on their best known lines:

Reece's screw plates	35%
Ordinary machinists hand taps, 1-16 to 15-64	65%
¼ to ⅜	55%
Machine screw taps, No. 12 and smaller.	65%
Do., No. 14 and larger	55%
Pipe taps, right hand, up to 1 inch	70%
Do., 1¼ to 2 inch	65%
Do., 2¼ to 3 inch	45%
Do., 3¼ to 4 inch	30%
Stove bolt taps, 3-16 inch	65%
Do., ¼ in. and larger	55%

Hangers and Track Revised

Montreal.

Barn door track and hangers made by Richards-Wilcox are revised, a new price list being issued. Trolley track is quoted at 22½ cents per foot; No. 321 hangers, $22.80 dozen pairs; brackets, $2.20 dozen.

Rope Prices Advance

Montreal.

Following a continued firmness through the month of April, accompanied by advances in raw materials, rope now shows an advance in prices. In



The Power of the Paint Brush

The Dealer who carries B-H Products has a tried and trusted weapon of defence against every form of natural deterioration and decay.

Every structure, whether of wood or metal, will show, in time, the inevitable effect of wear and tear, and to counteract these elements there is a recognized and reliable surface-saver.

The general public is being educated on all sides that to paint is to preserve as well as to beautify, and a larger demand is the natural outcome.

Write for the B-H Agency Proposition

BRANDRAM-

MONTREAL, HALIFAX, St JOHN, TORONTO, WINNIPEG

If interested tear out this page and place with letters to be answered.



B-H Quality Sells Itself

The widespread publicity which we ourselves give to all B-H Products would avail us nothing were it not for the wonderful quality which goes into every can bearing our name.

A high-quality paint means a host of satisfied customers, so that B-H Quality is really the actual selling force and the Dealer's Store is the distributing point.

Do you get your share of the profits on this ever-increasing volume of business?

If not—

Write for the B-H Agency Proposition.

HENDERSON LIMITED

MEDICINE HAT, CALGARY, EDMONTON, VANCOUVER

If interested tear out this page and place with letters to be answered.

the primary markets manilla has advanced from 1 to 3 cents, sisal 1 cent per pound. Pure manilla and Beaver or New Zealand hemp has been advanced one cent per pound, sisal and lathyarn one-half cent. The new quotations are the following: Pure manilla, 25½ cents base; Beaver or New Zealand, 21 cents; sisal, 18½ cents; lathyarn, 18½ cents.

The demand has improved in April and up to the present materially over the quiet months previous, but it still below expectations for this season of the year.

Small Activity in Sheets

Montreal.

Quotations on sheets and plates show no change and are still quoted with a range. Prices vary among the different sources and buying continues light for this season. Although different factors have recently come to light that would tend towards lower prices, the opinion is expressed among many dealers that present quotations are likely to remain unchanged for some time. Building construction naturally has a bearing on the movement, but up to the present this has not stimulated buying to any extent. The main reason for inactivity seems to be that dealers will only buy as they require. Following are the current quotations:

PLATES—		
10 gauge	5 25	6 25
12 gauge	5 30	6 30
14 gauge	5 45	6 45
16 gauge	5 55	6 55
BLACK SHEETS—		
14 gauge	5 45	6 45
16 gauge	5 55	6 55
18-20 gauge	6 15	7 15
22-24 gauge	6 25	7 25
26 gauge	6 35	7 35
28 gauge	6 50	7 50

.. Sheets 36 in. wide, 10c per 100 lbs. extra.

GALVANIZED SHEETS—		
U.S. Standard—		
10¾ oz.	8 75	9 75
28 gauge	8 25	9 25
26 gauge	8 00	9 00
22 to 24 gauge	7 85	8 85
20 gauge	7 65	8 65
18 gauge	7 65	8 65
16 gauge	7 50	8 50
14 gauge	7 50	8 50
12 gauge	7 50	8 50
English Standard—	Queen Head	Fleur-de-Lis
28 gauge	10 00	9 25
26 gauge	9 75	9 00
24 gauge	9 15	8 60
22 gauge	8 80	8 15
18 and 20 gauge	8 10	8 00

NOTE.—These prices are for full bundles, an extra charge of 25c to 35c per 100 lbs. is made for broken lots. These quotations are nominal.

Corrugated Sheets Unchanged

Montreal.

Corrugated sheets are now selling under the new list, as stated in last week's Hardware and Metal. Even with a reduction shown on all gauges, this has not stimulated trade to any extent. Dealers still report business very light and express themselves as feeling that little increased activity will be shown until building construction is greatly improved from what it is at present. Locally the unsettled feeling that existed a few weeks ago still exists, and even the lower prices have not had the effect that was hoped for among different jobbers and wholesalers. Whether this will improve in the near future is doubtful, but present figures are considered as well down to the bottom. Following are the quotations:

CORRUGATED SHEETS—	Per 100 Sq. Ft.
No. 28 gauge	8 50
No. 26 gauge	9 25
No. 24 gauge	13 00
No. 22 gauge	16 00
No. 20 gauge	18 00
No. 18 gauge	24 00

Less 7½%.

Ferrous Metals Revised

Montreal.

Iron and steel scrap has been generally revised to lower levels, but conditions as a whole are unchanged, very little improvement being shown. Wrought iron, pipe scrap, stove plate and machinery cast are now quoted $1.50 per ton less, dealers being adverse to offering the higher prices. Non-ferrous metals, with the exception of lead, are very inactive. Lead has a little better demand and the price has again been raised one-half cent. Foreign markets are reported as stagnant, and until these improve, little betterment is hoped for by local dealers. Following are nominal quotations:

DEALERS' BUYING PRICES.	
Automobile tires	0 75
Yellow brass	0 05
Red brass	0 08½
Light brass	0 04
Scrap zinc	0 04
Lead, heavy	0 04½
Light copper	0 07¾
Lead, tea	0 02
Heavy copper	0 10½
Wrought iron, R. Rd., No. 1, per gr. ton	10 50
Malleable scrap (ton)	10 50
Pipe scrap (ton)	7 00
Stove plate, per ton	14 50
Heavy melting steel	6 50
No. 2 busheling	4 00
Boiler plate	10 00
No. 1 machinery cast, per gr. ton	22 50

Auto Tires Lower

Montreal.

A reduction of approximately 10 per cent. has been made on automobile tires and tubes. The rubber market has been easier for the past few weeks and manufacturers announce the above decline, keeping in line with the raw product situation. Following are quotations on a few of the best selling sizes:

AUTO TIRES—	Plain	Non-skid	Corded
30 x 3½	$15 00	$17 00	$23 00
32 x 3½	19 50	21 50	36 00
34 x 4	27 50	30 25	46 50

Iron and Steel Unchanged

Montreal.

No change is made in quotations on the different iron and steel bars, although the conditions surrounding these lines do not seem settled by any means. Some buying sources are of the opinion that lower prices will follow when the wage reductions through the different mills become effective. The demand is still light, and dealers are satisfied that little activity will be shown until conditions generally are improved and on a more settled basis. Current quotations are as follows:

IRON AND STEEL BARS	
Common bar iron, 100 lbs.	3 70
Refined iron	5 20
Iron finished machinery steel	3 75
Mild steel	3 70
Band steel	3 70
Single reeled machinery steel	5 75
Spring steel	5 00
Sleighshoe steel	3 70
Tire steel	3 90
Toe calk steel	4 60
Harrow tooth steel	3 85
Mining tool steel, per lb.	0 23
Black Diamond tool and cast steel	0 23

NOTE.—Refined iron is aproximately $1.50 per 100 lbs. over base, but fluctuates owing to unsettled market.

Band steel in scroll bdles., 50c per 100 lbs. extra.

Flats, iron and steel, 3-16 and thinner, 50c per 100 lbs. extra.

Pipe Fittings Steady

Montreal.

No change of importance is to be reported on pipe fittings. The many lines are holding steady, with the demand fair. Unchanged prices follow:

PIPE FITTINGS.	
Cast iron fittings	20%
Bushings, cast	30%
Do., malleable	30%
Flanges	27%
Plugs	22½%
Flange Unions	20%
Malleable Unions	40%
Dart Unions, black	29%
Do., galv.	8%
Nipples, ⅛ to 4 in. close and short	40%
Do., long	50%
Do., 4½ to 8 in., close and short	30%
Do., long	40%
Couplings, 4 in. and under	20%
Do., 4½ in. and larger	Net list

Pound goods—	Black	Galv.
Class B	0 20	0 28
Class C	0 13	0 20

Add 10%.

Wrought Pipe Dull

Montreal.

List No. 51 on wrought iron and steel pipe will be found on the current market pages, this being the present selling basis.

Business is quiet among the jobbing houses on pipe, merchants doubtless having their stocks now well sorted to meet the small consuming demand that exists at present. Although new lists have been issued quite often since the beginning of the year, the future of piping, as regards even lower prices, is doubtful.

Gasoline and Coal Oil Steady

Montreal.

Gasoline and coal oil is held at the decline of two weeks ago, gasoline selling at 37 cents for motor, and 42 for the higher grade. Coal oil is quoted at 24 cents.

Solders Raised in Price

Montreal.

Bar solders of all grades have been advanced 2 cents, wire solder 2½ cents per pound.

This is the result of a continued firm tendency in the lead and zinc markets, and with this continuing it would not be surprising if other lines of lead products follow in line with higher prices ruling in the near future. On the primary markets lead is again very firm, the slight easing at the close of last week being fully recovered. Zinc also continues to make gains with a fairly active demand. Added to these conditions a scarcity is becoming apparent in the above mentioned metals. Tin remains firm owing to a scarcity of English supplies, thus causing the manufactured lead products to have a very firm outlook. Following are quotations:

Lead pipe	0 12½
Lead waste	0 13½

Note.—Lead pipe is subject to a discount of 10%.

CouplingsLead traps and bends	10% off
Lead wool, lb.	0 13½
Lead sheets, 2½ lbs.	0 11
Do., 3 to 3½ lbs. sq. ft., lb.	0 10¾
Do., 4 to 8 lbs.	0 10

Cut sheets ¼c lb. extra and cut sheets to size, ¾c lb. extra.

Solder, guaranteed, lb.	....	0 29
Do., strictly, lb.	....	0 27
Do., commercial, lb.	....	0 24
Do., wiping, lb.	....	0 24¾
Do., wire, lb.	....	0 37½
Zinc sheets, casks	....	0 13
Do., broken lots	....	0 13½

Range Boilers Show Decline

Montreal.

A new price list is now issued on range boilers, showing a reduction on all sizes. The amount of the reduction varies from 10 to 27 per cent. on the different sizes and weights. One local manufacturer stated to Hardware and Metal that the lower range was beyond expectations and below what the actual value warranted, but owing to the recent unsettled market and price cutting the following list was adopted.

There is not yet time to determine whether the lower prices will stimulate business to any extent, but this seems doubtful as dealers do not feel disposed to purchase in any quantities, but rather confine buying to actual needs. The 30 gallon boiler is practically the only size selling, and these are moving in small orders compared with other years. Reduced quotations follow:

RANGE BOILERS—	Standard	Ex. Heavy
30 gallon	8 75	11 25
35 gallon	11 25	.....
40 gallon	13 50	16 00
52 gallon	20 00	.....
66 gallon	28 00	.....
82 gallon	35 00	.....
100 gallon	45 00	.....
120 gallon	54 00	.....

Ingots Quiet but Steady

Montreal.

There has been a little fluctuation in prices of ingot metals this week, but mostly of a slightly upward nature. Present indications are for a quiet, but steady market, and until the demand improves no great change can be expected.

TIN. — Opinions vary toward this metal, but London holds fairly well in spite of the light consuming demand. The market locally remains firm owing to the scarcity of supplies from England. Quotations are advanced to 40½ cents.

COPPER.—Copper is higher both in London and New York and appears very strong at the moment. Whether this will last or not is hard to determine, and a reaction would not be surprising. Electro is quoted at 18 cts., casting 17½ cts.

SPELTER.—This metal is slightly easier in the U.S.A., but holds firm in London. The German production is doubtless piling up, and when released may have a depressing effect on the market. Local price unchanged at 8½ cents.

LEAD.—After the sharp and sustained advance in this metal a reaction was not surprising, and it eased off toward the end of the week. This has recovered, however, to some extent, and a firm market may be expected for the month at least. 7½ cents is the local price.

ANTIMONY.—This metal is reported quiet and has not responded to market fluctuations as some of the others have. No change is made in quotations, Chinese at 7¾ cents, high grade English 8½ cents.

ALUMINUM.—No change is reported in aluminum, it remaining dull on the market at 34 cents.

Toronto Markets

TORONTO, May 19.—In contrast to the general trend of reductions which have recently been prevalent is the increase announced this week in the prices of rope and cordage. Pure and beaver manila have advanced 1 cent per pound, and sisal rope and lath yarn are ½ cent higher.

Some minor price reductions are again evident, however, these including motor oils, snow shovels and furnace scoops. The basic materials remain practically unchanged, but while buying is fairly good, due to activity in seasonable lines, any future reductions in the price of staple commodities are calculated to increase demand. Range boiler prices are unsettled.

Dealers report a good movement of all summer lines, with more inquiries indicating a pending return to a brisker phase of activity than was apparent throughout the winter months. Trading in ingot metals is still light, with tin showing an advance of 2 cents over previous quotations, and lead also shows a slight increase. Collections continue to be fairly good, and the belief is spreading that trade will steadily improve, and that autumn business will be substantially better.

Rope and Cordage Increased

Toronto.

An advance is noted this week in price quotations on rope and cordage. Pure manila and beaver manila show an increase of one cent per pound, while sisal rope and lath yarn have been advanced one-half cents per pound.

According to the manufacturers and distributors of rope and cordage, the increases are attributed to the gradual rise in the price of fibre, the raw material market having registered an advance of over two cents per pound. While the present season is not considered opportune for corresponding increases, yet dealers report that they are forced to show a slight proportionate advance, owing to purchases of smaller quantities resulting in higher handling costs.

Although the new budget tax of 2½ per cent. on imports affects the rope and cordage industry, no importance is attached to this factor by distributors, who point out that hemp and fibre have both recently increased 2 or 3 cents, according to the various grades.

Prices are also holding well on cotton twines. This market has stiffened considerably, and raw cotton advanced one cent during the last two weeks. This has a tendency to at least prevent further declines in cotton cordage, but, according to local reports, advances in price of cotton products are not yet anticipated.

The revisions on manila rope and lath yarn are contained in the current market quotations.

Iron and Steel Bar Unchanged

Toronto.

Business in bar iron and steel has been far from large, but market reports indicate that prices are not yet being cut to any extent, either locally or in foreign markets. Except for current small orders, buyers are still adopting a waiting policy, and the demand is generally very slack.

Slight reductions have been reported from some quarters, but these are not general, and indicate only individual cuts. Conditions are still very unsettled, chiefly owing to the uncertainty of steel markets generally, and whether present steel prices will be either maintained or reduced.

The foreign metal market continues to be moderately active, but in local circles inactivity continues to be evident. The view is held by some that one reason why declines are not generally occurring is because business is so dull that there is no incentive for sellers to further reduce prices. It is not evident where increased demand would be developed by such reductions. If there were activity in the general markets, it would automatically encourage industrial inclinations.

A more generous list of inquiries for steel has given rise to a hopeful outlook from other quarters, and expressions of opinion appear to differ as to future prospects. A cautious attitude is prevalent, but a local increase in structural steel demands is expected by some dealers. Activity in the automobile trade has been the mainstay of the southern steel markets for some time. But the amount of future selling is likely to be governed by the consumer demand for steel products. Current quotations follow:

STEEL AND IRON		
Mild steel, 3-16 in.	....	4 50
Do., ¼ in. and heavier	....	4 00
Bar iron, 3-16 in.	....	4 50
Do., ¼ in. and heavier	....	8 75
Angle base	....	4 00
Horseshoe iron	....	4 10
Tire Steel	4 70	5 95
Band steel	....	4 50
Spring steel	10 75	12 75
Crucible cast sheet steel	30 00	35 00
Mining drill steel	....	23 00
Common cast tool steel	....	20 00

Sleigh shoe steel	4 10	4 50
Norway iron	....	15 00
Toe caulk iron	5 40	6 00
Hoop steel	....	6 00

Boiler Prices Unsettled

Toronto.

The range boiler situation appears to be temporarily unsettled, and local quotations are very indefinite. Some cutting was reported to have taken place last week, and due to this keen competition among dealers, boilers are said to have been quoted at much below the current list. Market values indicate that any marked reductions would bring the prices below cost. The present nominal list is as follows:

RANGE BOILERS—	Standard	Ex. Heavy
30 gallon	12 00	15 00
35 gallon	15 00	17 00
40 gallon	17 00	19 00
52 gallon	24 00	28 00
66 gallon	32 00	38 00
82 gallon	40 00	50 00
100 gallon	50 00	60 00
120 gallon	60 00	70 00

Boiler Tube Prices Unchanged

Toronto.

Prices on boiler tubes remain unchanged this week; the new lower quotations recently in effect on lapweld tubing still holding. A slow sorting movement is apparent on both seamless and lapweld. Following are the current quotations:

BOILER TUBES—	Seamless.	Lapweld.
1 inch	$26 00	.....
1¼ inch	27 25	.....
1½ inch	26 25	.....
1¾ inch	29 75	$25 00
2 inch	29 25	22 00
2¼ inch	33 00	25 00
2½ inch	41 75	27 00
3 inch	49 25	35 00
3½ inch	63 50	40 00
4 inch	85 00	50 25

House Brooms Reduced

Toronto.

Reductions are announced in the prices of house brooms and the declines average from 35 cents on the more popular grade to a reduction of $1.05 on the higher values. Present stocks are reported to be ample, while a slackening in demand is apparent. The new quotations are contained in the current market pages.

Corrugated Prices Steady

Toronto.

Corrugated sheets remain at the lower quotations shown last week, and the market conditions also continue unchanged, with just a slight tendency towards seasonable improvement. Present price list follows:

CORRUGATED SHEETS—	Per 100 Sq. Ft.
No. 28 gauge	8 50
No. 26 gauge	9 25
No. 24 gauge	13 00
No. 22 gauge	16 00
No. 20 gauge	18 00
No. 18 gauge	24 00

Less 7½%.

Lighter than 24 gauge and wider than 27 inches, 75c a square extra.

Activity in Range Sales

Toronto.

Ranges and stoves of various kinds have recently increased in demand. Chief among these items reported to be selling well at this time are electric ranges, oil stoves, gas ranges, oil stove ovens and similar products.

Solder Prices Advance

Toronto.

A firmer tone continues in lead and zinc products, and the outlook is reported as brighter. A fair quantity of small orders is being received, but no exceptional business is expected. Lead is quoted as very strong on the primary markets, and another advance in price developed. Increases in solder prices have resulted, the new quotation being 2 cents per pound higher than the previous level. Other quotations remain unchanged.

LEAD AND ZINC GOODS

Lead pipe, list, per lb.	0 12½
Lead waste pipe, list, per lb.	0 13½
Do., over 8 in., list, per lb.	0 14½
Lead pipe is subject to a discount of 10%.	
Lead traps and bends	10%
Lead sheets, 4 to 6 lbs. sq. ft., in rolls, lb.	0 09½
Cut sheets, ½c to ¾c lb. extra and cut sheets to size 1c lb. extra.	
Solder, wire, per lb.	0 36½
Do., strictly, lb.	0 26
Do., commercial, lb.	0 24
Do., guaranteed, lb.	0 29
Do., wiping, lb.	0 24
Zinc sheets, per lb.	0 16

Warm Air Furnace Enquiries

Toronto.

Dealers report that there has been a noticeable increase in the number of inquiries for warm air furnaces.

Compression Prices Hold

Toronto.

The readjustment in quotations on standard compression work, announced last week, still remains in effect. No direct change in market conditions is apparent and the following prevailing quotations are expected to hold:

Compression work, standard	37%
Fuller work, standard	30%
Bath cocks, compression	29%
Do., Fuller	25%
Flatway stop and waste cocks, standard	40%
Roundaway stop and waste cocks, standard	34%
Brass steam cocks, standard	10%
Globe, angle and check valves, standard	5%
J.M.T.	20%
J.M.T. C.	25%
J.M.T. Gate Valves	15%
Gate or straightway	16/10%
Jenkins Globe	10/10%
Radiator valves, standard	23%
Do., removable disc	38%
Basin Cocks—	
No. 1 and 1, Fuller pattern	30%
Quick opening No. 3633	37%
Emco J. D. Valves	10%
Emco Check Valves	10%
Webber Gate Valves	15%

No Change in Belting

Toronto.

Conditions show a very slight improvement on leather belting and laces, but the market is still below normal, and little immediate improvement can be expected. Dealers are still purchasing according to present requirements only. No changes in prices are anticipated until next fall, when some reductions or readjustment on a lower basis are looked for in some quarters. Future revisions are, however, not generally quoted, as the market in hides is uncertain.

Snow Shovels Reduced

Toronto.

Reductions are quoted for fall delivery on some lines of snow shovels. The new prices are announced as follows:

SNOW SHOVELS — Long handle, per doz., $7.85; D. hanndle, $9.50; D. King or equal, $10.50.

Malleable Fittings Revised

Toronto.

General conditions with regard to pipe fittings are reported as unchanged. Price quotations remain steady with the exception of malleable fittings, where a slight revision is shown in classes B and C. Following are the current figures:

PIPE FITTINGS

Cast iron fittings	20%
Plugs, cast iron	27½%
Do., solid	10%
Do., countersunk	net
Bushings	30%
Unions, ¼-in. to 2-in.	40%
Do., ⅛ in., 2½ to 4 in.	35%
Flanged Unions	20%
Dart Unions, blk., ¼ to 2 in.	29%
Do., ⅛ in., 2½ to 4 in.	14%
Do., galvd., add to black	30%
Nipples, blk. and galvd., ⅛ to 4 in., close and short	40%
Do., 4½ in. and larger	30%
Do., long, ⅛ in. to 4 in.	50%
Do., 4½ in. and larger	40%
Do., running thread	20%
Couplings, 4-in. and under	20%

MALLEABLE FITTINGS

	Black.	Galvanized
Class A	0 60	0 75
Class B.	0 24	0 34
Class C	0 15	0 24

Oil Prices Lower

Toronto.

Reductions are announced in the current prices of Polarine oils and in the various grades of Gargoyle Mobiloil. The changes are due to the general market conditions prevailing, and follow on the recent declines in gasoline and coal oil. The quotation on Polarine has been reduced 25 cents per gallon and on Gargoyle Mobiloil from 15 to 25 cents on the different grades. The new figures will be found on the current market pages.

Electric Goods in Demand

Toronto.

A brisk demand for electric irons and electric toasters is now in evidence. Allied lines are also moving out well.

Eavetrough Prices Steady

Toronto.

The new discount quoted last week on conductor pipe and eavestrough still remains in effect. Except for the development of a more optimistic tone among dealers, there has been no apparent change. Industrial activity is looked for in some quarters with the advent of summer weather, and this is expected to create a slightly better demand for these products. The following are current prices:

TROUGH (Eave)

O. G., Square Bead and half round. Size in girth:

Per 100 ft.		Per 100 ft.	
8-in.	$15 90	15-in.	$28 80
10-in.	17 70	18-in.	36 50
12-in.	21 20		

Less 60 per cent.

PIPE (Conductor)

Plain, round of corrugated.

	Per 100 ft. in 10 ft. lengths.
2 in., in 10-ft. lengths, list	$18 40
3 in., in 10-ft. lengths, list	22 30
4 in., in 10-ft. lengths, list	29 60
5 in., in 10-ft. lengths, list	40 00
6 in., in 10-ft. lengths, list	49 00

Less 60 per cent.

CONDUCTOR ELBOWS—	
2 inch, list	$5 25
3 inch, list	6 00
4 inch, list	10 50
5 inch, list	24 00
6 inch, list	29 00

Less 55 per cent.

Barn Door Track Prices

Toronto.

The price of barn door tracks, 1¼-inch size, is announced as $10.85 per 100 feet.

Slight Change in Sheets

Toronto.

Galvanized sheets show a lower revision of prices on the 10¾-ounce and the 28 gauge. This is taken in some quarters as an indication of the market tendency, but can also be attributed to the keen competition in sheets and plates among dealers. Stocks are reported to be ample for present demands, and little fresh business is evident, the majority of orders being small. Current quotations are as follows:

PLATES

10 gauge	from $5 00 to $6 00
12 gauge	5 05 6 05
14 gauge	5 10 6 10
16 gauge	5 20 6 20

BLACK SHEETS

14 gauge	5 10 to 6 10
16 gauge	5 20 6 20
18-20 gauge	5 75 6 75
22-24 gauge	5 80 6 80
26 gauge	5 85 6 85
28 gauge	6 00 7 00

Prices shown are for full cases. An extra charge of from 25c per 00 lbs. is made for less than case lots. An extra 10c per 100 lbs. is also charged on sheets 36 in. wide.

GALVANIZED SHEETS

Premier and Apollo	
10¾ oz.	8 40 to 9 40
U. S. 28	8 00 9 00
U. S. 26	7 90 8 90
22 and 24	7 75 8 75
18 and 20	7 60 8 60
16	7 45 8 45
12 and 14	7 40 8 40

An extra 40c per 100 lbs. is charged for Keystone brand copper bearing sheets.

An extra is now charged on galvanized sheets, 10¾ oz. and 28 ga., when shipped out in sheets 3 feet wide. The extra charged over prices shown above is 20c per 100 pounds. Other gauges show no change for different widths.

Prices shown are for full cases. An extra charge of 25c per 100 lbs. is made for less than case lots.

Furnace Scoops Lower

Toronto.

Furnace scoops for fall delivery are now listed at $7.85 per dozen. This is a reduction compared with previous prices.

Waste Prices Unchanged

Toronto.

Prices on scrap remain nominally unchanged this week. No large amount of trading has been in evidence, but dealers evidently expect business to gradually develop. White metals were slightly more active, but no change in prices resulted.

Non-ferrous wastes have been practically at a standstill, but quotations have remained firm in view of the stronger tone in virgin metals. Following are prices for fair-sized quantities:

WASTE MATERIAL

No. 2 busheling	....	$13 00
Stove plate, per ton	18 00	19 00
Yellow brass	6 50	7 50
Red Brass	....	10 00
No. 1 machinery cast	22 50	23 50
Heavy melting steel	13 50	14 50
Heavy Copper	10 50	11 00
Scrap zinc	4 00	4 50
Light brass	4 00	4 50
R.Rd. wrought iron, No. 1, gr. ton	13 50	14 50
Scrap pipe	8 00	9 00
Heavy lead pipe	4 00	4 50
Old rubbers, boots and shoes	3 00	3 50
Overseas lumbermen's rub. boots	2 00	2 50
Auto tires	0 50	1 00
Tea lead	2 00	2 50
Solid tires	0 75	1 25
Tea lead	2 00	2 50

Ingot Tin Price Increases

Toronto.

Another advance of two cents per pound in the local price of tin, and a slight increase in the quotation on lead, are the chief features of the ingot metal markets this week. The price on copper is at present stationary, and it is reported that copper has many admirers, but few buyers are in evidence.

Germany is reported as seeking to adopt active measures to regain the prewar ascendancy in the non-ferrous metal markets of the world, which that country was automatically forced to concede to her opponents during the conflict; and Germany's plans for taking this step—particularly as regards zinc—are only delayed pending the final settlement of the reparations question.

TIN.—Activity in foreign markets, which followed the favorable outcome of the reparation negotiations, led to a further advance in the price of tin. This is reflected locally by another two-cent rise, the quotation now being 40½. Although the tone is stronger, local activity is reported to be quiet.

COPPER.—United States sources report that a strong tone prevails in the copper market. Prices still trend upward under an improved sentiment and strengthening conditions. The foreign situation is reported as decidedly better, with domestic consumers relaxing. Local indications are practically unchanged, with many admirers reported, but few actual buyers. Quotations remain at 18 cents.

LEAD.—The advance in the price of lead was not surprising nor unexpected, in view of the tight situation as regards supplies. Some of the foreign reports indicate that only 25 per cent. of the average mine capacity was in operation last month and a stronger demand has consequently developed. Local prices are now $6.75, an increase of 25 cents over last week's figures.

SPELTER.—The market has been dull and somewhat easier. Buying in spelter is reported to be very light, and local prices are unchanged at $7.50, which includes the slight increase quoted last week.

ANTIMONY.—Very little activity has been recorded in antimony and the quiet spell continues. Current prices were maintained at from 8 to 10 cents.

ALUMINUM.—A steady feeling has been evident in this market, but only small selling is reported. The price of 30 cents is still in effect locally.

London Markets

LONDON, May 19.—Several small reductions are in effect again this week, but prices on the bulk of staple hardware remain firm. Local reports show no further change in the price of turpentine, which remains at $1.15 per gal.; but quotations on linseed oil have again advanced 8 cents per gal. Prices are now 85c for raw, and 88c for boiled, on one to two barrel lots. Manila rope prices increased one cent per lb., with sisal rope and lath yarn showing an advance of half cent. Business continues to be good, with a steady demand for seasonable lines which should be stimulated with the arrival of warmer weather.

Linseed Oil Prices Show Increase

London, Ont.

The expected advance in the price of linseed oil referred to in last week's market quotations has materialized. The increase amounts to 8 cents per gallon, which brings the price of raw to 85 cents and the quotation on boiled to 88 cents for 1 to 2-barrel lots. The market is very firm, with a good demand in evidence. The new prices are as follows:

LINSEED OIL—	Raw	Boiled
1 to 2 barrels. Imp. gal.	0 85	0 88
3 to 5 barrels, Imp. gal.	0 84	0 87
6 to 9 barrels, Imp. gal.	0 82	0 85

Less barrels, add 15 cents per gal.
5 gal. jacketed cans, $1.25 each.

Rope Prices Advance

London, Ont.

Pure manilla and beaver manilla rope has advanced in price one cent. per pound. Sisal rope and lath yarn have also registered an increase of one-half cent per pound. Following are the new prices:

ROPE—Pure Manila, 25½c per base; Beaver Manila, 21c; New Zealand Hemp, 21c; Sisal, 18½c; Lath Yarn, 18½c.

London, Ont., May 19—All quotations on solder have been withdrawn and a sharp advance is expected immediately. New quotations will be issued next week.

Turpentine Prices Firm

London, Ont.

Turpentine continues to be in strong demand. The increased prices announced last week are still in effect, and the higher quotations do not appear to have restricted sales. Further increases are stated to be likely; but some authorities do not consider the higher figures to become permanent, but look forward to a gradual levelling of values in the future. Present prices are as follows:

TURPENTINE—	Per Imp. Gal.
1 barrel lots	1 15
2 to 4 barrel lots	1 14
5 gallon lots	1 30

White Lead in Demand

London, Ont.

An excellent sale for white lead in oil is reported locally. While not large in

proportion, orders are considered fairly numerous. The demand is seasonable, and well up to expectations. Following are the market quotations:

WHITE LEAD IN OIL

	Tons.	Less Tons.
Pure, per 100 lbs.	$14 95	15 30
Elephant, per 100 lbs.	15 45	15 80

Compression Bibbs Reduced

London, Ont.

A reduction of 5 per cent. is announced in the discount on compression bibbs, the new quotation being 37 per cent. off list.

Tack Discount Lower

London, Ont.

Tacks and capped goods are quoted on a lower range this week, the new discount being 70/15 per cent. off list.

Nail Demand Fair

London, Ont.

A gradual increase is developing in the quantity of orders for nails, but the demand has only reached fair proportions. The local quotation on wire nails is $4.65, base, and on cut nails $5.75, base.

Lower Prices On Shovels

London, Ont.

New summer prices are in effect for fall booking on snow shovels and furnace scoops; but the exact quotations have not yet been received. It is understood, however, that the reductions are very substantial.

Wire Screen Sales Good

London, Ont.

There is a good local demand for screen wire cloth. This seasonable line is selling at $3.50 per 100 square feet for the black painted wire screen.

Brisk Tool Demand

London, Ont.

Garden and harvest tools are reported to be experiencing a fairly good demand at present. The quotations remain unchanged at 50/10 per cent. less list.

Spades Selling Well

London, Ont.

Reports from local dealers indicate a brisk movement in sales of spades and shovels. These are quoted at list, less 35 per cent.

Seasonable Demand for Screen Doors

London, Ont.

The anticipated demand for screen doors and windows is now apparent, and merchants report stocks in these lines to be moving nicely. Following are the prevailing prices on doors of the Sanderson-Harold make:

SCREEN DOORS—

No. 1, grained only, per doz.	$23 25
No. 3, grained, filled and varnished, doz.,	38 00
No. 21, grained, filled and varn., doz.	35 00
No. 8, grained, filled and varn., doz.	41 00
No. 28, grained, filled and varn., doz.	42 00
No. 80, combination storm and screen	80 00

Door Hinges Active

London, Ont.

With the steady movement in screen doors, a corresponding increase in sales of screen door spring hinges is noticeable. Prices are as follows: No. 20 and No. 200, japanned, $2.50 dozen; No. 44, loose pin, $3 dozen.

Screen Door Catches in Good Demand

London, Ont.

Screen door catches are also in good demand, the present quotations being as follows: Superior, per dozen, $1.90; Mallory Marvel, per dozen, $1.80.

Ice Cream Dishers Selling Well

London, Ont.

It is noticeable that ice cream dishers are selling fairly well. The prices prevailing are as shown below: Nickel plated, automatic, $2.15 each; capacity, 16, 20 and 24 to quart.

Hammock Sales Fair

London, Ont.

There is a fairly good demand for hammocks, with prospects of activity in this line developing an increase with the advent of summer weather. Prices range from $30 to $125 per dozen.

Demand for Paris Green

London, Ont.

Booked orders on paris green have all been filled, and although repeat business has not yet started, this line is experiencing a fair demand. There has been no change in the following current quotations:

PARIS GREEN—1 lb. pkts., 50c per lb.; ½ lb. pkts, 52c; 25 lb. drums, 48c; 50 lb. drums, 46c; 100 lb. drums, 46c; 250 lb. kegs, 44½c.

Garden Hose Active

London, Ont.

A seasonable number of sales are evident in rubber lawn or garden hose. This is now quoted as follows:

RUBBER HOSE—3 ply, ½ in., 11½c ft., ⅝ in., 14c; ¾ in., 15½c. 4 ply, ½ in., 13c; ⅝ in., 16c; ¾ in., 17c. 5 ply, ½ in., 15c; ⅝ in., 17c; ¾ in., 19c.

Corrugated, ½ in., 19c per ft.; ⅝ in., 21½c; ¾ in., 25c.

Less 5% in 500 ft. reels corrugated.

Hose Fittings In Demand

London, Ont.

Corresponding with the brisk activity in rubber hose, a seasonable demand is evident for lawn hose fittings. Following are the current prices:

BRASS COUPLINGS—½ in., $2.65 doz.; ⅝ in., $3.00 doz.; ¾ in., $3.00; 1 in., $5.75.

GALVANIZED CLAMPS—½ in., 36c doz., ⅝ in., 48c; ¾ in., 48c; 1 in., 75c; 1¼ in., $1.40.

CAST MENDERS—½ in., 70c doz.; ¾ in., $1.

BRASS MENDERS—½ in., $1.15 doz.; ⅝ in., $1.15; ¾ in., $1.15.

BRASS NOZZLES—Canadian Gem, $9.00 doz.; American Gem, $13.00 doz.

Coaster Wagons Popular

London, Ont.

Auto wheel coaster wagons are selling well at this time. The quotations remain at list, less 35/10 per cent.

Roller Skates In Season

London, Ont.

The roller skating season is in full swing and local dealers report strong activity in this line. Prevailing prices are as follows:

ROLLER SKATES—No. 3, plain steel wheel, $1.60 pair; No. 5, ball bearing wheel, $3.65 pair.

Fair Sales in Clocks

London, Ont.

Fair sales are reported in alarm clocks, with present supplies more plentiful. There have been no changes shown in current prices, however, which remain as follows:

ALARM CLOCKS—Good Morning, $1.90 each; Lookout, $2.35; Sleepmeter, $2.50; Big Ben, $4.00; Baby Ben, $4.00.

Winnipeg Markets

WINNIPEG, May 19.—Hardware commodities for the most part have remained firm during the past week, and the few reductions made are only of a minor nature. The principal declines evident this week are on clay picks, which have dropped $2 per dozen, and a few lines of small tools, such as wrenches, screwdrivers, planes, and levels. Linseed oil has advanced 5 cents per gallon and it is expected that turpentine is also due for an advance.

Pipe and fittings remain steady at last week's prices. Rope is firm and unchanged. Paints and varnishes are moving well and sales in paint products have been very satisfactory. Business in general is only fair, and seasonable lines are reported as moving slowly during the past week, due to the bad weather.

Increase in Linseed Oil Prices

Winnipeg.

Linseed oil prices have been advanced 5 cents per gallon and are now quoted at $1.10 per gallon for raw and $1.13 for boiled in single barrels.

Turpentine Prices Unsteady

Winnipeg.

The price of turpentine remains the same as last week, but an advance is expected. The present price is $1.20 per gallon in barrel lots. Less than barrels 10 cents per gallon extra. Containers 25 cents per gallon extra.

Range Boilers Show No Change

Winnipeg.

No change is noted in quotations on range boilers. Sales are limited to small quantities. Following are the nominal prevailing prices:

RANGE BOILERS—30 gallon, $13; 35 gallon, $15; 40 gallon, $17; 52 gallon, $24; 66 gallon, $32; 82 gallon, $40; 100 gallon, $50; 120 gallon, $60.

Clay Picks Reduced

Winnipeg.

Prices have been reduced on clay picks and following are this week's quotations: 5 to 6 pounds, $10.25 per dozen; 6 to 7 pounds, $11.25 per dozen; 7 to 8 pounds, $12.25 per dozen.

Tack Prices Lower

Winnipeg.

Prices on tacks have been reduced 5 per cent. with the exception of double pointed tacks, which have been advanced. Following are this week's quotations:

TACKS—Wire, 72½% off; Bill Posters, 72½%; Cut, 72½%; Upholstering, 72½%; Carpet, 72½%; Double Pointed, 60%; Cheese Box, 72½%; Gimp, 72½%; Lining, 72½%.

Zinc Prices Reduced

Winnipeg.

Prices on perforated zinc have been reduced and quotations are as follows: 1-64 inch, 35 cents per square foot; 1-32 inch, 35 cents per square foot; 1-16 inch and larger, 25 cents per square foot.

Rope Sales Disappointing

Winnipeg.

Booked orders for rope this year have been very disappointing, but the sorting up demand is now more favorable. There is a better feeling in the rope markets now than there was during the earlier part of the year, with a firmer tendency on the outside markets. Binder twine is held unchanged at quotations given in March. For prevailing Western prices see the current weekly market pages.

Carriage Clamps Decline

Winnipeg.

Reductions are announced this week on carriage makers' clamps, and quotations are now as follows:

CARRIAGE CLAMPS—4 in. opening, $13.20 per doz.; 5 in. opening, $16.80; 6 in. opening, $21.60; 8 in. opening, $33.60.

Reduction in Clout Nails

Winnipeg.

The price of clout nails has been lowered and they are approximately 5 per cent. lower. The discount quoted this week is 72½ per cent. off list.

Machinists' Hammers Reduced

Winnipeg.

Included among the minor hardware price reductions this week are quotations on Maydole machinist hammers. Following are the new prices:

MAYDOLE, MACHINISTS'—No. 71, $24.25 per doz.; No. 72, $22; No. 74, $18.85; No. 76, $16.

Change in Farriers' Pincers

Winnipeg.

Prices on Hellers' farriers' pincers show a lower range, and following are the new quotations: 12 inch, 40 per cent. advance; 14 inch, 40 per cent. advance.

Pittsburgh Markets

PITTSBURGH, May 19.—In reviewing production of steel ingots in the United States during last month, some illuminating figures are observed. Although the average operation in April was only around 30 per cent. of capacity, comparison with pre-war estimates gives a much more favorable impression. This is especially so when figures for the year 1902 are unearthed and marshalled alongside present production.

PITTSBURGH, May 19.—Production of steel ingots in the United States in April, as may be estimated somewhat closely from the partial report of production issued by the American Iron and Steel Institute, was at the rate of about 16,000,000 gross tons a year, or between 30 and 31 per cent. of the capacity, which is approximately 52,500,000 tons a year. The independents averaged an operation of 22 or 23 per cent. and the Steel Corporation ran at between 40 and 41 per cent. Production at the present time is if anything a shade lower than the average of April, perhaps 20 per cent. by the independents and 37 or 38 per cent. by the Steel Corporation, or between 27 and 28 per cent. for the industry as a whole, say 14,500,000 or 15,000,000 tons a year.

It seems like an extremely small production for the industry to be running at 30 per cent. of capacity or less, but in actual tonnage the comparison is somewhat different. Taking the output at 15,000,000 tons a year, two comparisons can be made. By far the heaviest tonnage years before the war were 1912 and 1913, each year showing an output just a shade above 30,000,000 tons, and 15,000,000 tons is one-half that. Again, in 1902 there was what was considered an extremely heavy demand for steel. Everybody was buying. The railroads were buying cars, locomotives and rails very freely, large bridges and buildings were being erected and there was much activity in all classes of machinery. Practically every ton of steel was made that could be made, and the output was only about 14,500,000 tons. Yet the steel industry of 1902 was regarded as a very big thing.

To consider the matter in another way, the production of steel is large considering that nearly all business is stagnant, while some consumers, and perhaps quite a large proportion, are drawing upon stocks previously accumulated, and are consuming more steel than is being produced. At 15,000,000 gross tons of ingots a year the production of finished rolled steel is close to 250,000 net tons a week, and that looks like a great deal of steel if one tries to pick out the lines in which it is being consumed. Yet this amount of steel, and probably more, is being consumed from week to week.

Steel Prices

The equalization of steel prices as between the Steel Corporation and the independents, by the independents advancing their prices on most products and the Steel Corporation reducing its prices, was completed by April 15, and the question since then has been whether the new prices would hold, or for how long. The real test would hardly come at the outset, since while the independents were withdrawing their previous low prices they allowed buyers to cover for as much as they wished, provided they would supply actual shipping orders. By this means all the loose business in sight was gathered up, and for two or three weeks afterwards there were reports of fresh bookings being taken at the old prices on the basis—or subterfuge—that the old price had been kept open. Naturally there has been little new business in the market in the past fortnight, and so the new prices have not had much of a test. The buying in no case ran beyond May, and thus it is necessary now both for the mills to effect some more sales and for consumers to buy some more material. The real test of prices is now to be made, and it will be seen whether the independents will shade prices as they began doing in February. As the summer is always considered a dull period, it is thought that if prices hold to the middle of June they will stand unchanged through the summer.

Of course it is well understood that the present steel prices cannot be expected to last indefinitely. If there were a full demand for steel, or even a demand to engage 75 per cent. of the steel making capacity, the mills would be quite willing to sell at lower prices, and competition would cause them to do so, whether willingly or not. When demand is so light operating costs are very high and there is no real profit even in the present prices. The mills are convinced that lower prices would not make greater demand at this time. When buyers show that they would buy more freely if prices were lower the mills will meet them half way or more than half way.

While pig iron is declining, it is declining very slowly, and cannot be far from bottom for the next few months. Later, of course, there may be such reductions in the freight cost of assembling raw materials as to bring about a further decline. Pig iron can hardly get to $20 with present freights and wage rates, which make a big difference. Just before the war basic iron sold at $12.25, that being considered a very low price. On the other hand, at the top last August foundry iron was $50, valley, and Bessemer and basic $48.50. Striking an average of all the important pig iron districts, the market declined about $5 a month during the last three months of last year, about $3 a month during the first three months of this year and about $1.50 in the month of April, while since the beginning of this month the average has gone down only about 50 cents.

Connellsville coke has weakened somewhat further. No sales of furnace coke to blast furnaces are reported, but what has been called standard furnace coke has sold to other consumers at $3.25. The market may be quoted easy at $3.25 to $3.50. As to foundry coke, it has lately been quotable at $5 to $5.50, there being ordinary brands available at $5, while one favorite brand has been $5.25, selling in a limited way, and two at $5.50, selling in a very limited way, but in the past few days it appears some standard coke, though not perhaps of the best quality, has sold at $4.75 or possibly even $4.50.

Gradual Reduction in Hardware Prices

Readjustment of Prices Should Constitute Forerunner of Recovery to Normal Trade Conditions—Summary of Items Showing Decline During Recent Months—More Optimistic Viewpoint Developing.

IN reviewing the market situation on hardware commodities, the outstanding feature is the gradual but continuous decline to a more even scale of prices which has been taking place during the past few months. This tendency to reduce is not an indication that the hardware trade is due to suffer from a depression, but rather that the lowest depths are being gradually reached and that the subsequent readjustment of prices will bring with it a recovery to normal conditions.

The circle which operated when prices and wages were both constantly advancing is now being exactly reversed. But the revision is noticeably slower, with the reaction of each movement circling in an ever widening eddy of effect. Thus the curtailed purchasing power of the consumer sychronized with the height of those difficulties which confronted both the manufacturer and the merchant.

Buying With Great Care

The recovery is expected to be gradual because the greatest caution is being used in purchasing. Orders are coming in but naturally the orders are not in the same bulk as previously. Smaller quantities are being requisitioned and very few of them are for stock, as purchases generally are only being made for immediate requirements.

The turn in the road is thought to have been reached in many lines, and as the cost of production is being lessened, the corresponding reduction in prices becomes slowly evident. It is here that the viewpoint of the retailer and that of the manufacturer differ. The retailer is only purchasing according to the consumer's needs, but the manufacturer is supplying from stock. These stocks were made when the cost of raw material was high, and it is because the factories cannot afford to make or produce merely for stock alone that they have been working on short time.

Surplus Stocks Reduced

The retailer is also in the possession of stocks which he acquired when rates were on the rise. At that time, it was difficult for the retailer to get his needs supplied. When he ordered, there was no guarantee for delivery, and as a consequence he became anxious to obtain anything in the line of stock for which he thought there might develop a reasonable call. But conditions changed; people suddenly became critical with regard to prices; and adopted a waiting policy. The artificial position which the trade has experienced was the result, and not until stocks held alike by the retailer and manufacturer are either liquidated or shrink considerably, can there be anything suggesting the old time activity.

Practically every branch of the hardware trade has seen depression, but now that surplus stocks are being reduced and others can generally be secured at more reasonable prices, an even flow of orders should gradually develop in the future.

Optimism Developing

One healthy sign in this respect is the optimistic viewpoint returning throughout the trade. Overhead charges have mostly been reduced and this should bring a material improvement in every phase of the situation. These facts, coupled with a fairly good demand for seasonable articles, have recently placed the hardware trade upon a more satisfactory basis.

The primary markets have naturally been prominent when related to production costs, and declines in these markets have been felt in many hardware lines. Some marked changes to a lower basis have been noted recently, and the list of those articles which have been reduced since the beginning of the year would indeed be lengthy. Chief among them are ingot metals; cordage and cotton goods; fuel and lubricating oils; solders, lead products and pipe fittings.

Items Recently Reduced

Other items that have been marked down within the past few months are: building papers and roofings; galvanized sheets; corrugated sheets; conductor pipe and eavestrough; tubing; axle and cup grease; Canada plate; waste materials; leather and harness parts; some lines of woodenware; a large variety of tools, including garden, farriers, carpenters' and pipefitters' specialties; standard compression work; wood handles; galvanized ware, including pails, tubs and cans; ammunition; rule and level goods; range boilers and valves; vacuum bottles and garden hose; carpet sweepers and wheelbarrows, glass butter churns; lantern globes and lamp chimneys, candle wick and oakum.

Declines are also shown on hot water boilers and radiators; smaller styles of pumps; carriage hardware; Paris green; sash weights, and meat choppers; soldering coppers and copper rivets; rubber and canvas belting; wire; shelf brackets; butts and staples; strap and tee hinges; nails, bolts, screws and rivets; nuts and jack chain, capped goods and tacks; night latches and padlocks; barrel churns and washers. Ready-mixed paints; white lead in oil, and putty, are now marketed on lower levels.

Basis of Price Comparisons

While linseed oil, turpentine, and window glass are on the upward trend, yet these products had previously experienced some solid price cuts. The rope market is showing a firmer tone; and in addition to these items, three others have recorded increases this year, namely:—Arsenate of lead, common sad-irons, and veneered chair seats. Some metals have lately shown signs of higher quotations, among them lead, copper and tin.

When business is satisfactory and dealers are hoping for some signs of improvement, it is generally claimed that merchants must have, or develop, confidence. This does not mean that they shall arbitrarily change their minds and become confident in immediate conditions, or that those conditions will suddenly assume normal proportions. It only implies that abnormal conditions cannot remain permanently, and that merchants are therefore justified in having confidence of future betterment.

One reassuring fact in this direction is that the gradual decline of prices forces the comparison of present quotations with their pre-war levels. This is a fundamental necessity for any readjustment plane. There was a time when pre-war comparisons were considered as absurd, but that sensitiveness has largely disappeared. It is now recognized that there must exist some standard of comparison; and furthermore, that there is no other method available. The reference is being made simply for comparative purposes, and as a basis or guide to justifiable valuations.

None Working—No Strike

One of the most remarkable statements made in connection with the May Day strikes, or rather the lack of them, was by one union official who stated that owing to the large number of their men who were out of work there would be no strike.

In other words, had things been going on as usual and had their members been making a decent living, instead of nothing, they would have staged a strike.

But now that they had very few members at work the strike had been passed up for this year.

It would seem, then, that the proper way to avoid strikes is to have plenty of unemployment.

Helps for the "Save the Surface" Dep't

How Definite Application May Be Made of Preservative Value of Paint, Varnish, Etc.—Keeping in Touch With Prospects—Staff Conferences Bring Out Good Suggestions—Where the Banker Comes in—Reaching the Farmer Between Seeding and Harvest

THE surface of the shingles on the roof must be preserved or the whole house will be ruined. Shingles perform a distinct service to the property owner and provide a good possibility for business for the hardware merchant selling shingle stains. Just at this time of year when summer homes are being reopened for the season is a good time to point out to customers the value of applying shingle stain to the exposed parts of the roofing. The preservative service of shingle stains relative to their cost greatly exceeds their decorative value and places them among the forefront protective lines of the trade.

Both in service and makeup, shingle stains are primarily a preservative medium. The largest single element in their makeup is creosote oil, with sufficient coloring pigment to give the desired shade. They can never replace paints but shingle stains possess greater penetrating power and sink deeper into the pores of the wood, killing the destructive fungi that destroy wood cells.

THE FARMER AND "SAVE THE SURFACE"

Upwards of two-thirds of the hardware and paint business in Canada is directly or indirectly dependent upon farm trade. The farmer has recently become more businesslike in the administration of his business and is therefore in a better position to appreciate the value of paint. In between seeding time and harvest the merchant has a good opportunity to approach the farmer and point out the economy of painting buildings and implements in the interests of longer service. With a realization that his farm buildings are an investment from which the maximum interest earning capacity should be earned, paint as a preservative and as a means of prolonging that earning capacity should appeal to him as one of the necessities for proper upkeep and the reduction of overhead charges over a term of years.

"SAVING THE SURFACE" OF THE FLOORS

A floor paint week can be arranged to good advantage about this time of year. The winter months are over and the rainy season is about at an end so that floors can now be attended to knowing that their new finish will be preserved for some months. The wearing qualities of floor finishes is the big point to demonstrate. A show card can be used to show how many thousands of times boot heels beat up a floor section of flooring. This section can be finished with your floor varnish or paint and on it place a number of worn-out boots well down at the heel. On a card below this section place a caption to the effect that your floor finishes will outwear the shoes that try to wear them out.

Getting action into the display a roller skate with a 50-pound weight can be pulled forward and backward over a section of flooring by a motor attached to a wheel. The time when the motor was set in motion can be stated and the number of trips per minute up and down can be outlined. The wearing qualities of good floor finishes can be demonstrated in this way and the action always draws a crowd.

WIDENING THE FIELD OF "SAVE THE SURFACE"

In considering the field for paint sales it is wise for the merchant to get in the habit of thinking in large quantities. In merchandising to-day it has become necessary to think in bigger numbers, with bigger ideas, with broader viewpoints and with deeper comprehension of what possibilities exist about us. In this connection the paint dealer should remember that he is selling ideas about goods rather than the goods. First the prospect must be sold the ideas that will make him realize he needs the goods. Secondly he must be sold the ideas of possession. Therefore the prospect should be led to a realization that the value of paints and varnishes rests entirely in the service rendered rather than the actual cost of the goods. The salesman should endeavor to bring about a conviction that paints and varnishes are needed for preservation and protection. When this has been done 85 per cent. of the sale has been made.

OUTSIDE WORK IN INTERESTS OF "SAVE THE SURFACE"

The hardware merchant need not be tied down to the counter of his paint department in order to make sales. On the other hand larger business will result if he goes to his prospects in person and points out where they can use paints, varnishes, etc., to good advantage. The merchant has plenty of convincing arguments for paint and it is therefore a question of getting it to the prospect. The delivery boy in a certain hardware store turned into definite orders the casual inquiries made of him by customers while on his rounds. Many of these inquiries were for paints, varnishes and specialties for finishing household articles. The boy secured a knowledge of the line required, method of application, etc., and subsequently proved his worth in boosting the store sales. The store work should not be neglected but there is much of the store routine which can be attended to by junior clerks while the merchant can establish better connections with his prospects.

STAFF CONFERENCES HELP "SAVE THE SURFACE" DEPARTMENT

The plan of holding conferences of the sales staff at least once a week is a good one for bringing out valuable suggestions which can be put to good use. Every department of the business can be taken up, of course, but the paint department will find a good share of attention. Occasionally a representative of some firm will be found to give some information to these gatherings which will be helpful. The hardware merchant can watch for all information which would be helpful in paint selling and pass it on to the staff at these conferences. Tests can be made and a general discussion held. Salesmen can present problems which confront them and suggestions can be made for the improvement of the department and the efficiency of the selling methods. Much information is to be had concerning the use and application of various paints, varnishes, etc., and conferences are a good means of extending valuable pointers on this subject to all members of the staff.

BANKERS AND "SAVE THE SURFACE"

After all there is some connection between high finance and paint. The banker in any town can give the merchant some interesting cases of where on the one hand a farmer who has kept his buildings well painted and preserved can raise a loan on them where the farmer who neglects such preservation has difficulty raising money. The latter is not only an indication that the farmer fails to realize the value of his property but it indicates a negligence which might well be found in other branches of his business and the bank cannot afford to take such questionable security. A banker recently made the statement "as a man is so are his buildings, his farm and the general conduct of his business affairs." Bankers, too, are often consulted by prospective purchasers of farms. All other things being equal which of the two farms described would the banker recommend?

What Hardware Merchants Say
In Their PAINT ADS

FOLLOWING are some excerpts from recent advertisements used by Hardware merchants in local newspapers, indicating how definite arguments for the use of paint and varnish are being advanced:—

"HOME PRESERVATION. May month is paint month. Save the Surface and you save all," is the heading on a recent ad by O. B. Henry & Co., Drayton, Ont., which states:—"We carry the products for every surface and for every purpose guaranteed to best fulfil the use for which it is made. Pure house paint for interior and exterior, all colors. Floor paint inside and outside, all colors."

* * *

"CLEAN UP," says an ad by W. H. Wilson Co., Ltd., hardware, Peace River, Alta., which continues:—"The travelling public acknowledge that Peace River has the best type of citizens of any town in Northern Canada. Let us get the name of being the cleanest town in the north. You can do it. We have all the tools at the right prices."

* * *

"GOOD PAINT AND VARNISH WILL 'SAVE THE SURFACE' INSIDE OR OUT."—Heading on paint ad by Ashdowns, Calgary, Alta.

* * *

"ASK QUESTIONS," states an ad by Manitoba Hardware and Lumber Co., Ltd., Virden, Man., continuing:—"We have been selling paints and varnishes for a great many years and experience has taught us that you cannot be too careful in your selection of material for painting or varnishing. Remember it takes just as long to put on the wrong article as to put on the right one, so it would be wise to ask questions about anything you want to do over. We will gladly give you the benefit of our long experience in this line."

* * *

"THERE IS SO MUCH CONTROVERSY—about which is the best to use that it is hard for anyone not a paint expert to arrive at a decision. Here it is in a nutshell:—

"Cheap mixed paint is a poor buy—it's cheap, it's shoddy, it won't wear or give satisfaction. So it isn't worth considering.

"Hand-mixed lead and oil is good as far as it goes, but it is impossible for anyone with a paddle and bucket and working by rule of thumb to make as good a paint as that which is worked out on a strictly scientific formula and mixed and ground by powerful machinery."—Owen & Birmingham, Campbellford, N. S.

* * *

"EVERY MONTH BRINGS A NEED FOR PAINT," says an ad by Emerson & Fisher, Ltd., St. John, N.B., continuing:—"Those who think painting is governed by seasons are far behind the times. True, some exterior painting must be done in dry weather, but the big bulk of interior painting and varnishing can be done any time—just when you have the time or can get the painter. There is a special paint or varnish for every job—our line is complete."

Under the heading "Say Folks" an ad by Mills Hardware Co., Hamilton, Ont., dealing with paints and varnishes, says: "Is your home ageing? Is the surface coating wearing away and giving rot and rust a chance to get in its destructive work? When you think that a painted or varnished surface will successfully stand exposure to sun, rain, snow or wear, surely the absolute necessity for keeping the surface protected is apparent. 'Save the Surface and you save all' is the most common sense idea in the world."

* * *

"IT IS YEARS SINCE PAINT, white lead, oil and turpentine have been so cheap. They are about back to pre-war prices," says an ad by Sumner Co., Ltd., Moncton, N.B., continuing:—"If you have put off painting up your property on account of the high price of material, you can do it this spring at a figure lower than you had ever expected to again be able to. All the popular shades mixed ready to put on. Save the surface and you save all."

* * *

"THE PAINT FOR THE PURPOSE WILL SAVE THE SURFACE," says an ad by Crawford & Son, Shelburne, Ont., continuing:—"It is true economy to use a paint or varnish of known merit and property owners everywhere have learned by experience that ——— products are thoroughly dependable. Before purchasing get our prices. ———paint covers 425 feet (2 coats) per gallon."

* * *

"FOLLOW NATURE'S EXAMPLE," says an ad by Turnbull & Cutliffe, Ltd., Brantford, Ont., which continues:—"Paint is to the house as bark is to the tree 'Save the Surface and you save all.' We carry a complete stock of colors. Ask to see them."

* * *

"HALT THERE, MR. FARMER—Just look and see if your house, barn or silos do not need a fresh coat of paint. Also take a look at your machinery, implements and wagons. Prepare to paint them now and you will find you never spent money with more gratifying results and you will also be better able to obtain insurance on them."

* * *

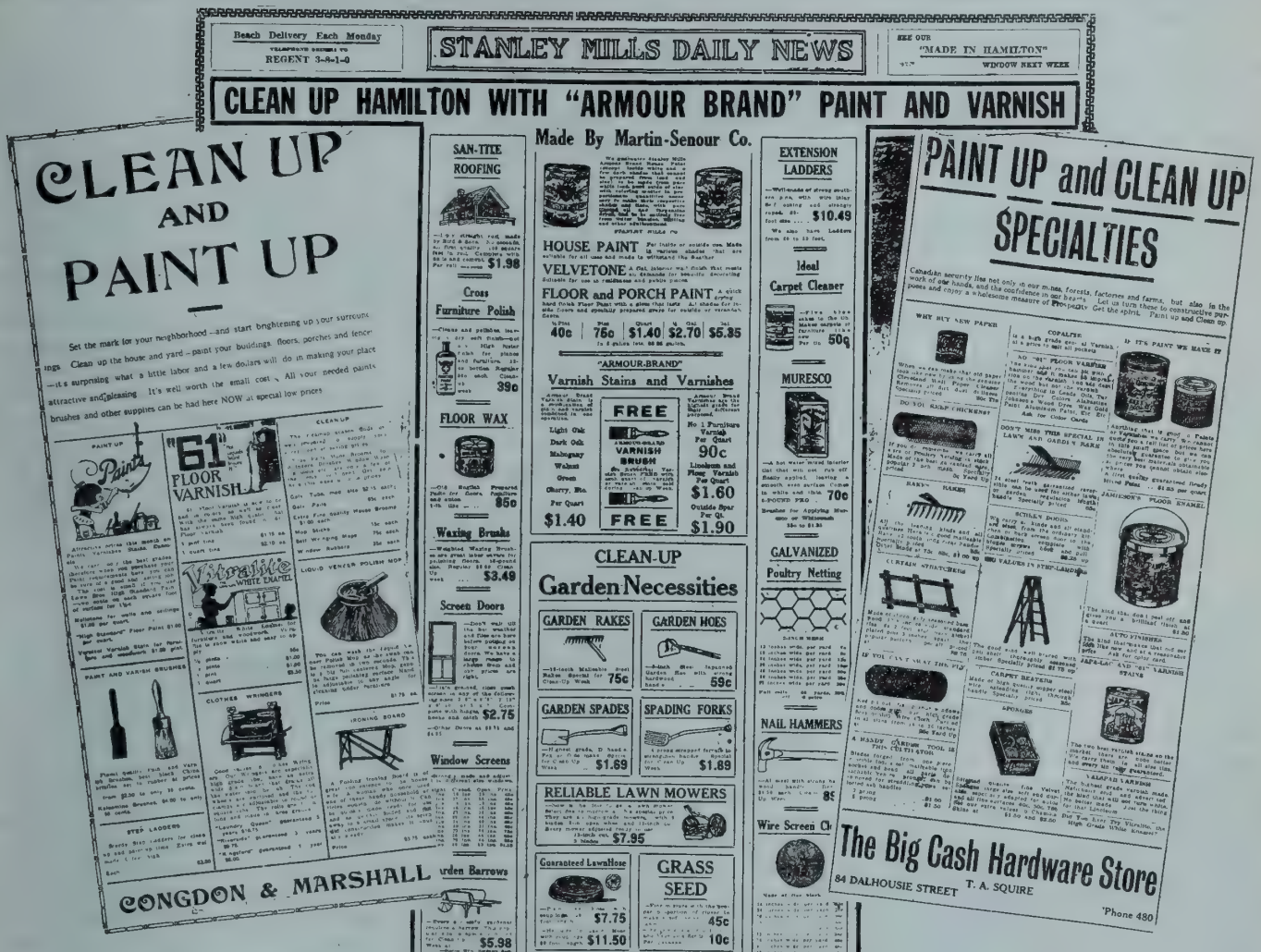
"AND NOW, MR. TOWNSMAN. What about your house, barn, garage, fence, etc? As there has been very little painting done during the past four years some of them must need paint badly. If you don't do it you will need to renew the woodwork also, and you know what that will cost."—Collingwood Hardware Co., Collingwood, Ont.

* * *

"PROTECT YOUR HOME," says an ad by Hendershot Hardware, Mt. Forest, Ont., continuing:—"What clothing is to men, paint is to property. Unprotected houses and barns, wagons and machinery cannot resist exposure to sun, wind, frost and rain. Rust and decay cost more than paint and varnish—that's why the use of good paint is wise economy."

"Clean Up, Paint Up" Sentiment Extends

From St. John to Vancouver Hardware Merchants Find Local Sentiment Aroused by Clean Up, Paint Up Campaigns to Help Trade in Paints, Varnishes, Etc.—Vancouver Clean Up Adds $500,000 to Value of Property—Winnipeg Mayor Emphasizes Paint Value



HARDWARE merchants in Canadian cities extending from St. John, N.B., to Vancouver, B.C., are reported by representatives of Hardware and Metal to be taking advantage of local sentiment aroused by the Clean Up, Paint Up Campaign. Some of the plans being worked out by these merchants and samples of their advertising are shown herewith.

W. H. McBride, manager of Messrs. W. H. Thorne & Co., Ltd., paint and glass department, St. John, N.B., in an interview with Hardware and Metal, stated that the paint and clean up advertising campaign, carried on for the last few weeks by St. John hardware merchants, was bringing forth very satisfactory results. Mr. McBride stated that they were selling a large amount of paint to householders, who had evidently decided to follow out the advice of the advertisements, urging the public to paint up. Although the St. John painters have few big jobs ahead of them, they are getting all the work they can handle in the way of small jobs from property owners and householders. It is impossible to get a painter in less than ten or fourteen days from the time of placing the order. Two or three of the city-owned buildings are to be painted this year, and contracts have already been awarded. More newspaper and window advertising of paints and varnishes has been done in St. John this year than on any former occasion. Windows have been trimmed by merchants, and also large space has been used in the local papers, coupling up with the national advertising.

* * *

A Clean Up, Paint Up week was recently held in Hamilton, Ont., and good results are reported by hardware merchants. In the ads. shown in this article will be seen one by Stanley Mills Co., Hamilton, Ont., under the heading, "Clean up Hamilton with—paint and varnish." This ad. lists house paints, floor and porch paints, varnish stains and varnishes. Furniture polishes, floor wax, wall finishes, etc., are also linked up. For the clean up part of the campaign garden tools are featured.

Where Canadian Security Lies

T. A. Squire, Brantford, Ont., is another hardware merchant who links up his advertising with the clean up sentiment. In the ad. shown, Mr. Squire emphasizes the fact that Canadian security lies not only in our mines, forests, factories and farms, but also in the work of our hands and the confidence in our hearts. "Let us turn these to constructive purposes and enjoy a wholesome measure of prosperity. Get the spirit. Paint up and clean up."

Under this heading paints and varnishes are featured along with garden tools, wallpaper cleaner, curtain stretchers, screens, step ladders, sponges, etc.

Set the Mark For Your Neighborhood

Appealing to the pride of local people, the ad. by Congdon & Marshall, Dunnville, Ont., calls upon readers to "set the mark for your neighborhood—and start brightening up your surroundings. Clean up the house and yard—paint your buildings, floors, porches and fences——it's surprising what a little labor and a few dollars will do in making your place attractive and pleasing. It's well worth the small cost. All your needed paints, brushes and other supplies can be had here now at special prices."

In this ad. it will be noted that brushes are linked up prominently with the sale of paint and varnish. Clothes wringers, ironing boards, floor mops, brooms, window rubbers, etc., are other seasonable lines linked up with the campaign.

In the West the campaign is also being linked up with by hardware merchants: W. H. Wilson Co., Ltd., Peace River, Alta., advertises under the heading, "Clean Up," as follows: "The travelling public acknowledge that Peace River has the best type of citizens of any town in Northern Canada. Let us get the name of being the cleanest town of the North. You can do it. We have all the tools at the right price."

Calgary Organizes Campaign

A special campaign lasting three weeks was held in Calgary, Alta., with the slogan, "Clean Up and Paint Up." A special campaign committee was composed of members from every organization in the city. An advertising committee was formed to unify the advertising appeal of all merchants. Much publicity was given the campaign, it being pointed out that during the coming summer a large host of visitors will visit the city and many conventions will be held there, and that the good name of the city must be upheld by cleaning up all vestige of neglect. It was pointed out that after investigation it was found that old sheds fences, outbuildings and many houses in the city were in good repair, but grievously in need of a coat of paint that could be easily applied, in many cases by the owner. It was pointed out that nothing makes a city look more shabby or "down at the heel" than an absence of that freshening touch of new paint.

"Let clean up and paint up be the slogan of every citizen. A very little personal attention on the part of everybody who lives in the city will accomplish wonders in three weeks, and cause a heavy burden to fall on none," was the statement made in the publicity campaign.

Big Increase in Value

"More than $500,000 has been added to property values in Vancouver as result of 'Clean Up' week, according to estimates carefully prepared," states a report to Hardware and Metal from Vancouver. "In one case," it continues, "it was discovered that a Vancouver man who had unsuccessfully held his home for sale at $2,700 for several months easily disposed of the property for $3,000 after he had beautified the lot by setting out shrubbery, had painted the house and improved the interior by tinting.

"Spick and span exteriors to-day greet the visitors to hundreds of Vancouver homes, where last week saw drab walls with peeling paint surfaces."

The secretary of the Citizens' Committee in charge of the campaign stated that the event was not a spasmodic attempt to make a few dabs with paint brush, but the effects on the welfare of the city are permanent. "To the children of to-day," he stated, "'clean up week' and its training will last far into the future and they will accept the annual repair and brightening of homes as something that is an integral part of their lives."

1½% SALES TAX ON WHITE LEAD AND PUTTY

Invoices for white lead and putty will show only the 1½ per cent. sales tax, whether purchased from the corroder who manufactures or the paint manufacturer who jobs these two products. The matter was taken up by the Lead Grinders' Association, and through the secretary all firms were notified as above.

Winnipeg Mayor Urges Use of Paint

In connection with activities to stimulate the use of paint in Winnipeg Mayor Parnell made an inspection of the city and subsequently made a statement emphasizing the necessity of a paint-up campaign to preserve present buildings and beautify the city. He stated that he was struck with the number of buildings depreciating through lack of paint and added: "A campaign of painting would add to the life of buildings in all parts of the city and would beautify the city."

Such a statement from so prominent an official would, perhaps, cause many citizens to ponder the real value of painting in such a way as would not be the case were someone of lesser importance to give such advice.

Brockville Believes in Paint

Referring to the necessity for a local Clean Up and Paint Up campaign, the Brockville Recorder and Times, Brockville, Ont., says editorially: "Paint and varnish are mighty fine things for woodwork, steel and other exposed surfaces, but who would think of painting a dirty surface. Cleanliness is absolutely necessary before paint can be properly applied, therefore the cleaning operation comes first, after which 'paintliness' insures continued cleanliness."

Fire at Imperial Varnish & Color Co. Plant

The advantages of fire drill in preparation for any emergency were fully demonstrated recently at the Toronto plant of the Imperial Varnish & Color Company. Early this week the tar-filling shed at the company's works, Morse Place, suddenly caught fire, and for a while the blaze threatened the surrounding buildings.

The serious proportions of the conflagration were, however, considerably mitigated by the prompt and efficient action of the employees, whose organization and effort resulted in having the fire well under control before the arrival of the city fire brigade. By having fire hose on the premises, and a fair volume of water pressure, the extent of the damage was confined to the shed itself, which was, of course, totally destroyed.

Fortunately no casualties occurred; and the elimination of further damage is attributed to the resourcefulness of the firm in anticipating danger of this nature, and preparing their organization to cope with a situation of this nature. H. E. Mihill, of the sales promotion department, took an outstanding part in directing efforts to save the surrounding property.

Annual Meeting of the Glidden Company

At the annual meeting of the Glidden Co., held at the offices of the company, Cleveland, the following directors were elected: J. R. Nutt, the Union Trust Co.; Otto Miller, Hayden, Miller & Co.; F. K. Glidden, Lakewood, Ohio; E. R. Tinker, Chase National Bank; R. W. Levenhagen, the Glidden Co.; H. R. Hamilton, Nubian Paint and Varnish Co.; P. L. F. Elting, Adams & Elting Co.; O. A. Hasse, A. Wilhelm Co.; R. H. Horsburgh, the Glidden Co; S. H. Moore, Chisholm & Moore Mfg. Co.; S. C. Schorndorfer, the Glidden Co.; Adrian D. Joyce, the Glidden Co.

Following the stockholders' meeting the Board of Directors met and elected Adrian D. Joyce president, O. A. Hasse, Otto Miller and R. W. Levenhagen, vice-presidents, and R. H. Horsburgh secretary and treasurer.

Prizes Awarded by Simonds Saw Mfg. Company.

Prizes offered by Alvan T. Simonds, president of the Simonds Saw Manufacturing Company, Fitchburg, Mass., to encourage the study of economics in high schools and normal schools, of $1,000 and $500 for the two best essays on the subject, "'Present Economic Conditions and the Teachings of Adam Smith in the 'Wealth of Nations,'" were both awarded to U. S. contestants. Essays are said to have been submitted from every section of the United States and from Canada.

GLIDDEN

Sell the Genuine

Jap-a-lac has become a household word in homes throughout the Dominion. The excellent results it has given year after year have established for it an enviable position among household finishes.

There is only one Jap-a-lac and that is Glidden Jap-a-lac. The universal demand for this product has brought many imitations on the market. To be sure of a satisfactory result you must sell genuine Jap-a-lac. Its absolute reliability has been firmly established and has created for it a steady demand.

There's a Jap-a-lac finish for every household need. It comes in all the staple colors and finishes. It answers any of the numerous home requirements. Stock up now and take advantage of the unlimited possibilities Jap-a-lac offers.

THE GLIDDEN COMPANY, Limited
Toronto, Ont.
Branches: Montreal and Winnipeg



If interested tear out this page and place with letters to be answered.

Weekly Paint Markets

Montreal

MONTREAL, May 19. — While linseed oil and turpentine have featured the paint markets in recent weeks they are both reported as unchanged in price this week, although remaining very firm. Last week some houses reported that they had withdrawn their quotations on turpentine, but this week finds them again in the market and $1.20 seems to be the ruling price; linseed oil is holding at 84c for raw in one barrel lots, while a few are still retaining the price at 82c.

Shellac features the quotations this week with an advance of 25c a gallon for both white and orange in quantities and one gallon jugs. While the shellac market is much more settled than it was a few weeks previous, there is still a range in quotations in that some wholesalers have advanced their prices more than others. This is due to the fact that they have purchased new supplies at the higher prices that gum shellac has now reached, their stocks having been almost totally depleted. White lead in oil and putty are unchanged this week, but continue much firmer than a few weeks ago, due to the continued strength of linseed oil; and in the case of white lead, pig lead continues to advance in the primary market.

Paint and varnish manufacturers are very busy, due to the seasonable demands for their lines. Painting in the outside country is said to be very extensive this year and the fact that dealers have held off in their buying until now, when the busy season is on, stimulates trading to a great extent. Prices on all lines of paints, paint specialties and varnishes are holding unchanged and will in all probability continue to do so until the busy season is well over at least.

Linseed Oil Very Firm

Montreal.

Quotations on linseed oil remain unchanged generally this week. A range in prices is still shown, but the lower prices have been raised 2 cents a gallon; the sources of these lower prices having raised their quotations following the continued firmness of the seed market and the further advances expected, thus bringing oil prices once again on the same basis from all quarters.

The flaxseed market, both domestic and in Argentina continues strong, with advances from both fields made during the past week. This is said to be the result of foreign orders coming to hand, and heavy purchases were made both in Canada and the Argentine Republic.

While quotations are unchanged this week higher levels are expected at any time, the continued firmness warranting another slight advance. The latest quotations are the following:

LINSEED OIL—	Raw		Boiled	
1 to 2 barrels ...	0 80	0 84	0 83	0 86½
5 to 10 barrels ..	0 78	0 82	0 81	0 84½

Broken lots, add 10c gal.

Turpentine Holds

Montreal.

Turpentine is held at $1.20 a gallon in one barrel lots. The market is somewhat unsettled, and dealers who had recently withdrawn quotations are now on the market again, with slightly lower prices. This is not general, however, and the ruling price is a higher one, with indications of a firm tendency for the near future at least. Local stocks are not heavy, but a shortage is not yet in evidence. The demand continues fair, but not up to expectations for this time of year. Local quotations follow:

TURPENTINE—	Per Imp. Gal.
1 barrel lots	1 20
2 to 4 barrel lots	1 18
Broken lots	1 30

Shellac Advances in Price

Montreal.

Shellac will now cost more, the advance being 25c a gallon on both orange and white in quantities and one gallon jugs in most cases. Gum shellac has been very firm for some little time, with gains made in prices at reasonable intervals. With firms whose stocks are not entirely sold out the above advance in prices was made, while others who found their stocks wholly depleted and forced to buy gum shellac at the new higher prices, a more substantial advance in quotations is made, but generally the following prices are given:

Orange shellac, in barrels, $3.75; in one gal. jugs, $4.05; white, in barrels, or 5 gal. jugs, $4.10; in one gal. jugs, $4.50.

White Lead Continues Firm

Montreal.

The continued strength and advances on the primary market in pig lead, and the good showing of linseed oil in recent weeks has changed the outlook for white lead in oil. This, coupled with the seasonable demand, causes this product to show a decided firmness; where a month or so ago the trend pointed decidedly to lower prices. Whether this is only a temporary tendency, or indicates an adjustment to higher prices when the busy season is passed is hard to determine at present. Stocks are by no means heavy, and the demand is well up to expectations for the present.

Through an agreement reached between corroders and paint manufacturers the sales tax of 1½ per cent. only will be shown on all invoices, no matter the sort of purchase. Quotations remain at $14.00 in five ton lots, $14.50 in one ton lots, and $14.85 in less quantities.

Putty Prices Unchanged

Montreal.

No changes are shown in putty quotations, a seasonable demand being reported. This product will in all likelihood remain steady, as indications point to the maintaining of the present prices more so than in the earlier months, linseed oil now being stronger. In the case of white lead in oil the sales tax on all invoices will be only 1½ per cent., whether purchased from the manufacturer or jobber. The following are quotations:

Standard Putty—	5 ton	1 ton	ton
Bulk barrels, 800 lbs.	$5 00	$5 25	$5 60
Bulk drums, 100 lbs.	6 00	6 25	6 60
Do., or tins, loose, 25 lbs.	6 25	6 50	6 85
Drums or tins, cased, 25 lbs.	7 00	7 25	7 60
1 lb. tins	9 75	10 00	10 35

Pure Linseed Oil Putty, $1.50 per 100 lbs. advance over above prices.

Window Glass Little Changed

Montreal.

The Belgian glass market eased from its steady gain toward the latter end of the week and lower quotations were available, but this was not of sufficient importance to affect the market locally. The continued strength of the Belgian franc has its results in so far as importation from this source is concerned, but the local situation is that lower prices are still made than the regular discount off Montreal list. A net list is given in many cases, and even with this, a further discount is allowed.

Other than the increase to 2½ and 4 per cent. on importations of Belgian glass, the budget has little further effect at present with the exchange rate of the franc well up to 50 per cent. of its normal value. Of course, this figure, 9½ cents, will have to be maintained, or else the new taxes will have a great effect. Although the rate of exchange is against U. S. imports, very little glass is brought in from there at present.

The demand is still light, and wholesalers are still hopeful that a more settled condition will be shown in the near future.

Paint Products Active

Montreal.

Seasonable business continues to keep the paint manufacturers very busy.

HILLCREST
A GUARANTEE OF QUALITY

Outside Gloss White



"Save the surface and you save all" *Paint & Varnish*

We particularly want you to become acquainted with this beautiful product —Hillcrest Outside Gloss White. It is a clear, uniform paint that spreads easily; it is very opaque, so that it covers exceptionally well, and lies smooth and even under the brush without laps, streaks or sagging. It dries with a most pleasing, smooth, glossy finish that is the best advertisement a merchant could wish to have on buildings in his locality.

We Also Manufacture:

Hillcrest Colors in Oil; Hillcrest Colors in Distemper; Hillcrest Colors in Japan; Hillcrest Porcelain White Enamel; Hillcrest Ebony Black; Spanish Enamel; Hillcrest Bath Enamel; Hillcrest Motor Car Enamel; Hillcrest Paste Filler; Hillcrest Crack Filler; Pearcy's Pure Prepared Paints; Hillcrest Barn Red Paint; Hillcrest Outside Gloss White; Hillcrest Inside Flat White; Hillcrest Aluminum Paint; Hillcrest Carriage Paint; Hillcrest California Gold Paint; Hillcrest Graphite Machine Paint; Liquid; Hillcrest Orange Shellac; Hillcrest White Shellac; Hillcrest Oil Stain; Hillcrest Varnish Stain; Hillcrest Shingle Stain; Cottage Shingle Stain; Hillcrest Varnishes—all kinds; Hillcrest Pure Lead; Hillcrest Bronzing Liquid.

Sanderson Pearcy & Co.
Limited
272 Van Horne St.
Corner of Dufferin Street
West Toronto - - Canada.

Hillcrest Paint Products

Watch For Our Semi-Monthly Bulletin Next Saturday

If interested tear out this page and place with letters to be answered.

Orders from the outside country clearly show that much painting is being done, and with dealers holding off in the winter months makes the paint houses all the busier at the present time. With dealers' stocks low, and the painting season just commencing in earnest, it is confidently expected that a good volume of business will be kept well into the summer months.

Prices on the many lines continue firm, but unchanged; and little change is anticipated until the present season closes at least, and if turpentine and linseed oil hold at higher figures the chances for lower figures are not nearly so great as has been expected earlier in the season.

Toronto

TORONTO, May 19.—Turpentine and linseed oil quotations are again the centre of interest in paint markets this week. Local importers' stocks on turpentine are reported to be exhausted, and reluctancy to purchase at the high prices prevailing is evident. Quotations on southern markets, however, again show increases, and further corresponding advances in local prices are fully expected by some dealers.

Linseed oil quotations show another rise of two cents per gallon; while shellac and rosin also register increased prices. Prepared paints are in strong demand, and dealers in paint products report general satisfaction and strong activity. Prices on white lead in oil remain unchanged at present, but some indications point to a possible increase. Putty is also apparently headed for an advance, according to dealers, because of the rise in linseed oil markets.

The seasonable brush demand is being fairly well maintained; while the glass situation continues firm, with the Belgian franc rate strengthening from week to week. This exchange, coupled with the new tariff regulations, is stated to affect the cost of future glass shipments, and the view is expressed that higher prices are likely.

Local Turpentine Prices Appear Unsettled

Toronto.

The keynote of the turpentine situation appears to be the future of the export market. The foreign demand has slightly increased over that of last season, and the present rise has been primarily based on the strength of southern markets.

Production for the year has been somewhat larger, and should export shipments be affected in any way, and rail deliveries are normal, a surplus would become apparent. Local stocks, however, are practically exhausted. All present orders have been filled, and local importing houses have been reluctant to purchase further supplies at the high prices now prevailing.

The New Orleans tank quotations are inflated, and buying is now light; many buyers being exceedingly skeptical of the present market action, and are only making conservative commitments. This indicates that dealers look for a readjustment in the near future, and fear being caught on a decline with high stocks on hand.

Unsettlement on local prices is very evident, but no direct change has been reported Jobbers, however, contend that another increase is warranted by present costs, but are reluctant to advance more than is absolutely necessary, as many consider the prevailing strong feature as merely a flurry, with a reaction due as soon as offerings become normal.

Prevailing quotations follow:

TURPENTINE—	
1 barrel lots, Imp. gal.	$1 15
2 to 4 barrel lots, Imp. gal.	1 14
5 gallon lots, Imp. gal.	1 30

Linseed Oil Quotations Advance

Toronto.

Another increase is reported this week in the price of linseed oil, the new quotations being 87 cents for raw and 90 cents for boiled on 1 to 2 barrel lots. This is an advance of two cents over the prices shown last week, and uncertainty exists as to what range of prices will prevail here in the near future. Some further increase is expected in some quarters, but while opinions on this are not general, the average tendency shows expected fluctuations.

The demand for linseed oil continues good; and the preference for Canadian flax seed is still evident. Both the local and Argentine markets report a strong tone, and the fact that English oil is also firmer is having its influence here. A continuance in this direction will indicate that manufacturers of oil will not be confined to so close a margin in the future. New prices are as follows:

LINSEED OIL—	Raw	Boiled
1 to 2 barrels, per gal.	0 87	0 90
3 to 5 barrels, per gal.	0 86	0 89
6 to 9 barrels, per gal.	0 84	0 87
Less barrels, add 15 cents per gal.		

Shellac Price Increased

Toronto.

The firmer tone which has been recently evident in shellac gum markets has resulted in a corresponding increase in shellac. Orange is now quoted at $3.40 per gallon on barrel lots and white shellac at $3.90. The new higher quotation are reported by dealers as reasonable, considering the present tone of gum.

Rosin Prices Advance

Toronto.

Rosin is reported to be showing a much stronger market tendency, but the local demand still remains very light. In the southern markets the price has advanced $2.00 per barrel, indicating that the distress rosins which affected the market have now been cleared.

Local prices have increased to $11 and $9.50 per 100 lbs. on barrel lots. See current market pages for revisions.

Paints Continue in Good Demand

Toronto.

Paint products continue to enjoy an exceptional season, and several dealers attribute this strong seasonable demand to the active recognition of the possibilities contained in the "Save the Surface" idea.

The opinion has been expressed that this proposition is being recognized by the consumer from the viewpoint of practical economy. Why this should be so is noteworthy at this time; and the remarkable increase in country trade reported by paint dealers substantiates this conclusion.

Strong Tendency in White Lead

Toronto.

A very strong feeling is evident on the white lead market, and while quotations on white lead in oil remain unchanged at present, yet the lead situation is apparently heading towards an increase.

Mine production of lead is reported to be relatively small, and a strong summer demand has created a firm tone. The U.S. prices on white lead show an advance, but this has not yet affected local prices, which remain as follows:

WHITE LEAD IN OIL—
$14.95 per 100 lbs. in ton lots.
$15.30 per 100 lbs. in smaller quantities.

Putty Prices Steady

Toronto.

Increased firmness in linseed oil circles continues to react in the current price of putty. While no changes have been recorded this week, yet, according to reports from some quarters, the situation contains a likelihood of a slight future increase should the rise in oil quotations remain for any length of time. Prevailing prices are as follows:

PUTTY—	Per 100 lbs.
Standard in 100-lb. drums	7 05
Do., 25-lb. irons	7 30
Do., bladders in bbls.	8 30
Do., less quantities	8 55
Pure, in 100-lb. drums	8 55
Do., 25-lb. irons	8 80
Do., bladders in bbls.	9 80

Brush Demand Fair

Toronto.

The seasonable demand for paint brushes is being well maintained. The ordinary spring activity is considered slightly more evident this season, as previous buying was delayed, and thus merchants are sorting up stocks and making returns on the market, as spring requirements are experienced.

Glass Continues Firm

Toronto.

No change in glass quotations is reported this week, but the Belgian franc rate continues to develop strength, and the situation is of interest to dealers. Market demands continue small, with orders fair in number, but small in quantity. Business is generally not up to expectations, but the proportional effects of building activity are expected to show results in a steady movement throughout the summer and fall seasons.

The new customs regulations are expected to increase the cost of Belgian glass on local markets, and the opinion is expressed that the present quotations would be difficult to maintain on future supplies, and increases are looked for.



Paints and Varnishes

Inside and Out

"The Right Paint to Paint Right"

Since 1842 Ramsay Paints and Varnishes have maintained the leading place in the estimation of dealers and consumers. The splendid variety of the Ramsay Products offers an appropriate and dependable finish for every surface.

With the addition of the versatile and well-liked Agate Family the Ramsay dealer finds himself prepared with a reliable finish to offer customers for every use.

A. RAMSAY & SON CO.

The All-Canadian Manufacturers of Paint and Varnish Since 1842

MONTREAL

Toronto **Winnipeg** **Vancouver**

Edmonton District:
Revillon Wholesale Limited
Edmonton

Nova Scotia:
James Simmonds, Limited
Halifax, N.S.

Calgary District:
The McDonald-Baker Co.
818 8th Ave. W., Calgary

CURRENT MARKET QUOTATIONS

These prices are for such quantities as are usually ordered by retail dealers. Large buyers can frequently make purchases at better prices.

AMMUNITION, DOMINION

	Blk. List.	Lesmok List.	Smkless. List.
22 Short		$10 00	10 70
BB Caps			$ 7 00
22 S. Mush			11 50
22 Long		12 00	15 00
22 L. Mush.			16 00
22 L. R., do.			18 70
22 L. Rifle		14 00	17 50
25 Short	$23 50		
25 Long	33 00		
32 Short	23 50		
25/20	56 00		70 00
25 Colt Auto.			58 00
30 Mauser			91 00
32 S. & W.	38 50		42 00
32 S. Colt	38 50		
32 Colt Auto.			63 00
32/20	56 00		70 00
38 S. & W.			54 50
44 G. Getter			66 50
44/40	66 50		84 00
455 Target			85 00
250 Sav. H.P.			160 00
280 Ross			209 00
25/35			125 50
30/30			144 50
303 Savage			144 50
303 British			190 00
32/40	102 50		121 50
32 Special			144 50
32 Rem. Rim.			144 50
33 Win.			190 00
351 Self Ldg.			121 50
35 Rem. Rim			159 50
38/55	125 50		152 00
45/70-405	133 00		

Dominion Ammunition—Discount 30/20%.

AMERICAN AMMUNITION

Winchester and Savage advance 22½% on American list.

Remington Union Metallic list plus 22½%.

Shot, standard, 100 lbs., Toronto, $16.00; Montreal, $18.00; net extras, as follows, subject to cash discounts only: Chilled, $1.50; buck and seal, 80c; No. 28 ball, $1.20 per 100 lbs.; bags less than 25 lbs, ½c per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax freight equalized.

AXES

Boys' Axes	14 25	15 50
Hunters' Axes	13 00	14 50
Single Bits, doz.	18 00	20 50
Double Bit	24 50	25 00

On weights heavier than base add to list as follows:

Group 2	$ .25	Group 3	$ 50
Group 4	.75	Group 5	1.00
Group 6	1.25	Group 7	1.75
Group 8	2.25	Group 9	2.75
Group 10	3.25		

Axes, Bench, 45 per cent. off list.

BABBITT

Prices on babbit fluctuate with the metal markets and prices are quoted on application. Prices range from 10c to 75c a lb.

BELTING Leather)

Discounts apply to Revised List of Nov. 4th, 1920.

Extra Quality, 15/10 per cent.

Standard Quality, 15/10/10 per cent.

Side Lace Leather, lb., $1.75.

Cut Lace Leather, lb. $2.00 $2.50

F.O.B. Montreal, Toronto.

BITS, AUGER

Standard List Prices per dozen.

3-16	$ 6.00	18-16	$12.00
4-16	5.00	19-16	14.00
5-16	5.00	20-16	14.00
6-16	5.00	21-16	16.00
7-16	5.00	22-16	16.00
8-16	5.00	23-16	18.00
9-16	6.00	24-16	18.00
10-16	6.00	25-16	21.00
11-16	7.00	26-16	21.00
12-16	7.00	27-16	24.00
13-16	8.25	28-16	24.00
14-16	8.25	29-16	27.00
15-16	9.50	30-16	27.00
16-16	9.50	31-16	30.00
17-16	12.00	32-16	30.00

Discounts from Standard List prices:

Beaver, 22½ per cent.
Gilmour Auger Bits, 7½ per cent.
Gilmour Eye Augers.
Irwin Auger Bits, list plus 22½%.
Irwin Car Bits, add 15%.

F.O.B. Toronto, Montreal, London and Hamilton.

BOARDS, BAKE

	⅜ Rim.	¾ Rim
0—16 x 22	$ 8 90	$12 50
1—18 x 24	10 78	12 80
2—18 x 29	12 10	14 75
3—20 x 30	13 86	17 75

BOARDS, IRONING

	Dozen
No. 1, Daisy	$38 00
No. 10, Daisy	43 00
No. 33	21 00
No. 35	38 00
No. 36	43 00
Perfection	48 00

BOARDS, SKIRT—

No. 11, doz. $14 00

BOARDS, SLEEVE

No. 3, dozen ..... $ 7 00

BOARDS (Wash) Zinc.

	Dozen
Baby Globe	$ 3 00
Beaver (brass)	9 00
Canada Glass	9 00
Competition Globe (metal)	5 99
Diamond King (glass)	8 75
Enamel Queen	9 50
Glass Globe	8 75
Improved Globe	5 85
Jubilee	7 15
Neptune	6 50
Newmarket King	7 15
Pony	2 70
Royal Globe	6 00
Solid Back Globe	7 25
Standard Globe	6 00
Surprise	
Supreme Zinc	6 50
Western King (enamel)	9 50

F. O. B. Newmarket.
Subject to acceptance.

BOILERS (Range)

30-gal., standard $12.00
30-gal., extra heavy 15 00

BOLTS AND NUTS

Discounts apply to standard list.
Carriage Bolts ($1 list), ⅜ in. dia. and smaller, 6 in. and shorter, 25%.
Carriage Bolts ($1 list), ⅜ in. dia. and longer lengths, 10%.
Carriage Bolts ($1 list), 7-16 in. dia. and larger, 15%.
Machine Bolts, ⅜ in. dia. and smaller, 4 in. and shorter, 40%.
Machine Bolts, ⅜ in. dia. and smaller, longer lengths, 15%.
Machine Bolts, 7-16 in. dia. and larger, 20%.
Sleigh Shoe Bolts, all sizes, 10%.
Coach and Lag Screws, 35%.
Bolt Ends, 20%.
Square Head Blank Bolts, 20%.
Plow Bolts, 1, 2, 3 head, 25%.
Plow Bolts, others, 25% net extra.
Elevator Bolts, large head, 10%.
Elevator Bolts, corrugated heads, 40%
Fancy Head Bolts, 10%
Shaft Bolts ($3 list), 10%.
Step Bolts, large head ($3 list), 10%
Whiffletree Bolts, 10%.
Tire Bolts, 50%.
Stove Bolts, 62½%.
Nuts, 2 in. and smaller, square Blank, add to list, $1.25.
Nuts, 2 in., and smaller, square—Tapped, add to list, $1.75.
Nuts, 2 in., and smaller, hexagon—Blank, add to list, $1.75.
Nuts, 2 in., and smaller, hexagon—Tapped, add to list, $2.25.
Terms—Cash in 30 days from date of shipment, less 2%.

BORAX

Lump Crystal Borax, lb. 13c-15c
F. O. B., Montreal, London, Toronto.

BRASS

	Base
Sheets, base, Montreal	0 30
Do., Toronto	0 29
Rods, base ½ to 1 in., round, Montreal	0 25
Do., Toronto	0 26
Tubing, seamless, base, Montreal	0 35
Do., Toronto	0 36

F.O.B. Montreal and Toronto.

BROOMS

	Doz.
No. 5, 4 strings	$ 6 65
No. 5, standard	7 50
Little Beauty	9 40
Royal Blue	13 90

BUTTS

	Wrought Steel—
No. 840	Net
No. 800	Net
No. 838	Net
No. 808	add 10%
No. 804	less 10%
No. 802	Net
No. 810	add 25%
No. 814	add 25%

F.O.B. Toronto, Montreal, London, Hamilton.

CANS

For discount on milk and cream cans, etc., see list under head of wares, etc.

CEMENT

Quotations withdrawn. Prices on application.

CHAIRS

	Dozen
Step ladder	$36 00
Step ladder stools	20 00

CHOPPERS, FOOD

Universal—Dozen, No. 0, $30; No. 1, $36; No. 2, $42; No. 3, $58.

Russwin—Dozen No. 0, $24.50; No. 1, $30.60; No. 2, $36.75; No. 3, $49.00.

Full case of half dozen.

F.O.B. Montreal, Toronto.

CHURNS

List price hand churns—No. 0, $12; No. 1, $12; No. 2, $13; No. 3, $14; No. 4, $16; No. 5, $19.

List prices power churns—No. 0, $11; No. 1, $11; No. 2, $12; No. 3, $13; No. 4, $17; No. 5, $20.

Discount of 10% f.o.b. Toronto, Hamilton, Fergus, London, St. Mary's.

Net list f.o.b. Montreal, Ottawa, Kingston.

CLIPPERS, HORSE

New Market, $3.50 per pair.

No. 1 B.B. Stewart Horse Clipper, $14 list, less 25 per cent.

CLOCKS—ALARM—

Big Ben	$ 4 00
Good Morning, each	1 90
Lookout	2 35
Sleepmeter	2 50

CLOTHES BARS AND DRIERS

	Per doz.
Clothes Bars, No. 1	14 40
No. 2	19 00
No. 3	14 40
No. 4	11 00
No. 5	16 00
No. 6	13 00

CLOTHES HORSE, Etc.

	Folding	Exten.
4 ft.	$13 50	$27 00
5 ft.	17 00	34 00
6 ft.	20 00	40 00

CLOTHES LINES (Galvanized)

No.	1,000 ft.
18—100 ft. lengths	$6 50
18—50 ft. lengths	7 10
19—100 ft. lengths	5 50
19—50 ft. lengths	6 75

F.o.b. Montreal, Toronto, London.

COBBLER SETS

Common, per set $1 35

CLOTHES LINES REELS

	Doz. net
No. 3	$20 6
No. 3½	21 61
No. 4	28 30

COIL CHAIN

	Fireweld	Proof	B.B.B.
5-16 inch			19 40
⅜ inch	15 30		16 55
7-16 inch	13 15		16 15
½ inch	12 75		15 75
⅝ inch	12 00		13 65
¾ inch	11 25		13 40
⅞ inch	10 80		13 00
1 inch	10 40		12 60

F.O.B. Montreal and Toronto.

	Electric Weld Proof	B.B.B.
3-16 in.	18 50	24 25
¼ in.	17 25	22 55
5-16 in.	14 90	18 80
⅜ inch	12 90	
7-16 in.	12 50	
½ in.	12 20	
⅝ in.	11 45	
¾ in.	11 25	

F.o.b. Montreal, Toronto.

Cow ties, plus 37½%; trace chains, list, plus 25%; dog chains, add 20%; halter chains, net; tie-out chains, 32½%; stall fixtures, No. 1, or heavy, $2 doz.; stamped, No. 3 or Dominion, $2.80 doz. net; breast chains, No. 220, ... doz. pairs.

F.o.b. Montreal, Toronto, Hamilton, London.

COMBS—CURRY—

	Doz.
No. 111	$2 00
No. 121	2 20
No. 127	2 90

CATTLE—

98	$2 60
100	3 70

F.O.B. Montreal, Toronto, Hamilton, London.

COPPER—

	Mont. Base	Toronto Base
Casting ingot, see weekly report.		
Rods, ½ to 2 in.	0 32	0 34
Soft sheets, plain, 16 oz. and heavier, lb.	0 34	0 34
Plain Tinned, 16 oz. and heavier, lb.	0 38	0 38
Polished and Tinned, 16 oz. and heavier, lb.	0 42	0 41
Tubing, lb.	0 39	0 39

Above prices are full sheets and bars. Cut sheets and bars are 5c per lb. higher.

COPPERS. SOLDERING—

Base, 3 to 8 lbs., 41c f.o.b. Toronto and Hamilton.

3 lbs., 47c; 4 to 8 lbs., 45c. F.o.b. Montreal.

CORD (SASH)

No. 6, lb.	$0 52
No. 7, lb.	0 51
Nos. 8, 9, 10, 12	0 50

F.O.B. Montreal, Toronto, Hamilton, London.

CROWBARS

Per 100 lbs.—Montreal, $9.00; Toronto, $9.50; London, $9.75.

DOORS, SCREEN

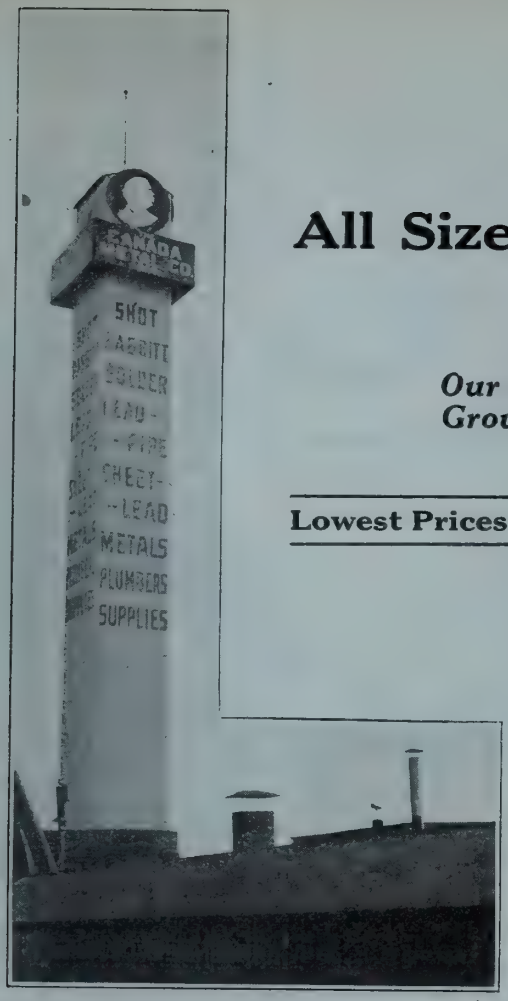
Kasement, No. 2, oak stain, varnished, including hardware sets:—

2 ft. 6 in., doz.	$45 00
2 ft. 8 in., doz.	45 60
2 ft. 10 in., doz.	46 70
2 ft. 7 in., doz.	46 80

DRILLS—

Standard Lists.
Blacksmiths', ½ in. v 2½ in. shank

List each.		List each.	
⅛	$0.45	19/32	$1.20
5/32	.45	⅝	1.30
3/16	.50	21/32	1.40
7/32	.55	11/16	1.50
¼	.60	23/32	1.60
9/32	.65	¾	1.70
5/16	.70	25/32	1.80
11/32	.75	13/16	1.90
⅜	.80	27/32	2.00
13/32	.85	⅞	2.10



SHOT

All Sizes **25 Lb. Bags**

Kegs or any weight

Our Shot Tower overlooks the Toronto Exhibition Grounds. The highest tower in the Dominion.

Lowest Prices **Highest Quality** **Immediate Shipment**

ALSO

SHEET LEAD **BABBITT**
SOLDER **LEAD PIPE**
NAILS **WIRE**

THE CANADA METAL CO., LTD.

Toronto Montreal Winnipeg Vancouver

Make Bicycles A Specialty

And they'll make money for you

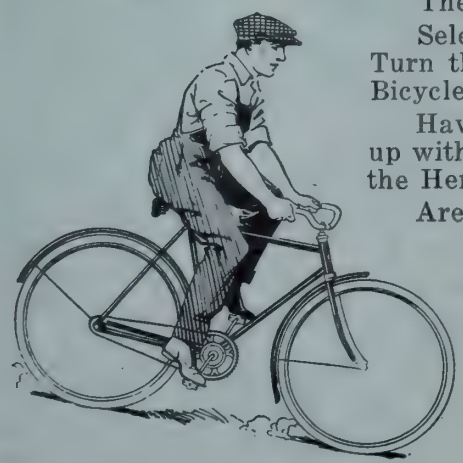
A CLERK who makes a specialty of vacuum cleaners or stoves—a man who understands the line—can sell far more than a clerk who is not familiar with the best talking points.

The same is true of bicycles.

Select a good, bright clerk and make him your bicycle specialist. Turn the bicycle prospects over to him and you'll find C. C. M. Bicycles a money maker.

Have your clerk write us for "pointers" and we will load him up with lots of sales-winning talk on the C. C. M. Triplex Hanger, the Hercules Brake and other features.

Are you getting "Vim," our helpful, meaty little publication?



Canada Cycle & Motor Company, Limited

Montreal, Toronto WESTON, ONT. Winnipeg, Vancouver

C·C·M· Bicycles

Cleveland — Perfect — Massey — Columbia
Red Bird — Gendron — Ivanhoe

DRILLS—Continued

7/16	.90	29/32	2.20
15/32	.95	15/16	2.30
½	1.00	31/32	2.40
17/32	1.05	1	2.50
9/16	1.10		

Intermediate sizes take list of next larger.

BIT STOCK, list per doz., less 45%.

3/32	$2.70	⅜	$8.50
⅛	3.00	7/16	10.50
5/32	3 50	½	13 00
3/16	4.00	9/16	15.50
7/32	4.50	⅝	18 00
¼	5 00	11/16	21.00
9/32	6.00	¾	24 00
5/16	7 00	⅞	30.00

Blacksmiths', ½-in. shank, Straight Shank, Straight Shank, wire, Taper Shank, 35 to 37½%.

EMERY CLOTH
See under Sandpaper.

ENAMELWARE
See prices under heading Wares.

FILES AND RASPS
Discounts below apply to list of Nov. 1, 1899.

Great Western, Amer	50%
Kearney, Foot, Arcade	55%
J. Barton Smith, Eagle	55%
P. H. and Imperial	55%
Globe	55%
Nicholson	32½%
Black Diamond	32½%
Delta Files	20%
Firth Files	50%

F.o.b. Toronto, Montreal, London and Hamilton.

FITTINGS—	Mont.	Tor.
Cast iron fittings		20%
Malleable bushings	25%	30%
Cast bushings	25%	30%
Unions	40%	40%
Flanged unions	20%	20%
Plugs, cast iron	22½%	27½%
Plugs, solid		10%
Plugs, countersunk	net	net
Couplings, 4 in. and under	20%	20%
Do., 2½" and larger	net	net

POUND GOODS—	Blk.	Galv.
Class—	Montreal	
A		
B	0 20	0 28
C	0 13	0 20
	Toronto	
A	0 60	0 75
B	0 23	0 32½
C	0 15	0 23

NIPPLES, WROUGHT
Close and short, 4 in. and under, 40%, 4½ and larger, 30%; long, 4 in. and under, 50%, 4½ in. and larger, 40%; running thread, 4 in. and under, 20%.

Terms, 2% 30 days. Approved credit. Ontario, Quebec and Maritime Provinces.

GRINDSTONES—	Per 100 lbs.
Under 50 lbs., 1½ to 1¾" face	5 00
Under 50 lbs., 2¼ to 3" face	4 25
Over 50 lbs., 2¼ to 3" face	4 00
Bi-Treadle, each	9 75
Cycle BB	8 75

GRINDSTONE FIXTURES	Doz.
No. 22	$9 60
No. 33	9 95
No. 2½	11 90
No. 3	12 00

F.o.b. Toronto.

HALTERS, LEATHER	Doz.
Russett rope tie, 1 in.	
Black, rope tie, 1 in.	
Black, rope tie, 1¼ in.	
No tie, 1 in.	
No tie, 1¼ in.	

HALTERS, ROPE

Sisal, 7-16 in.	
Do., 9-16 in.	
Jute, 7-16 in.	
Do., 9-16 in.	

HAMMERS, NAIL	Doz.
No. 21	$14 00
No. 1	19 00
Nos. 1½, 61½	18 75

HAMMERS, SLEDGE	
Can. 2-2½ lbs., cwt.	$25 00
Do., 3-4½ lbs.	23 00
Do., 5 lbs. and over	16 00
Masons, 2-2½ lbs.	31 50
Do., 3-4½ lbs.	28 25
5 lbs. and over	23 00

F.o.b. Montreal, Toronto, Hamilton, London.

HAMMERS, STRIKING	
No. 38, No. 46, 5 lbs. and over	$16 00

HAMMERS, MACHINIST	
No. 30, 1-lb.	$12 60
No. 30, 1¼-lb. Net.	13 50

HANDLES (WOOD)
All hickory handles, list plus 20%; all oak, ash and maple handles, list plus 10%; hay fork, hoe, rake, shovel and manure fork, list plus 10%; Whiffletrees, doubletrees and neckyokes, list plus 20%; wood rakes, list plus 10%; horse pokes, list plus 10%.

Terms, all goods f.o.b. factories, 2% 10 days, net 30 days.
O-Cedar Mop Handles, less 30%.

HANGERS, BARN AND PARLOR.	List
Atlas No. 0	$13 35
Do., No. 1	13 80
Do., No. 2	15 85
Stearns, 4 in.	12 80
Do., 5 in.	16 00
Perfect, No. 1	10 50
Canada	13 25
Hatch	13 25
National	15 00
America	19 00
Great West	30 00
Richards-Wilcox, 321	22 80

HATCHETS, LATHING	
No. 3	$10 25
No. 4	11 25

HATCHETS, SHINGLING	
No. 1	$10 25
No. 2	11 25

HATCHETS, BARRELLING	
Nos. 50, 60	$15 75

HATCHETS, CLAW	
No. 7	$12 25
No. 8	13 00

F.o.b. Montreal, Toronto, Hamilton, London.

HEATERS, ELECTRIC	
Glower Heater	$12 00
Heatray Heater	14 00

Discount 22%-33%, according to quantity.

Majestic, 1 Burner	$11 50
Do., 2 Burner	17 50

Discount 27½%.

Universal	13 80

Discount 20 and 5%.

F.o.b. Toronto.

HINGES, SPRING	
No. 200 and Uo. 20, per doz.	$2 50

HINGES, TEE AND STRAP	Strap	Tee
Heavy in Bulk.	Doz. pairs.	
4 inch	$3 00	$2 55
5 inch	3 70	3 20
6 inch	4 00	3 60
8 inch	5 40	4 10
10 inch	9 60	7 30
12 inch	11 90	11 60
14 inch	13 60	11 80

Discount 35%.

Light. Net Prices.		
3 inch	$0 90	$0 90
4 inch	1 08	1 00
5 inch	1 26	1 17
6 inch	1 53	1 35

Screw Hook and Strap Hinges—List prices, per dozen pairs—6 in., $4.30; 8 in., $4.80; 10 in., $6.40; 12 in., $7; 15 in., $7.50; 18 in., $11; 21 in., $12.40; 24 in., $16; 27 in., $17.20; 30 in., $18.50; 33 in., $21.50; 36 in., $24.50.

Discount 15%.
F.o.b. Toronto, London, Hamilton and Montreal.

HOES. Grub	$9 75

HOOKS, GRASS	Canadian	English Fox
No. 2, per doz.	$4 90	$7 50
No. 3, per doz.	5 00	8 00
No. 4, per doz.	5 10	8 50
Little Giant,	8 00	
Barden Patent	8 00	

F.o.b. Montreal, Toronto.

HORSESHOES Patterns	Sizes made	Price per keg No. 2 and larger	No. 1 and smaller Less 20c
Light iron	0-7	$8 25	$8 50
Long heel light iron	3-7	8 25	
Medium iron	1-8	8 25	8 50
Heavy iron	6-8	8 25	
Snow	1-6	8 50	8 75
New-light "XL" steel	1-6	8 70	8 95
Featherweight "XL" steel	0-4	10 10	
Special-countersunk	0-4	10 60	
Toe-weight (front only)	1-4	11 10	

Packing—Up to 3 sizes in one keg, 10c per 100 lbs. extra. More than 3 sizes, 25c per 100 lbs. extra.
F.o.b. Montreal and Belleville.
Terms—Cash in thirty days, less 2% discount.

TOE CAULKS
Nos. 0, 1, 2 and larger, sharp and blunt, $2.70 to $3.00 box.

HOSE, LAWN	Toronto
Corrugated, ½ in., 100 ft.	$19 00
Do., ⅝ in., 10 ft.	21 50
Do., ¾ in., 100 ft.	25 00

Less 5% for full reels, 500 ft.
F.o.b. Toronto and London.

IRON AND STEEL
See weekly report.

IRON, TINNED
Lion and Crown Brand, Toronto in 22 gauge, 24 gauge and 26 gauge.

36 x 96	25c per lb.
30 x 96	25c per lb.

Less than case, 50c per 100 lbs. extra. F.o.b. Toronto.
These prices nominal.

IRONS (SAD)	
Potts, polished, per set	$2 18
Potts, nickel plated, per set	2 30
Potts handles, japd., doz.	2 15
Common, No. 1, 4 and 5 lbs.	18 00
Do., 6 lbs. and up	17 00

F.o.b. Montreal.

IRONS, ELECTRIC
Model B, $7.50 list.
Classic, $8 list.
Discount 22% to 33%, according to quantity.

KNIVES, HAY	
Spear Point	$19 00
Lightning	17 50
Heath's	17 50

LADDERS. ETC. Step Ladders	Per ft.
Standard	0 46
Household	0 30
Shelf Lock, 4 to 8 ft. only	0 32
Faultless, 4 to 8 ft. only	0 45
Do., 10, 12 and 14 ft.	0 53
Single and Fruit Picking	
10 ft. to 16 ft.	0 28
18 ft. to 20 ft.	0 29

F.o.b. Toronto, Hamilton, London,

Roped and Straight Extension Ladders	
20 to 32 ft.	0 32
36 to 44 ft.	0 35
Over 44 ft.	0 43
Special quality, 20 to 40 ft.	0 40
Three section extension	0 40

F.o.b. Toronto, London, Montreal, Stratford.

Fire ladders up to 32 feet are twice the price of ordinary extensions. Over 32 ft. are supplied with supporting legs at three times the price.

LANTERNS.	Per doz.
Short or Long Globe, plain or japd.	$15 00
Dash, plain	18 75
Do., Japd	19 25
Do., Search (r'nd reflec.)	17 00
Little Bobs	2 10-4 20

F.o.b. Toronto, Hamilton, London, Montreal.

LANTERN GLOBES Cold Blast, Short or Long	
1 doz. cases	$1 65 doz.
3 doz. cases	1 55 doz.
6 doz. cases	1 35 doz.
Cold blast, genuine ruby	5 75

F.o.b. Toronto, London, Hamilton and Montreal.

LATCHES—	Per doz.
Steel Thum, No. 2	$2 25
Do., No. 3	3 15
Do., No. 4	4 70
Barn Door, No. 5	3 30
Do., No. 9	2 50

F.o.b. Montreal, Toronto, London.

LEAD—
For pig lead and lead and zinc products see weekly report.

MACHINES (WASHING)—	List each.
Dowswell	$12 75
Noiseless	17 50
Hamilton	14 00
Peerless	14 50
Snowball	19 50
New Century, style A	19 75
New Century, style B	21 75
New Century, Electric	160 00
Playtime, engine drive	27 00
Ideal Power	28 00
Seafoam, electric, style A	105 00
Seafoam, engine drive	50 00
Sunshine	10 25
Popular	14 50
Economic	16 00
Puritan	19 50
New Champion	22 75
Home	20 00
Vacuum	27 00
Home Water, motor	28 00
Whirlpool, water power	32 00
Hydro, 1 Tub, engine drive	57 00
Do., do., electric	116 50
Rotary water motor washer	29 00
Connor ball-bearing, with rack	22 75
Perfection, engine drive	65 00
Perfection, electric	124 00
Beaver	27 50
Beaver, power	28 50
Connor, vacuum	27 50
Patriot	20 00
Jubilee	12 50
Canada First	20 00

Less 25 per cent.

Freight equalized with Montreal, Ottawa, Toronto, Hamilton, Kingston, London and St. Mary's on shipments of quarter dozen and upwards.

MATTOCKS—	
Cutter, doz.	$12 25
Pick, doz.	12 25

F.o.b. Montreal, Toronto, London, Hamilton.

MIXERS, BREAD—	
Canuck—	
No. 4, dozen	$36 24
No. 8, dozen	40 92
Universal—	
No. 4, dozen	$40 00
No. 8, dozen	52 00

MOPS—	Doz. net.
Liquid Veneer	$20 00
O-Cedar, less handle	14 00
Do., with handle	16 00
S. W. Mops, complete	4 75
Mop Sticks, No. 8	2 00
Cast Head Mop	2 00
Crescent, No. 10	2 85 3 25
Crank wringing	7 00 9 00

F.o.b. Montreal, Toronto, Hamilton, London.

MOWERS, LAWN—	
Adanac	35%
Woodyatt	10%
Empress	15%
Mayflower	25%
Ontario Daisy	15%
Star	10%
Brockville K	Net
Brockville C	Net
Brockville BB	Net

F.o.b. Toronto, Guelph, London, Hamilton, Brockville.

NAILS—
List adopted Sept. 10, 1920.
Advance over base on common wire nails in kegs.

1 inch	$1 50	2¾ inch	$0 30
1⅛ inch	1 40	3 inch	0 20
1¼ inch	1 15	3¼ inch	0 15
1½ inch	0 80	3½ inch	0-10
1¾ inch	0 75	4 inch	0 05
2 inch	0 60	4½ inch	0 05
2¼ inch	0 55	5 inch	base
2½ inch	0 30	5½ inch	base
		6 inch	base

6½ to 12-inch 2 ga. and heavier, 25c over base.
Standard Steel Wire Nails, f.o.b. London, Hamilton, Milton, Toronto, $4.65 base.
Owen Sound or Collingwood, $4.75 base.
F.o.b. Montreal, $4.55 base.
Freight equalized on above points.
Windsor, Walkerville, Sandwich, f.o.b. factory prices, carload freight allowed, $4.65.
Sault Ste. Marie, Port Arthur, Fort William, $5.30 base, f.o.b. factory; no freight allowance.
Moulding, Flooring, Slating, Box, Fence, Barrel Nails, 25c per 100 lbs. over common nail prices. Finishing Nails, 50c per 100 lbs. advance over common nail price.
Miscellaneous wire nails, 65% off miscellaneous list, f.o.b. Toronto, Montreal, Hamilton and London.

NAILS, CUT—
Montreal, $5.10; London, $5.75 base; Toronto, $5.60.
Roofing Nails — American, large head, keg, $11; 25-lb. boxes, per 100 lbs., $12.
F.o.b. Montreal, Toronto, Hamilton,

O.P.W.



Says Ottawa Pete:

Our Paints Will

"Save the surface and you save all" Paint & Varnish

"Here's a Wallop for the Paint Slacker"

"Try it out!

"Don't spring it early in the talk. Wait till "he gets 'round to guessin' the old place'll "stand another year without paint.

"Then hand him this:

"The average life of a house exposed to wind "and weather is about twenty years, which "puts the wear and tear at 5%. And the "same house, painted regularly, would stand "a hundred years, which puts the wear and "tear at 1%.

"That four per cent. saved would buy an "awful lot o' paint. And the eighty extra "years of ownership—and he's livin' in a "house he's proud of, not a dilapidated dwell-"ing—and the value of his property. . . . "Oh! let it go at that! He's awake by now; "so put him onto the O.P.W. paints and make "yourself a real friend.

"When you sell him O.P.W. you sell him a "round trip ticket and he comes back, and "it's the repeaters that pay the rent.

"Let's get together and talk it over. Say the "word and we'll be along."

Ottawa Paint Works, Limited

Ottawa, Canada

Branches: **Montreal and Toronto**

If interested tear out this page and place with letters to be answered.

NAILS (HORSE)

Size	C Brand
Capewell—	Per 25-lb.box
No. 5	$6 75
No. 6	6 50
No. 7	6 25
No. 8	6 00
No. 9 to 12	5 75

Discount, 10%

"M.R.M." BRAND

No.	Net Price List Lengths	Per box of 25 lbs
3	5⅝"	$20 25
4	1¾"	10 25
5	1 15-16"	5 25
6	2⅛"	5 00
7	2 16-16"	4 75
8	2½"	4 75
9	2 11-16"	4 50
10	2⅞"	4 50
11	3 1-16"	4 50
12	3¼"	4 50

F.o.b. London, Hamilton, Montreal, Toronto.

NETTING, POULTRY

List prices per 50-yd. rolls.
Adopted March, 1900.

2-inch mesh and 19 ga. wire.

12 inch...	$1 80	48 inch...	$ 6 20
18 inch...	2 65	60 inch...	7 70
24 inch...	3 40	72 inch...	9 20
30 inch...	4 00	84 inch...	10 50
36 inch...	4 75	96 inch...	12 00
42 inch...	5 50		

1½ inch mesh and 19 ga. wire.

12 inch...	$3 50	42 inch...	$10 50
18 inch...	5 00	48 inch...	12 00
24 inch...	6 30	60 inch...	15 00
30 inch...	7 75	72 inch...	18 00
36 inch...	9 90		

1 inch mesh and 20 ga. wire.

12 inch...	$4 00	42 inch...	$12 00
18 inch...	5 50	48 inch...	14 00
24 inch...	7 00	60 inch...	17 00
30 inch...	8 50	72 inch...	20 00

¾ inch mesh and 20 ga. wire.

24 inch..	$10 50	36 inch...	$15 00
30 inch..	12 75		

½ inch mesh and 22 ga. wire.

24 inch..	$16 50	36 inch...	$24 00
30 inch..	20 00		

Discounts at present quoted apply only to 1 and 2 inch mesh netting. Other prices have been withdrawn and are quoted only on application.

Toronto, London, Montreal, Canadian netting, 2-in. mesh, plus 10%.

1-in. mesh, plus 10%.

American netting, 1-in. mesh, add 10%.

Invincible—	Per roll
1848	$0 95
2060	1 05

Put up in 10, 20 and 30-rod rolls.
F.o.b. Montreal.

Blue Ribbon—	
24-inch, per roll	5 50
36-inch, per roll	7 15
48-inch, per roll	8 35
60-inch, per roll	9 85
72-inch, per roll	11 25

Put up in 10 rod rolls.

NIPPLES

See Fittings.

OAKUM—

Special No. 1	$17 00
Plumbers'	7 50

F.o.b. Montreal, Toronto.

OILS

	Toronto
Royalite, gal.	0 23
Palacine, gal.	0 26
Gasoline, net, gal.	0 36

Above prices net.

	Gallon
Black oil (summer)	0 23.1
Black oil (winter)	0 23.6
Capital, cylinder	0 83.6
Mach. oil, regular grades	0 49.1
Imperial gas engine oil	0 59.1
Paraffine	0 28.6

List, less 15% on above.

Imperial Kerosene, tractor	1 50

List less 25%.

Polarine Oil, list	1 50
Polarine Oil, heavy, list	1 25
Polarine A, list	1 25

List, less 25%.

Gargoyle Mobiloil E and Arctic	1 45
Gargoyle Mobiloil, B	1 70
Gargoyle Mobiloil, BB	1 70
Gargoyle Mobiloil,	1 60

List, less 15% on above.

Fuel Oil, bbl., net	0 10.2
Do., tank cars, net	0 08.2

Prices shown are barrel oasis unless otherwise specified. Barrels charged extra.

OLD MATERIALS

See weekly report.

PACKING

	Per lb.
Fine jute	$0 17
Coarse jute	0 13
Hemp	0 36
Square braided hemp	0 38
No. 1 Italian	0 44
No. 2 Italian	0 36

F.o.b. Toronto, Montreal.

PAPER

	Per 400-ft. roll Montreal	Toronto
Dry Fibre, No. 1, Anch.	1 45	1 45
Do., No. 2, Anch.	0 95	0 95
Do., No. 2 Elephant	0 95	0 95
Tarred Fibre, No. 1 Anchor	1 55	1 55
Do., No. 2, Anchor	1 25	1 25
Elephant Brand, tarred, No. 2	1 25	1 25
Surprise Fibre	1 05	1 05
Stag Sheathing	1 65	1 05
Cyclone, dry	1 45	1 45
Do., tarred	1 70	1 70
Joliette Sheathing	0 95	0 95
Do., tarred	1 25	1 25

	Per 100 lbs. Mont.	Toronto
Monarch Sheathing, white	8 75	
Do., gray	6 75	
Straw Sheathing, heavy, dry	4 55	
	Mont.	Toronto.
Imp. White Sheathing	$6 75	....
Imp. Grey Sheathing	5 50	....
Scythe Brand dry straw	4 55	....
Spruce Sheathing, 36" and 72" wide	7 25	
Asbestos Sheathing	13 50	
Carpet Felt	6 50	
Tarred Felt, 7, 10 and 16 oz.	5 35	

F.o.b. Toronto and Montreal and Hamilton.

PASTE

Stick-Fast	
In barrels, 250 lbs., lb.	0 14
Barrels of 5 lbs., cotton bags, lb.	0 15
In kegs, 125 lbs., lb.	0 16
In 50-lb. boxes, lb.	0 18
In 25-lb. boxes, lb.	0 19

Solpar	
Barrels (200 lbs.), per lb.	0 14
2-lb. pkgs, case lots, lb.	0 16
1-lb. pkgs., case lots, lb.	0 17

PICKS—

Clay—	Montreal	Toronto
5 to 6 lbs., doz.	$ 9 50	$ 9 75
6 to 7 lbs., doz.	10 50	10 75
Rock—		
7 to 8 lbs., doz.	11 50	11 75

F.o.b. Montreal and Toronto.

PINS, CLOTHES

	Per case
5 gross, 4-in. (loose)	$2 25
4 gross (cartons), 4 in.	2 25
Spring, 2 grs. box	1 90

F.o.b. Montreal and Toronto.

PIPE, WROUGHT

Price List No. 51, April 25, 1921.

Standard Buttweld Pipe S/C
Per 100 feet.

Size	Steel Blk.	Steel Galv.	Gen. Wrot. Iron Blk.	Gen. Wrot. Iron Galv.
⅛ in..	$ 6 50	$ 8 50	$	$ ....
¼ in..	4 71	6 81	5 91	8 01
⅜ in..	4 71	6 81	5 91	8 01
½ in..	6 16	7 78	7 95	9 48
¾ in..	7 42	9 49	9 95	12 02
1 in..	10 63	13 69	14 37	17 43
1¼ in..	14 38	18 52	19 44	23 58
1½ in..	17 19	22 14	23 24	18 19
2 in..	23 13	29 79	31 27	37 93
2½ in..	36 56	47 09	....	....
3 in..	47 81	61 58	....	....
3½ in..	63 02	79 58	....	....
4 in..	74 67	94 29	....	....

Sandard Lapweld Pipe S/C
Per 100 feet.

Size	Steel Blk.	Steel Galv.	Gen. Wrot. Iron Blk.	Gen. Wrot. Iron Galv.
2 in..	$26 83	$33 49	$34 97	$41 63
2½ in..	40 07	50 60	52 94	63 47
3 in..	52 40	66 17	69 23	83 00
3½ in..	63 94	80 50	84 18	100 74
4 in..	75 76	95 38	99 74	119 36
4½ in..	85 73	108 59	1 16	1 39
5 in..	99 90	126 54	1 35	1 62
6 in..	1 30	1 64	1 76	2 10
7 in..	1 75	2 23	2 32	2 75
8L in..	1 84	2 34	2 44	2 89
8 in..	2 12	2 69	2 81	3 33
9 in..	2 54	3 23	3 36	3 98
10L in..	2 35	2 99	3 12	3 70
10 in..	3 03	3 85	4 02	4 76

Freight equalized on Chatham, Guelph, Hamilton, London, Montreal, Toronto, Welland.

PIPE (Conductor)

	Plain	List
2 in., in 10-ft. lengths, list.	$18 40	
3 in. in 10-ft. lengths, list.	22 30	
4 in., in 10-ft. lengths, list.	29 60	
5 in., in 10-ft. lengths, list.	40 00	
6 in., in 10-ft. lengths, list.	49 00	

Less 60%.

F.o.b. Toronto, Ottawa, Oshawa.

PIPE, LEAD

See weekly report.

PIPE (SOIL) Med. and extra heavy.

2 in., 3 in.	10%
4 in.	20%
5, 6 in.	15%
8 inch	Plus 5%

SOIL PIPE FITTINGS

2, 3, 4, 5, 6, in.	40%
8 in.	plus 5%

PIPE (STOVE)

See prices under Wares, etc.

PITCH

Pine, black, per bbl.	$13 25
Navy pitch, per bbl.	6 50
Coal tar pitch, per cwt.	1 55

F.o.b. Montreal, Toronto

PLANTERS, CORN

King of Field, doz.	$13 20
Triumph, doz.	11 00

PLATES, CANADA

Prices nominal,	Montreal	Toronto
Do., 60 sheets	$9 00	$10 00
Ordinary, 53 sheets	8 75	9 75

PLATES, COKE, TIN

Prices only nominal

	Tor. Per box	Mont.
IX, 20x28, 112 sheets	24 50	
Do., 56 sheets	13 10	

"DOMINION CROWN BEST"—DOUBLE COATED TISSUE

	Nominal
IC, 14x20 base	$15 00
IX, 14x20 base	17 00
IXX, 14x20 base	19 00

F.O.B. Montreal.

PLATES, TERNE (Prices nominal)

IC, 20x28, 112 sheets	23 00

F.O.B. Toronto or Montreal.

POLISH (O-Cedar)

	Doz. Net
4-oz. bottles	2 40
12-oz bottles	4 80
1-qt. can	12 00
½-gal. cans	20 00
1-gal. cans	28 00

Net.

Liquid Veneer—	Doz. Net
4-oz.	$2 40
12-oz.	4 80
32-oz.	10 00
64-oz., each	1 34
128-oz., each	2 34

PUMPS

	Pitcher Spout	Closed Spout
No. 2	$3 10	$3 30
No. 3	3 40	3 65
No. 4	4 05	5 00
		Each
No. 70		7 00
No. 80		9 50

PUMPS, REDWING

No. 0	$6 85	No. 4	$12 75
No. 1	7 50	No. 5	15 25
No. 2	8 75	No. 6	18 00
No. 3	10 75	No. 6	18 00

F.o.b Montreal, Toronto, Hamilton, London.

RIVETS AND BURRS

Iron rivets, 7-16 inch and smaller, blacked and tinned, 37½%; Iron burrs, 37½% off list on 200-lb. kegs.

Extras, add 1c to list on 100-lb. kegs; 3c on 50-lb. boxes; 4c on 25-lb. boxes, 8c on 1-lb. pkgs.

Copper rivets, usual proportion of burrs, 27½% off; burrs, add 10%

Extras on Copper Rivets, ½-lb. pkgs., 1c per lb.; ¾-lb. pkgs., 2c lb. Coppered Rivets, net extras, 3c per lb.

F.o.b. Montreal, Toronto, London.

ROOFING

	Per square Toronto
Samson, 1-ply, roll	$3 00
Samson, 2-ply, roll	3 50
Samson, 3-ply, roll	4 10
2 ply ready roofing	2 13
3 ply ready roofing	2 55

	Mont.	Toronto
Everlastic, 1 ply	2 10	2 10
Everlastic, 2 ply	2 50	2 50
Everlastic, 3 ply	2 95	2 95
Panamoid, 1 ply	1 90	1 90
Panamoid, 2 ply	2 30	2 30
Panamoid, 3 ply	2 75	2 75
Red Star, 2 ply	2 13	2 13
Red Star, 3 ply	2 55	2 55
Amazon, ex. heavy, 80 lbs. to roll	4 75	....

Everlastic Multi-Shingles (4 Shinges in One), sq. $6 50

Everlastic Slate Surface Single Shingles, Tylike (red or green), sq. 7 65 7 80

F.o.b. Montreal.

Everlastic Liquid Roofing cement—	Per gal., in bbls.	0 70	0 70
5 and 10 gal. lots, gal.		0 85	0 85
1 gal. cans, gal., doz.		10 50	10 50
Coal Tar (refined), bbl.		10 25	10 50
Coal tar (crude)		9 00	9 25

Roofix Roofing Cement—	
In bbls., per gal.	0 60
In ½ bbls., per gal.	0 65
In 5s and 10s	0 70
1 gal. cans, per doz.	9 00

F.o.b. Toronto, Montreal and Hamilton.

ROPE

Pure Manila basis	0 25½
Beaver Manila basis	0 21
New Zealand hemp basis	0 21
Sisal basis	0 18½

Above quotations are basis price ¾ in. and larger diameter. The following advances over basis are made for smaller sizes:—⅝ in., ½c; 9-16 to 7-16 in. inclusive, 1c ⅜ in., 1½c; ¼ and 5-16 in. 2c 3-16 in., 2½c extra.

Single lathe yarn basis	0 18½
Double lathe yarn	0 19
Yacht marline, tarred	57
Halyards	50
Beaver Halyards, wht. pol, ¾ in. basis	0 35
Hemp, deep sea line basis	50
Hemp, tarred ratline basis	43
Hemp, tarred bolt rope basis	45
Marline and Houseline	45

NOTE.—Extra charge for shorter lengths than half coils, 2c per lb. additional instead of 1c per lb as formerly.

Italian rope basis on application.	
Cotton, ⅛ in.	0 42
Do., 5-32 in.	0 41
Do., 3-16 in.	0 38
Do., ¼ in. and up	0 37

F.o.b. Toronto, Montreal, London, Welland, Hamilton.

TAPES, MEASURING (LUFKIN)—

	Each
263—50 ft. Challenge, Steel	$5 30
103—50 ft. Reliable Jr., Steel	5 35
243—50 ft. Rival, Steel	4 67
1243—50 ft., Rival Jr., Steel	4 35
603—50 ft., Metallic	3 38
604—66 ft.	3 92
403—50 ft., Linen	2 57
	Dozen
713—50 ft., Ass Skin	6 95
714—66 ft., Ass Skin	8 35
143—3 ft., Steel Pocket	8 30
145—5 ft., Steel Pocket	11 20
175—5 ft., Linen Pocket	7 30
165—5 ft., Cotton Pocket	1 65

F.o.b Montreal, Toronto, London.

SANDPAPER

B. & A. sandpaper, net list.

Star sandpaper, net list.

B. & A. emery cloth, 33 1-3% on list

F.o.b. Montreal and Toronto.

SCALES

Champion—	Scale List	Stamping extra
4 lb.	$ 6 50	$0 40
10 lb.	8 75	0 45
240 lb.	13 75	0 75

Discount 5%.

600 lb.	40 00	1 00
1200 lb.	48 50	1 50
2000 lb.	65 00	1 50
2000 lb. Drop lever.	74 00	1 50

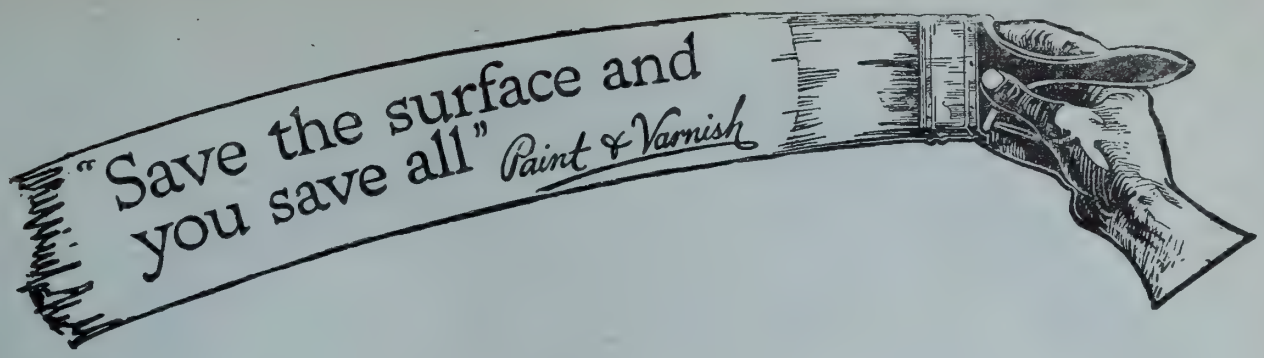
Discount 10/5%.

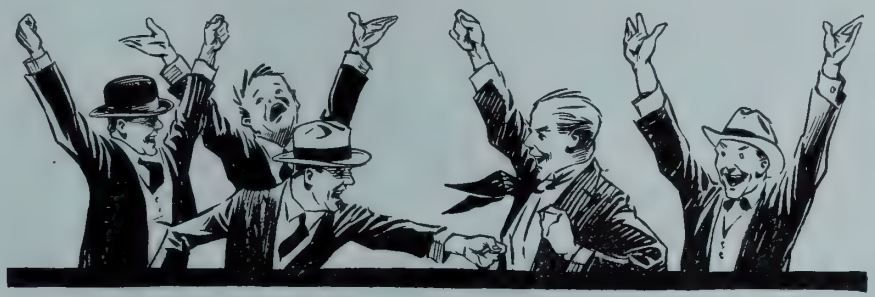
Champion, even balance 5% discount; standard scales, discount, 10 and 5% off list. No discount allowed on stamping charge. F.o.b. Toronto, Montreal, Hamilton.

SCREWS

Discounts off Standard List adopted Aug. 1, 1908

Wood, F.H., bright	72½%
Wood, R.H., bright	70%
Wood, O.H., bright	70%
Wood, F.H., brass	60%
Wood, R.H., brass	57½%
Wood, O.H., brass	57½%
Wood, F.H., bronze	55%
Wood, R.H., bronze	52½%
Wood, O.H., bronze	52½%
Square cap	20%
Hexagon cap	20%





Let's All Get Together And SHOUT!

ONE little voice of one little man hasn't much carrying power, but if all the paint and varnish men will get together and shout, their voices will ring clear from Halifax, N.S., to Victoria, B.C., and the echo of their "Save the Surface" refrain will be increased sales of paint and varnish and more money in the pockets of every one of those dealers whose voice helps to swell the chorus.

The "Save the Surface" Campaign has already laid a staunch foundation for the Paint and Varnish Industry in Canada; but the full benefit of the campaign cannot be obtained without the whole-hearted co-operation of every dealer.

It's perseverance that wins in the end, so don't think that the work is all done because the "Save the Surface" Committee are doing their bit. The boost you can give will increase the selling power of their efforts and you will share in the combined results.

Think of the multitude of houses, buildings, bridges, furniture and machinery in your territory that would get a new lease of life by the simple application of a coat of paint or varnish. Think of the increased profits to you if you sold all the paint and varnish that should be applied in your district. And then go right to work and talk "Save the Surface" to your customers. Build the idea into your window displays. Feature it in your advertising—your supplier will be glad to furnish you with literature and cuts upon request. Send in your request without delay.

The Save the Surface Campaign Committee

Room 509, 107 St. James St., Montreal, Que.

SCREWS, IRON BENCH, No. 14

1 in.	$13 75
1⅛ in.	17 00
1¼ in.	20 00

SCYTHES

	Doz.
Cast Steel	$20 00
Golden Clipper	20 95
Little Giant	22 00
Bush	20 50

SNATHS

	Doz.
00 Patent	$17 50
1 loop	16 80
2 loops	15 80
3 loops	14 70
Bush	18 20

SHEETS, BLACK

See Montreal and Toronto report.

SHEETS, CORRUGATED

See weekly report.

SHEETS, GALVANIZED

See Weekly Reports.

	Queen's Hd.	Fleur-de-lis
28 gauge	$10 00	$ 9 25
26 gauge	9 75	9 00
24 gauge	9 15	8 60
22 gauge	8 80	8 15
18 and 20 ga.	8 10	8 00

F.O.B. Montreal.

SOLDERING COPPERS

See Coppers.

SOLDER, BAR

See weekly report.

SPIDERS

Cast, No. 7, $1; No. 8, $1.05; No. 9, $1.15.

SPOUTS, SAP

Eureka, per M. $16 50

STANDS, WASHTUB

Dowswell, doz. $47 25

STAPLES (Fence)—

	Per 100 lb. kegs
Bright	$5 25
Galvanized	6 25

STOVES

	List each
Oil Burning Cooking Perfection No. 32, 2-burner	$25 50
Perfection, No. 33, 3 burner	31 00
Perfection No. 34, 4-burner	40 00
No. 22G oven for above stoves	9 00

Discount, 30 per cent. off list.

McClary Glass Front Oven No. 70, each, net	6 00
Detroit Glass Front Oven, No. 85, each, net	....
Hot Blast	Plus %

F.O.B. Sarnia, London, Toronto, Ottawa.

Oil Burning Heaters	List
No. 525, each	$9 50
No. 530, each	10 50
No. 630, each	13 50

Discount 30% off list.

Hot Blast ..... Plus 10%

30% discount of No. 525, No. 530, No. 630 only.

STRETCHERS, CURTAIN—

Star, No. 1, doz.	$27 60
Star, No. 2, doz.	30 00
Sun No. 1	20 00
Sun, No. 2	22 00

STRETCHERS, WIRE

Hercules, doz. $3 60

SWEEPERS—

Carpet (Bissell's)

Amer. Queen, nick. fittings, cyco b.b.	$ 60 00
Club, jap., cyco bearing	120 00
Champion, jap. fittings	45 00
Grand, jap., cyco b.b.	68 00
Grand Rapids, nick., cyco b.b.	55 00
Do., jap., cyco b.b.	50 00
Parlor Queen, nick., cyco b.b.	62 00
Princess, nick., cyco b.b.	57 00
Standard, jap. fittings	46 00
Universal, jap., cyco bear.	48 00
Do., nick., cyco bear.	53 00
Little Daisy	2 00
Little Queen	3 00

SWEEPERS, VACUUM (Bissell's)

	Doz.
Grand Rapids, nickelled	$106 00
Household, japanned	94 00
Superba, nickeled	120 00

F.O.B. factory, Niagara Falls, Ont.

SWINGS—

Ontario, 4-passenger $8 75

TACKS

	Discount
Wire Tacks	70/15%
Revised Hardware Tack List adopted Jan. 20, 1920	70/15%
Double-pointed tacks	70/15%

Shoe findings—List adopted March 24th, 1921.

F.O.B. Toronto, Hamilton, Montreal and London.

TINNERS' TRIMMINGS

See prices under head of Wares.

TOASTERS, ELECTRIC

Universal	7 80
C. G.	5 00

Discount 20 and 10%.

Canadian Beauty	$5 84
Upright, with rack	6 40

TOOLS, HARVEST

Waverley, Wellandvale, Rixford, Maple Leaf, Bedford, 50 and 10% off new list.

F.O.B. Montreal, Toronto, Hamilton, London.

SPADES, SHOVELS AND SCOOPS

	1st Grade %	2nd Grade %	4th Grade %
Plain Back Shovels and Spades	35	35	35
Draining Tools	35	35	35
Hollow Back Scoops	35	35	35
Sand Shovels	35	35	35
Hollow Back Shovels	35	35	35
Hollow Back Coal Shovels	35	35	35
Riveted Back Scoops	35	35	35
Miners' Spring Point Shovels	35	35	35

Above discounts apply whether goods are sold in carload or less than carloads.

The above discounts apply only to Black List; Black List prices being as follows:

BLACK LIST			
Plain Back Shovels and Spades	$29.00	$28.00	$25.00
Draining Tools, No. 2, black	29.00	27.50	.....
Hollow Back Scoops, No. 2, black	34.50	.....	32.00
Coal Shovels, Hollow Back, No. 2, black	32.00	.....	30.00
Sand Shovels, No. 2, black	27.50	.....	24.00
Hollow Back Shovels, No. 2, black	27.50	.....	24.00
Riveted Back Scoops, No. 2, black	37.50	35.50	34.00
Miners' Spring Point Shovels, No. 2, black	36.50	.....	.....

NET EXTRAS—

For each size larger than No. 2, add 35c dozen net.

Full polished, add $1.00 per dozen net.

Half polished, add 50c per dozen net.

F.O.B. London, Hamilton, Toronto, Gananoque, Ottawa, Collingwood, Sherbrooke, Montreal, Quebec, Halifax, St. John, Moncton, and freight may be equalized thereon. On shipments less than 5 dozen F.O.B. factory only.

TRACK BARN DOOR

Hatch Trolley, per ft.	0 22½
Brackets for above, per doz.	$2 20
National Flat Track, 1¼ in. per 100 ft.	10 85

TROUGH (EAVE)

O. G. Square bead and half round:

Size in girth.	Per 100 ft.		
8 in.	$15 90	15 in.	$28 80
10 in.	17 70	18 in.	36 50
12 in.	21 20	Less 60%.	

F.O.B. Toronto, Oshawa, Ottawa.

TRAPS (GAME)

	Doz. with chain
Victor, No. 1 Giant, doz.	$3 35
Jump, No. 1	3 50
Hawley & Norton, No. 1	5 00
Newhouse, No. 1	7 50

F.O.B. Toronto, London, Hamilton, Hamilton.

TUBS, WOOD

No. 0, per dozen	$26 40
No. 1, per dozen	23 10
No. 2, per dozen	20 90
No. 3, per dozen	17 60

F.O.B. Newmarket.

TWINE, BINDER

	per ft.
550 feet	0 17¼
550 feet	0 18¾
600 feet	0 20¼
650 feet	0 21¼

Freight prepaid to nearest station in lots of 300 lbs. and over. Rebate of ⅛ cent lb. on 10,000 lbs. and ¼ cent lb. on 20,000 lb.

TWINE (COTTON)

5-lb. sack, 3-ply, lb.	0 42
Cones, 3-ply, lb.	0 38
Do., 4-ply, lb.	0 41

VALVES AND COCKS

Compression work—Standard	37%
Fuller work—Standard	30%
Basin cocks Fuller, No. 0	30%
Nos. 1 and 2	30%
Bath Cocks—Compression	29%
Flatway stop and waste cocks, Standard	40%
Roundway stop and waste cocks—Standard	34%
Brass steam cocks, stand.	10%
Radiator valves—Standard	23%
removable set	10%
Globe, angle and check valves, standard	5%
Gate or Straightway	16/10%
Jenkins Gate Valve	10/7%
Jenkins Globe	10/10%
J.M.T.	20%
J.M.T. C.	25%
J.M.T. Gate Valves	15%

F.O.B. Toronto.

VALVES, FOOT

	Blk.	Galv.
1¼	0 58	0 83
1½	0 72	1 10
2	0 99	1 60

Penberthy Brass Valves

Gate Valves	15%
Regrinding Valves	10%
Swing Check Valves	5%
Compodisk Valves	10%

WARES, ETC.

Britannic, advance 65%
Scotch Grey Ware, 40%
Colonial, 5%
Imperial Ware, 5%
Pearl, 5%
Premier, list, plus 30%
Canada Ware, list, plus 30%
Crescent, 40%
Diamond, plus 30%
White Ware, 20/10%
Japanned Ware, list, plus 33 1-3%
Japd. Ware, White, list, plus 45%
Plain and Japanned Sprinklers, list plus 33 1-3%
Stamped Ware, plain, 35%
Stamped Ware, retinned, 20/10%
Copper Bottoms, plus 50%
Tinners' Trimmings, plain, 35%
Tinners' Trimmings, retinned, 20/10%
Tinners' Trimmings, General, list, plus 50%
Factory Milk Cans, list, plus 70%
Milk Can Trimmings, list, plus 90%
Cream Cans, list, plus 47½%
Railroad Cans, list, plus 40%
Sheet Iron Ware, list, plus 66 2-3%
Pieced Ware, ordinary, list, plus 75%
Pieced Tinware, C.B., list, plus 90%
Fry Pans, Acme, list, plus 5%
Fry Pans, Quick Meal, plus 50%
Spiders, steel, plus 50%
Fire Shovels, japanned, list, plus 60%
Steel Sinks, galv'zd, list, plus 50%
Steel Sinks, painted, list, plus 50%
Light Galv. Pails and Tubs, list plus, 20%.
Heavy Galv. Pails and Tubs, list plus, 20%.
Hollow Ware, add 40%
Garbage Pails, list, plus 20%.
Jap. Coal Hods, list, plus 80%
Galv. Coal Hods, list, plus 90%
Paper Lined Boards, 10%
Wood-lined Boards, list, plus 10%
Copper Boilers, list, net list.
Copper Tea Kettles, list plus 30%.
Copper Tea and Coffee Pots, list, plus 30%.
Stove and other Pipe, list, plus 100%
Stove Pipe Elbows, black and galv., list, plus, 66 2-3%.
Stove Pipe Thimbles, 40%

F.o.b. Montreal, Toronto, London. Montreal.

WASHERS, WROUGHT

Round, plain. Sizes given are size of hole. In boxes of 50 lbs. list prices per 100 lbs.—¼ in., $28.00; 5/16 in., $24.40; ⅜ in., $22.80; 7/16 in., $21.00; ½ in., $19.60; 9/16 in., $18.80; ⅝ in., $18.60; 11/16 in., $12.40; ¾ in., $18.20; 13/16 in., $18.00; 1 1/16 in., 1⅛ in., 1¼ in. 1 5/16 in., $18.60; 1⅜ in., 1½ in. 1⅝ in., $19.40; 1¾ in., 1⅞ in., 2 in., 2⅛ in., $19.00. Discount 50% f.o.b. Montreal, Halifax, Toronto, London and Halifax.

Car lots allowance to following points: Windsor, Walkerville, St. John, Moncton, Amherst, New Glasgow. Freight allowance: Fort William and West, 10c per 100 lbs., cash in 30 days less 2%.

Net extras, 26 to 40 lbs. of a size, $1.00; 25 lbs. of a size or less, $2.00 per 100 lbs. Package allowances—if taken in kegs about 175 lbs. each, allowance 10c per 100 lbs.; if taken in bags about 100 lbs., allowance 15c per 100 lbs.

WEIGHTS, SASH

	Tor.	Lon.	Mont
Section, 1 lb., per 100 lbs.	$5 10	$5 25	$5 50
Section, ½ lb., per 100 lbs.	5 50	5 75	5 50
Solid, 3 to 30 lbs., per cwt.	3 75	4 70	4 50

WHEELBARROWS

Navvy, steel wheel, doz.	$105 00
Garden Steel, doz.	78 75
Light Garden, doz.	85 00

F.O.B. Montreal, Toronto, London

WIRE PRODUCTS

Annealed or Bright.

Advances over base price on sizes lighter than No. 9.

No. 9 and heavier	Base
No. 10	$0 06
No. 11	0 12
No. 12	0 20
No. 13	0 30
No. 14	0 40
No. 15	0 55
No. 16	0 70

Annealing, no extra.

Oiled and Annealed, extra, $0.15.

Coppering and liquor finish, extra, $1.00-$1.50.

Tinning, extra, $2.00-$3.00.

Bright base, $5.00.

Annealed base, $5.00.

Galvanized base, $5.70.

Barbed Wire, $6.20.

Coiled Spring Wire, 9 gauge, Toronto, $5.65; Montreal, $5.75.

Prices subject to change without notice.

Extra net, per 100 lbs.—Oiled wire. 15c.; bright, soft drawn, 25c-70c.

Stovepipe Wire.

No. 18	$9 50
No. 19	10 00

F.O.B. Toronto, London, Hamilton, Montreal, St. John, freight equalized.

WRENCHES, STILLSON

	each
6 inch	$2 00
8 inch	2 25
10 inch	2 50
14 inch	3 50
18 inch	5 00
24 inch	7 25
36 inch	13 50

Discount, 50% Canadian pattern; 40% on genuine.

WRENCHES, CRESCENT, list plus 10%.

WRINGERS, CLOTHES

Domestic, No. 531E	$115 00
Dom. Bench, No. 541EB	174 00
Favorite, No. 511E	105 00
Favorite, No. 512	112 00
Royal Canadian	94 00
Favorite, No. 514	138 00
Ottawa, No. 231E	105 00
Ottawa Bench, No. 341EB	162 00
Challenge, No. 311E	95 00
Warranty	115 00
Bicycle,	95 00
Eze	102 00
Rapid	92 00
Eureka	64 00
Blue Belle	115 00
Do., Folding B	164 00
Rival	105 00
Model	91 00
Imperial	102 00

Discounts from above list, 25%

Terms—30 days, less 2 per cent. Freight equalized on half dozen machines and upwards with the nearest of the following places to point of destination, viz.: Montreal, Kingston, Ottawa, Toronto, London, Hamilton or St. Marys.

TINKER TOM'S TALKS.

No. 312

Hard Times

Notwithstanding the old darkey song, "Hard times come again no more," it's going to be tough sledding for a while for the tinsmith who buys carelessly—who pays too much or gets too little value.

We guarantee you'll be safe if you buy "PREMIER" GALVANIZED STEEL SHEETS, and in doing so you are helping Canadian workmen earn a living and keeping the money where we can all get another "whack" at it.

TINKER TOM

DOMINION SHEET METAL CORP. LTD
MADE IN PREMIER CANADA
HAMILTON, CANADA.



If interested tear out this page and place with letters to be answered.

Paints, Oils, Etc.

ALABASTINE
Colors and white—2½-lb. packages, $10.10 for 100 lbs., 5-lb. packages, $9.60 for 100 lbs. F.o.b. Paris or nearest jobbing house.

BLUE STONE	Montreal	Toronto
Per lb., bbls. ..	10	10

COLORS (DRY)	Per lb.
Raw and Burnt Umber, 100 lb. kegs, No. 1	06-09½
Do., pure	11-15
Raw and Burnt Sienna, 100 lb. kegs, lb.	06-09½
Do., pure	16-18
Imp. green, 100-lb. kegs	22-23
Chrome green, pure	50-56
Chrome yellow	30-45
Brunswick green, 100-lb. keg	11-14½
Indian red, 100-lb. keg	15-20
Do., No. 1, 100-lb. keg	..-07
Lamp black	32-35
Venetian red, best bright	06½-09
Do., No. 1	03¾-05½
Drop black, pure dry	..-20
Golden ocre, 100-lb. kegs	..-09
White ochre, 100-lb. keg	..-06
Do., barrels	..-05
Yellow ochre, barrels	04-05½
French ochre, barrels	..-10½
Spruce ochre, 100-lb. kegs	05-08
Can. red oxide, bbls.	02¾-04½
Super magnetic red	0 05
Vermillion	1 00
English vermillion	2 25

F.o.b. Montreal, Toronto.

COLORS IN OIL, PURE	1 lb. tins
Venetian red	0 27
Indian red	0 36
Chrome yellow, pure	0 70
Golden ochre, pure	0 35
French spruce ochre, pure	0 30
Greens, pure	0 35
Siennas	0 36
Umbers	0 36
Ultramarine blue	0 70
Prussian blue	1 20
Chinese blue	1 20
Drop black	0 42
Ivory black	0 44
Signwriters' black, pure	0 48
Lampblack	0 48
Imperial black, 25-lb. irons	0 39

F.o.b. Montreal, Toronto

ENAMELS (white)	Gal.
Dougall white enamel	$8 78
Vitralite	8 78
Duralite	7 00
Old Dutch	6 27
4-H "White" Enamel	8 00
Martins, White	7 00
Satinette	6 23
C.P. Co. Albagloss	6 30
C.D. Master Painters'	8 20
Mooramel	7 00
Sunshine, white	7 00
Kyanize	8 00
Solpar	4 50
Paripan	11 00
Jasperlac	5 00
Invincible	7 50
Hillcrest	7 00
Amelite A. & E.	8 40
Adelite, A. & E.	6 15
Floglaze	5 00

GLUE	Per lb.
English, sheet	30-32
White pigsfoot	..-50
Cake bone, 112-lb. bags	30-32
Hides, 112-lb. bags	35-40
Ground glues, 112-lb. bags—	
English, per lb.	30-32
Canadian, per lb.	27-30

Brantford—	Per case
No. 7, 50 pcks, 1 lb.	$25 00
No. 8, 100 pcks., ½ lb.	28 00
No. 9, 200 pcks., ¼ lb.	35 00

GLASS LIST

United In.	Star or 16 oz.	Double or 24 oz.
Up to 25	$11 00	$16 40
26 to 40	14 00	20 90
41 to 50	15 00	23 00
51 to 60	16 00	24 00
61 to 70	17 00	25 00
71 to 80	.....	27 00
81 to 84	.....	34 00
85 to 90	.....	36 50
91 to 94	.....	37.25
95 to 100	.....	43.75

Discount box glass, Montreal 50%; Toronto, 50%; London, 50%.
Cut size sheet glass, 60/10% off of November, 1919

GLAZIERS' POINTS
Zinc coated, 12c, ½-lb. pkg.
F.o.b. Montreal, Toronto.

LEAD, WHITE (Ground in oil).
Prices are per 100 lbs. in ton lots. Less than ton lots are 35c per 100 lbs. higher than quoted below. F.O.B. Brantford, 50c; London, 55c; Windsor, 60c per 100 lbs. F.o.b. Toronto and Hamilton, 45c per 100 lbs. F.o.b. Fort William and Port Arthur. 75c per 100 lbs.
Maritime differential 50c per 100 lbs. over Montreal.

	Montreal	Toronto
Anchor, Pure	$14 50	$14 95
Champion, Pure	14 50	14 95
Crown Diamond, pure	14 50	14 95
Green Seal	14 50	14 95
I.V. Perfection	14 50	14 95
Ramsay's Pure	14 50	14 95
Moore's Pure	14 50	14 95
Tiger, Pure	14 50	14 95
O.P.W. Dec. Pure	14 50	14 95
Red Seal	14 50	14 95
O.P.W., English	14 75	15 20
Maple Leaf, pure	14 50	14 95
Elephant Genuine	15 00	15 45

B. B. Genuine Lead, less than tons, Montreal, $16.10, Toronto, 16.55.

LEAD (RED DRY)	Per 100 lbs.
Genuin 560 lb. casks	$11 00
Genuine, 100 lb. casks	12 00
Less quantity	13 00

F.o.b. Montreal, Toronto.

Lead (red in oil)	
25s	0 18
10s	0 19
5s	0 20
1s	0 23

F.o.b. Toronto, Montreal, Hamilton

LINSEED OIL
For prices see weekly report.

LITHARGE

Casks, per cwt.	$17 00
Smaller quantities, per lb.	0 20

LIQUID, BRONZING
Bronzing liquid, No. 1 .. $1.55-$2.15
Banana oil, gal 4 25
F.o.b. Montreal, Toronto

MURESCO	Per 100 lbs. White	Tints
350-lb. bbls.	$7 15	$8 25
200-lbs., half bbls.	8 00	9 10
100-lbs., kegs	8 25	9 35
Cases 20 5-lb. pkgs.	8 80	9 90

F.O.B. Toronto.

OILS—

Fly, Creonoid—	
Barrels, per gal.	0 65
Half-barrels, per gal.	0 70
5s and 10s, per gal.	0 80
1s (1 doz.)	13 00
½ gal. cans, 1 doz. to case	9 00

PAINTS, PREPARED
See weekly report.
Price per gallon, 1 gallon can basis

Elephant white	$4 35
Sanitone, white	3 85
Sanitone, colors	3 75
C.P. Co., pure, white	4 45
C.P. Co., pure, colors	4 10
C.P. floor paint	3 95
Elephant floor paint	3 70
Victoria floor paint	3 40
B.-H. English, colors	4 10
B.-H. English, white	4 45
B.-H. Fresconette, white	3 85
B.-H. Fresconette, colors	3 75
B.-H. Floor	3 95
B.-H. Porch Floor	4 10
Crown Diamond, white	4 20
Crown Diamond, colors	3 85
Crown Diamond Floor	3 70
Crown Diamond, porch	3 80
Do., Flat Wall Tone, white	3 85
Do., colors	3 75
Moore's House Colors, white	4 35
Do., House Colors, colors	4 10
Do., Preservo Paint, white	2 95
Do., colors	2 85
Do., floor paint	3 80
Do., Sani-Flat	3 80
Moore's Porch and Deck Paint	4 10
I.V. Elastica, white	3 95
I.V. Elastica, colors	3 70
I.V. Flatine, int. wall, white	3 85
I.V. Flatine, int. wall, colors	3 75
Jamieson's Crown Anchor	3 85
O.P.W. Canada Brand, white	4 45
O.P.W. Canada Brand, colors	4 10
O.P.W. Canada Brand, floor	3 95
O.P.W. Flat Wall, white	3 85
O.P.W. Flat Wall, colors	3 75
Ramsay's Pure, white	4 30
Ramsay's Pure, colors	3 95
Ramsay's floor	3 80
Ramsay's porch	3 95
Glidden's white	4 45
Glidden's colors	4 10
Martin-Senour, 100%, white	4 45
Martin-Senour, 100%, colors	4 10
Martin-Senour, Porch Paint	4 10
Martin-Senour, Neutone, white	3 85
Martin-Senour, Neutone, colors	3 75
Martin-Senour, Floor Paint	3 95
Sherwin-Williams, white	4 45
Sherwin-Williams, colors	4 10
Sherwin-Williams, floor	3 95
Sherwin-Williams, porch paint	4 10
Flat Tone, white	3 85
Flat Tone, colors	3 75
Lowe Bros., H.S., white	4 45
Lowe Bros., H.S., color	4 10
Lowe Bros., hard drying floor	3 95
Mellotone, white	3 80
Mellotone, colors	3 75
Maple Leaf, white	4 45
Maple Leaf, colors	4 10
Maple Leaf, floor	3 95
Pearcy's Prepared, colors	3 60
Pearcy's Prepared, white	4 00
Pearcy's Prepared, floor	3 30
A. & E. Adelite, white	4 45
Do., colors	4 10
Do., Industrial white	3 50

Barrett Products

Everjet Elastic Carbon Paint—	Mont.	Tor.
Barrels, per gal.	0 80	0 80
Half-barrels, per gal.	0 85	0 85
5s and 10s, per gal.	0 95	0 95
1s, per case, doz.	12 00	12 00
Everjet Black Enamel—		
Crates 2 doz., 8 oz.	$1 95	$1 95
Crates 12 doz., 8 oz.	1 70	1 70
1-gal. cans, gal	1 50	1 50
5-10 gal. cans, gal.	1 35	1 35
Barrels-half bbls., gal	1 25	1 25
Carbosota Liquid Creosote Oil—		
Barrels	0 60	0 60
Half barrels	0 65	0 65
5s and 10s, gal	0 75	0 95
1s (case 12 gals.)	8 50	9 50
H., T. & A. Co.'s Creosote Oil—		
Barrels	0 45	
Half-barrels	0 50	
5s and 10s	0 60	

F.o.b. Montreal, Toronto

PARIS GREEN	100-lb. lots
½-lb. paper cartons, per lb.	0 52
1-lb. paper cartons, per lb.	0 50
½-lb. tins, per lb.	0 54
1-lb. tins, per lb.	0 52
25-lb. tins, per lb.	0 48
50 and 100-lb. drums, per lb.	0 46
250-lb. kegs, per lb.	0 44½
600-lb. barrels, per lb.	0 44

Terms, 1% 15, or 30 days net.
F.o.b. Montreal, Toronto, Hamilton, London, Ottawa, Quebec, Moncton, St. John's and Halifax.
Yarmouth and P.E.I. points ¼c per lb. extra.

PUTTY
See Weekly Report.

ROSIN
In barrel lots—

G., per 100 lbs.	$9 50
W.W., per 100 lbs.	11 00

SHELLAC

	Pure white	Pure orange
Per bbl.	$3 90	$3 40
Gal. jugs	4 40	3 90

F.O.B. Toronto, London, Montreal.

SHINGLE STAINS	Ord. Colors	Greens
M.L. Creosot	1 40	1 60
Solignum	1 25	1 60
Martin Senours	1 40	1 60
Elastica	1 40	1 60
Hillcrest	1 40	1 60
"C.D." Shingle Stain	1 35	1 50

TAR	Mont.	Toronto
Coal Tar, refined	10 25	10 50
Do., crude	9 00	9 25

PAINT AND VARNISH REMOVER

Taxite, 1 gal. cans	3 00
B.H. Vanisher	3 60
Chalco	3 60
Klensa	3 60
Cumoff	3 60
Dougall Lingerwett	3 60
Takeoff	3 60
O.P.W. Presto	3 60
Solvo	3 60
Varn-off	3 25
Adelite	3 60

VARNISHES	Per gal cans
B.-H. Floor	4 80
B.-H. Maritime Spar	6 03
B.-H. Hard Oil	3 24
B.-H. Gold Medal	4 02
Elastilite	4 50
Granitine Floor Finish	4 50
Hydrox Spar	4 65
C.P.C. Sun Varnish	4 80
C.P.C. Sun Aero Spar	4 50
C.P.C. Sun Waterproof Floor	4 40
I.V. Elastica, No. 1	5 74
Do., No. 2	5 25
Do., Floor	4 88
Jasperite Interior and Exterior	3 75
Jasperite Indestructo, floor	3 75
Jasperite Pale Hard Oil	2 75
P. & L. No. 61	5 06
Jamieson's Copaline	4 25
M-S Marble-Ite Floor	4 87
M-S Wood-Var	4 87
M-S Durable Spar	5 78
M-S Finest Interior	5 23
Moorlastic Floor	4 25
T. 45 Floor	3 50
Moorvar Interior	3 25
Moore's Spar	5 00
Elastic Interior	3 1-
Mar-not	4 40
Quick Action House	2 65
Rexspar	5 64
Scar-Not	5 13
Solpar, Spar Marine	6 00
Solpar House Spar	4 50
Solpar Floor	4 50
Solpar Interior	3 50
Kyanize Spar	5 15
Kyanize Cabinet Rubbing	4 85
Kyanize Interior and Floor	4 87
Luxeberry light	4 72
Luxeberry granite	4 90
Luxeberry spar	5 62
Ramsay's Universal	3 75
Ramsay's Agate Floor	3 95
Ramsay's 400 Hard Oil	3 25
Ramsay's, No. 720	3 00
Crown Diamond Floor	4 25
"C.D. Big 4" Exterior	5 00
"C.D. Big 4" Interior	4 50
"C.D. Big 4" Floor	4 40
C. D. General Purpose	4 15
C. D. Furniture	2 05
Dougall Univarnish, clear	5 40
Dougall Transparent, spar	6 00
Dougall Transparent, floor	5 20
Copalite	4 00
Adelite, No. 103, Floor	4 56
Adelite, No. 105, Flat	4 56
Adelite, No. 100, Spar	6 00

F.o.b. Montreal, Toronto.

WATER PAINTS

Rockface, bbls., 250 lb.	0 05
Opalite, 300 lb. bbls.	0 13½
Opalite, 100 lb. kegs	0 14¼
1 gal. packages, per pkg.	0 75
½ gal. package, per pkg.	0 40

WATER PAINTS (per 100-lbs.)

5-lb. pkgs.	White	Colors
Decotint	9 00	9 00
Coralite	9 50	9 50
Perfecto	8 50	9 50
Solpar	8 80	9 90
C. D. Wall Coating, white		8 75
Do., colors		9 25
A. & E Hygiene Kal.	0 42	0 48
Do. in 100 lb. kegs	0 09	....
Do., in 300 lb. bbls	0 08	....

WASTE

Cream, Polishing	0 21¾

WHITE

XXX	0 20½	XXX	0 18½
XX	0 18½	XX, grad	0 17½
X	0 17½	XLCR	0 16½
XC	0 16½	X Empire	0 15
		X Press	0 13½

COLORED

		Fancy	0 15
No. 1	0 14¾	Lion	0 13½
No. 7	0 13¾	Standard	0 12
No. 1A	0 12¾	Popular	0 10½
No. 1B	0 11¾	Keen	0 09

Above lines subject to trade discount for quantity.

WAX

B.H. Wax	0 56
Berry Bros.	0 70
Imperial Floor Wax	0 40
Anchor	0 33
O.P.W. Lion Brand	0 50
Old English	0 67
Johnson's	0 67
Jamieson's liquid wax, gal	3 50
Ramsay's	0 45
Martin-Senours	0 58
I.V. Wax	0 59
Sherwin-Williams	0 60
Solpar	0 40
Sturgeon French Polish	0 60
Crown Diamond	0 45
Hillcrest	0 45
Plymouth Rock	0 60
Champion White	0 50

F.o.b. Montreal and Toronto.

WHITING	
Gilders, bolted, in bbls.	3 25
WOOD ALCOHOL	Per gal
In five gallons	$2 75
Methylated Spirits	1 90-2 55

F.o.b. Montreal Toronto London

GLASS

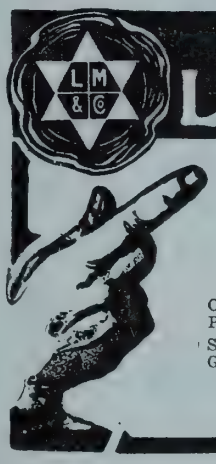
We are receiving quantities of Belgium Window Glass and can quote you very attractive prices for immediate deliveries or for import shipments. We stock or manufacture Plate, Bevelled Plate, Mirrors, Figured, Leaded, Wired and Prism Glass.

Write, Phone or Wire for Prices

HOBBS Manufacturing Company, Limited

MONTREAL TORONTO LONDON WINNIPEG

When Writing to Advertisers Kindly Mention This Paper



GERMANTOWN LAMPBLACK

THE L. MARTIN CO.
HEADQUARTERS FOR
LAMPBLACK
IN ENGLAND AND AMERICA

Originators of Eagle, Old Standard, Globe and Pyramid Germantown Brands.
Suppliers of Bulk Blacks to the highest class Grinding Trade.

Montreal, Toronto, Winnipeg, New York, Philadelphia, London, Eng.

Window Glass

Also Plate, Figured, Bent, and Ornamental Glass

RED S

Stained, Wired, Mirror

Order Early

The Toronto Plate Glass Importing Co., Limited

Don Roadway Toronto

If interested tear out this page and place with letters to be answered.

Winnipeg Hardware Quotations

AMMUNITION
Powder, per keg, $11.00.
Soft shot, per cwt., $15.50; chilled, $17.00; buckshot, $16.30; ball, $16.70.

AMMUNITION, DOMINION

	Blk. List	Lesmok List	Smkless List
BB caps	.....	.....	$ 7 00
22 Short	.....	$10 00	10 70
22 S. Mush.	.....	.....	11 50
22 Long	.....	12 00	15 00
22 L. Mush.	.....	.....	16 00
22 L.D. do.	.....	.....	18 70
22 L. Rifle	.....	14 00	17 50
25 Short	$23 50	.....	.....
32 Short	23 50	.....	70 00
25/20	.....	.....	70 00
25 Colt Auto	.....	.....	53 00
30 Mausey	.....	.....	91 00
32 S. & W.	.....	.....	42 00
32 S. Colt	33 50	.....	.....
32 Colt Auto	.....	.....	63 00
32/30	.....	.....	70 00
38 S. & W.	.....	.....	54 50
44 G. Getter	.....	.....	66 50
44/40	.....	.....	84 00
455 Target	.....	.....	85 00
250 Sav. H.P.	.....	.....	160 00
280 Ross	.....	.....	209 00
25/35	.....	.....	125 50
30/30	.....	.....	144 50
303 Savage	.....	.....	144 50
303 British	.....	.....	190 00
32/40	.....	.....	121 50
32 Special	.....	.....	144 50
32 Rem. Rim.	.....	.....	144 50
33 Win.	.....	.....	190 00
35 Rem. Rim.	.....	.....	159 50
351 Self Ldg.	.....	.....	121 50
38/55	.....	.....	152 00
45/70-405	133 00	.....	.....

Jobbers' Discount on Winchester and Savage Ammunition, 40%; U. M. C., 40% off Dominion List.
Dominion Amunition — Discount 30/20% off Dominion List.

ANVILS
Peter Wright, 60 to 79 lbs., 28c a lb.; 80 lbs. and over, 26c.
Farriers' Clip Horn, 27c a lb.
Norris, 80 lbs. and over, 16c.

AUGER BITS
Standard List Prices per Dozen.

3/16	$6 00	18/16	$12 00
4	5 00	19	14 00
5	5 00	20	14 00
6	5 00	21	16 00
7	5 00	22	16 00
8	5 00	23	18 00
9	6 00	24	18 00
10	6 00	25	21 00
11	7 00	26	21 00
12	7 00	27	24 00
13	8 25	28	24 00
14	8 25	29	27 00
15	9 50	30	27 00
16	9 50	31	30 00
17	12 00	32	30 00

Discounts from standard list prices.
Irwin .....30% on list
Common .....20% on list

AXES

Single Bit	$17 50	$19 00
Double Bit		24 50
Broad Axes		60 00

AXES, BENCH

No. 2	$22 00
No. 3	24 75
No. 4	26 95
No. 5	29 70
No. 6	33 00

BAR IRON
Round and square.—3-16 in., ¼ in., and 5-16 in., $5.95 base. Round and square over 2 in., up to and including 2 ¾ in., and flats over 1 in. x 4 in. up to 6 in. wide, $6.40 base. Rounds over 2¾ in. to 6 in., $6.90 base. Swedish iron, $8; sleighshoe steel, $6.25; spring steel, $6.50; machinery steel, $8.

BARS, CROW, $12.00 per 100 lbs.;

BELT LACING
In sides, tanned, $2.50 per lb.; cut, $3.00 per lb.; rawhide, sides, $2.50; cut, $3.00.
Blue Stone (Vitriol), 11½c.

BELTING
Rubber, 6 in. and under 54%; over 6 in., 47%.
Agricultural or No. 1 leather belting, 15/10/10/10% off list.
Standard, 15/10/10% off list. Extra 15%.
The "double" list is just twice the

BOARD, BEAVER Per M ft.
1,000 ft. to 5,000 ft..... $51.50

BOILERS, RANGE
30-gal., each 13 00

BOLTS—
Carriage, ⅜ in. and smaller, up to 6 in., 15%; over 6 in., net list; 7-16 in. and larger, 5%; Machine, ⅜ in. and under, up to 4 in., 32½%; over 4 in., 5%; 7-16 in. and over, 10%; machine set screws, 25%; plough bolts, 12½%; stove bolts, 60%; shaft bolts, 5% adv.; tire bolts, 40%; sleigh shoe bolts, 5% adv.

BORAX Borax, per lb., 14c.

BUTTS
Plated—No. 241 Antique Copper and Dull Brass Finish.

	Per pr.
2½ x 2½ in.	0 36
3 x 3 in.	0 38
3½ x 3½	0 39
4 x 4 in.	0 52
4½ x 4½	0 77
5 x 5 in.	1 34

Wrought Steel—

No. 800	net prices
No. 804	net prices
No. 838	net prices
No. 840	net prices

CARPET FELT Per Roll

16 oz.—50 lbs.	4 70
20 oz.—54 lbs.	5 90

CHAIN
Coil, Elec. Weld, 3-16 in., $19.25; ¼ in., $17.75; 5-16 in., $15.55; ⅜ in., $13.55; 7-16 in., $13.20; ½ in., $12.85; 9-16 in., $12.85; ⅝ in., $12.15; ¾ in., $11.90.
B.B. Short Link—3-16 in., $17.75; 7-16 in., $15.40; ½ in., $15.75; 9-16 in., $15.75; ⅝ in., $14.15; ¾ in., $13.95; ⅞ in., $13.35; 1 in., $13.15.
Logging—¼ in., $21.15; 5-16 in., $17.95; ⅜ in., $15.95; 7-16 in., $15.60; ½ in., $15.25.

CHIMNEYS, LAMP
A, crimp top, per doz., $1.70; B, per doz., $1.90; Rochester plain top, per doz., $2.40.

CHOPPERS, FOOD
Universal, No. 0, $2.30; No. 1, $3.15; No. 2, $3.75; No. 3, $5.00.

CHURNS
Power — No. 0, $9.75; No. 1, $9.85; No. 2, $10.75; No. 3, $12.00; No. 4, $16.00.
Hand — No. 0, $7.75; No. 1, $7.85; No. 2, $8.75; No. 3, $10.00; No. 4, $12.00.

CLEVISES, MALL. 21c per lb.

CLIPPERS, HORSE Each
Stewart, No. 1 .....$10 88
Hand, Newmarket 3 50

CLOCKS—Alarm

	Each
Big Ben	$3 85
Baby Ben	3 85
America	1 80
Sleepmeter	2 35

CLOTHES LINE WIRE Doz.

50 foot, 19 g.	$4 40
100 foot, 19 g.	7 25

COPPER
Sheet and planished copper, 60c per lb. Tinned, 75c.

CORD SASH
Coils or Hanks.
8, 9, 10 ..... $0 53 lb.

DRILLS
See Eastern list.
Bit stock discount 40%
Blacksmiths' ½ inch shank...25%
Straight shank 25%
Do., wire 25%
Taper shank 25%

EAVETROUGH
Eavetrough, per 100 ft., 8 in., $7.20; 10 in., $7.88; 12 in., $9.00; 15 in., $13.05.
Conductor pipe, 2 in., per 100 ft., $9.00; 3 in., $10.80; 4 in., $13.73; 5 in., $18.90.

ENAMELWARE
See Ware.

FILES

Globe	Discount 50/5%
Nicholson Gen.	Discount 30%

FITTINGS—Malleable

Class A	55%
Class B and C, off new list.	65%
Bushings	20%
Unions, "Dart"—	
¼ to 2-in.	15%
⅛, 2½, 3½ and 4-in.	5%
Nipples, 4 in. and under	40%

FRY PANS Each

Cast iron, No. 8	$1 05
No. 9	1 15

GALVANIZED WARE
See Wares.

GLASS, WINDOW Single Double

Up to 25-in.	$ 7 50	....
26 to 40 in.	9 22	14 18
41 to 50 in.	9 98	14 86
51 to 60 in.	10 30	15 82
61 to 70 in.	10 70	16 42

GLASS (Plate)
20%.

GLOBES, LANTERN Doz

Cold Blast	$ 1 50
Short	1 50
Genuine Ruby	5 00

GRIDDLES, PANCAKE

Round, No. 1	$1 05
No. 2	1 15
Oblong, No. 8L	1 10
No. 9L	1 25
No. 3	1 90

GRINDSTONES
price of "single."
Per 100 lbs., $3.75.
Mounted on steel frames, $7.75 to $10.25.

HARVEST TOOLS. 50% and 10%.

HAMMERS—Adze-Eye, Plain

	Doz.
No. 0, 1½ lb.	$20 20
No. 1, 1¼ lbs.	19 05
No. 1½, 1 lb.	18 95
No. 2, 13 oz.	18 50
No. 22, 1¼ lbs.	15 00
No. 21, 1 lb.	13 65
Bell Face	Doz.
No. 61, 1¼ lbs.	$19 05
No. 61½, 1 lb.	18 95
No. 62, 13 ozs.	18 50
No. 65, 1¼ lbs.	15 00
No. 64, 1 lb.	13 65

HAMMERS, MACHINISTS'

	Doz.
No. 30 up to and including	
No. 1	$13 85
No. 1½	16 15
No. 2	18 50
No. 2¼	20 20

HAMMERS, MASONS'
No. 43, 5 lb. and over, $23 per cwt.

HAMMERS' STRIKING
Double face, No. 38, 5 lbs., $17.00. per cwt.

HINGES—Net prices.
Light Strap.—3 in., 93c per doz. prs.; 4 in., $1.13; 5 in., $1.27; 6 in., $1.60; 8 in., $2.33; 10 in., $3.27.

Light Tee—3 in., 93c per doz. prs.; 4 in., $1.00; 5 in., $1.20; 6 in., $1.40; 8 in., $1.67; 10 in. $2.27.

Heavy Tee—4 in., $1.75; 5 in., $2.20; 6 in., $2.45; 8 in., $2.80; 10 in., $5.05; 12 in., $7.90; 14 in., $8.50.

Heavy Strap—4 in., $2.45; 5 in., $2.55; 6 in., $2.65; 8 in., $3.75; 10 in., $6.70; 12 in., $7.75; 14 in., $9.40.

Corrugated Tee—4 in., $2.45; 5 in., $2.70; 6 in., $3.65; 8 in., $5.75; 10 in., $8.25.

Corrugated Strap—4 in., $1.60; 5 in., $2.20; 6 in., $2.85; 8 in., $4.75; 10 in., $7.20; 12 in., $11.05.

Screw Hook and Strap.—6 in., $4.45 per doz. prs.; 8 in., $4.95; 10 in., $6.60; 12 in., $7.20; 15 in., $7.75; 18 in., $11.35; 21 in., $12.75; 24 in., $16.50.

HORSESHOES
Iron, No. 0 to 1, $9.95; No. 2 and larger, $9.70; snowshoes, No. 0 to No. 1, $10.20; No. 2 and larger, $10.05; hand drilled, No. 0 to 1, $17.50; No. 2 and larger, $17; toe weight, $11.95.

HOSE, GARDEN

	3-ply	Per 100 ft. Multiped
½ in.	$13 50	$21 00
⅝ in.	15 50	.....
¾ in.	17 50	28 00

IRON, GALVANIZED

	Apollo and "Fleur Premier de Lis"
10¾ oz. or 28 Eng.	$10 55
28 Am. or 26 Eng.	10 15
26 Am. or 26 Eng.	9 55
24	9 40
22	9 40
18 and 20	9 25
16	9 10

IRONS, SAD
Common Sad Iron, 6 and over, 18c per lb.; 4 and 5 lbs. 20c per lb.

Mrs. Potts' No. 55, set	$2 60
Mrs. Potts, No. 50, set	2 70

Mrs. Potts' common sad iron handles, $2.40 dozen. Mrs. Potts' improved, $3.00 a dozen.

JACKSCREWS
15% on list.

KNIVES—HAY

Heath's	$17 50
Lightning	17 50

LADDERS, STEP
Common, 4 ft., $1.85; 5 ft., $2.15; 6 ft., $2.55; 7 ft., $3; 8 ft., $3.50; 10 ft., $4.75.

LADDERS, EXTENSION
20 to 32 ft., per ft., $7½c; 36 to 40, 41c.

LANTERNS

Cold Blast	
No. 2, Japd.	16 50
No. 2, Coppd.	19 25
No. 2, plain	15 75
Short Globe, doz.	15 75

LATCHES—THUMB, STEEL

	Doz
102	$2 40
103	2 45
104	2 85
Barn Door	
5	3 85
8	4 25
9	6 50

LEAD PIPE, $12.06.

LEAD WASTE, $12.96.

WHITE LEAD
Decorators' pure, 25 lb. drums, $16.10 per 100 lbs.

LINSEED OIL
See weekly report.

MACHINES—WASHING

	Each
Dowswell	$ 9 00
New Century	16 50
Canadian	9 00

MATTOCKS
Pick, $14.25; cutter, $14.25.

MOPS

O-Cedar, No. 1	$16 00
O-Cedar, No. 2	16 00
Self-wringing	6 75
Mop Handles	2 10

MOWERS—LAWN

	12 in.	14 in.	16 in.
Woodyatt		$ 12 00	$12 75
Empress		14 25	15 00
Daisy		8 75	9 50
Star		7 40	7 85
K—3-blade	9 60	10 25	10 60
C—4-blade	10 70	11 25	11 75
BB—4-bld.	12 45	13 00	13 65

NAILS
Wire, f.o.b. Fort William, $5.00 base; Winnipeg, $5.65. Cut f.o.b. Winnipeg, $7.25.

NAILS, HORSE, 25-lb. Box

	MRM	Capewell	New Peerless
No. 4			$7 75
No. 5	$5 25	$7 00	6 75
No. 6	5 00	6 75	5 50
No. 7	4 75	6 50	5 25
No. 8	4 75	6 25	5 00
No. 9	4 00	6 00	4 75



SILKSTONE

(REGISTERED TRADE MARK)

FLAT WALL COLOURS

Beautify Walls Economically

Silkstone beautifies walls at less cost than wall paper. It can be washed easily without rubbing off. Its soft, silky finish gives an artistic effect much appreciated by home lovers. The economical side of Silkstone, its beauty, its durability and gratifying service are all factors in the splendid sales it enjoys. It sells profitably with mutual satisfaction to merchant and customer.

The satisfaction it gives is a delight to the conscientious merchant who tries to serve his customers well and build permanent trade. Silkstone fills the bill for the Canadian housewife. She has tried it and liked it, and uses it whenever walls need beautifying, without regard to season. Silkstone is a year-round seller. Let us show you what's in it for you—write.

"Save the surface and you save all" *Paint & Varnish*

G. F. Stephens & Co., Limited

Paint and Varnish Makers

Winnipeg - Calgary - Edmonton

If interested tear out this page and place with letters to be answered.

Winnipeg Hardware Quotations—Continued

NETTING—POULTRY

1 in. mesh x 24 in.	$6 60
30 in.	8 90
36 in.	10 50

NUTS

Square, small lots, blank, $4.50; tapped, $5.00 advance on list; Hexagon, small lots, blank, $4.75; tapped, $5.25 advance on list; case lots all styles, 1c less than above.

OAKUM

Clipper, spun, bale 50 lbs.	$11 50
Clipper, unspun, bale, 50 lbs.	....
Plumbers, bale 50 lbs.	5 00

OILS—	Gallon
Kerosene	0 27
Gasoline	0 40
White Rose Gasoline	0 43
En-ar-co Motor Oil, med. and heavy	1 15
Do., ext. heavy	1 25
Black (summer)	0 32½
Black (winter)	0 33
Imperial kerosene tractor	1 35
Capital cylinder	0 96½
Castor machine	0 60¼
Imperial gas engine	0 65
Discount 10%.	
Polarine	1 35
Polarine A	1 35
Polarine heavy	1 35
Gargoyle Mobile A	1 68½
Gargoyle Mobile B	1 93½
Gargoyle Mobile BB	1 88½
Gargoyle Mobile E and Arctic	1 53½
Fuel oil	On application
Discount 25%.	
Wm. Penn Motor, medium	1 53
Do., heavy	1 58
French C, medoum	0 85
French A, heavy	1 20
Transmission, No. 1	0 75
Steam cylinder, No. 650C	1 10
Volunteer, reg. gas engine	0 60
Century caster machine	0 55
Melrose Harvester machine	0 70
25% and 10%.	

PAINTS, PREPARED

See weekly report.

(1 gallon can basis)

Stephens' white	$4 60
Stephens' colors	4 25
Stephens' floor	4 10
Silkstone white	4 00
Silkstone colors	3 90
Stephens' barn	2 35
Stephens' barn, extra color	2 55
Lion white	4 60
Lion colors	4 25
H.D. floor	4 10
Velvetone white	4 00
Velvetone tints	3 90
Ramsay's white	4 45
Do., colors	4 10
Dultone, White	4 00
Do., colors	3 90
Martin-Senour, white	4 60
Senour's floor	4 10
M.S. Neutone, white	4 00
M.S. Neutone, colors	3 90
M.S. Red Schoolhouse	2 50
M.S. Standard Barn	1 37

PAPER, BUILDING

Dry Fibre, No. 1	$1 25
Sunrise	1 00
Anchor, tarred	1 45
O.K. tarred	1 45
Tarred Felt	6 75

PICKS, CLAY

5-6 lbs., $10.25; 6-7 lb., $11.25 doz.; 7-8 lb., $12.25.

PIPE, WROUGHT

New price list being printed.

Per 100 ft.	Blk.	Galv.
⅛ in.	6 21	8 69
¼ in.	5 31	7 61
⅜ in.	5 45	7 79
½ in.	7 25	9 00
¾ in.	8 73	10 98
1 in.	12 56	15 89
1¼ in.	17 01	21 51
1½ in.	20 34	25 70
2 in.	27 63	34 61
2½ in.	44 37	56 12
3 in.	58 01	73 40
3½ in.	76 05	84 64
4 in.	90 00	112 50
4½ in.	101 70	127 80
5 in.	118 80	149 40
6 in.	154 80	193 50

PLASTER PARIS, per bbl...$6 00

PLATES, CANADA

18 x 21 per box, blued, $9.75; 18 x 24, blued, $9.75; 20 x 28, blued, $10.00.

POLISH

	Liquid Veneer Doz.	O-Cedar Doz.
4-oz.	$ 2 40	$ 2 40
12-oz.	4 80	4 80
1-quart	10 00	12 00
½-gal.	....	20 00
1-gal.	28 08	28 00

PULLEYS, CLOTHES LINE

	Doz.
No. 58, jap. 5" wheel	$4 90
No. 158, gal. 5" wheel	5 10

PUMP OILERS, GENUINE CANNON

No. 1, $18.50 doz.; No. 3, $21 doz.; No. 2½, $23.50.

PUMPS

Pitcher spout, No. 1, $3 each; No. 2, $3.55 each; No. 3, $3.80 each; No. 4, $4.60 each.

PUTTY

100-lb. irons	$7 20
25-lb. irons, per cwt.	7 80
1½-lb. tins	0 14½

RIVETS AND BURRS

Iron rivets, 30%; copper, No. 8, 42½c; No. 10, 46c; No. 12, 49¼c.

ROPE

British Manila—¼ in., 5-16 in., 24½c; ⅜ in., 24c; 7-16 in., ½ in., 9-16 in., 23½c.; ⅝ in., 23c; ¾ in. and larger, 22½c.

Pure Manila.—¼ in., 5-16 in., 29¾c.; ⅜ in., 29¼c; 7-16 in., ½ in., 9-16 in., 28¾c; ⅝ in., 28¼c; ¾ in. and larger, 27¾c.

Sisal—¼ in., 5-16 in., 22¼c; ⅜ in., 21¾c; 7-16 in., ½ in., 9-16 in., 21¼c; ⅝ in., 20¾; ¾ in. and larger, 20¼c.

Lath yarn, 20¼c.

Cotton Rope—3-16 in., 55c; ¼ in. and up, 54c.

SANDPAPER—

	B. & A. Quire	B. & A. Ream	Star Quire	Star Ream
00, 0	$0 41	$ 7 10	$0 43	$ 7
½	0 48	7 55	0 43	7
1	0 48	8 55	0 45	8
1½	0 52	9 95	0 50	9
2	0 58	11 50	0 60	11
2½	0 75	13 25	0 80	14 65
3	0 85	15 10	0 90	16 70

SASH BALANCES (Caldwell)

50% on list.

SAWS, BUCK

Happy Medium, $17.25; Watch Spring, $17.50; Lance Tooth or Lightning Blades, $20.00.

SCREWS

Bright iron round head, 65%; flat head, 67½%; oval head, 65%; round head, brass, 52½%; flat head brass, 55%; coach, 25%.

Set Screws, 5%. Cap Screws, 15%.

SCYTHES—	Doz.
Bramble	$.....
Bush	20 50
Excelsior	.....
Cast	20 00

SHOVELS AND SPADES

Shovels—Fox and Olds, D.H., Sqr. Pt., $16.25 per doz.; D.H., Rd. Pt., $16.25; L.H. Sq. Pt., $16.25; L.H. Rd. Pt., $16.25; Bulldog & Jones, D. H., Rd. Pt., $20.20; D.H., Sq. Pt., $19.85; L.H., Rd. Pt., $19.85; L.H., Sq. Pt., $19.85. Black Cat and Moose & Jones Scoops—No. 4, $23.60; No. 6, $24.35; No. 8, $25.05.

SLEDGES, BLACKSMITHS'

No. 37, 5 lbs. and over, $20.25 per cwt.

SNATHS

No. 2 loop	$17 25
Bush	19 50

STEEL SHEETS, BLACK

10 gauge	$7 15
12 gauge	7 15
14 gauge	7 20
16 gauge	7 30
18-20 gauge	7 80
22-24 gauge	7 85
2½ gauge	7 90
28 gauge	8 15

STANDS	Each
Washtub, Reverse Drip	$4 15
Range boiler, 12 in.	1 50

SWEEPERS — VACUUM

	Doz.
Grand Rapids, nickeled	$109 00
Household, japanned	97 00
Superba, nickeled	123 00

SWEEPERS, TOYS, BISSELL'S

Little Daisy, per gross	35 00
Little Queen, per gross	53 00

F.O.B. jobbers' warehouses, Winnipeg.

SOLDER, per lb., 26 to 27c.

SPIKES — BOAT

Pressed, ¼ in., $10.80; 5-16, $10.05; ⅜ in., $9.25; ½ in., $9.

STAPLES

Bright iron, $5.55; Fort William, $6.20, Winnipeg; galvanized staples, ... Fort William .... Winnipeg.

STEEL

Sleighshoe, $6.55 base per cwt.; plow, common, $12; crucible plow, $16.00; angle, $7.00; harrow, $6.55 base; cast, octagon tool steel, 20c base; square tool, 20c base; spring, $6.00; tire, $7.50. Mild, 3-16, ¼, 5-16, $5.95 base. Round, square flat, up to and including ¼. ⅜ to 2 in.,$5.95 base. Round and square, over 2 in., and including 2¾ in., flat over ¼ and up to 6 in. wide, $6.40 base; round over 2¾ in. to 6 in., $6.90 base. Band steel, $5.95 base.

STEEL HOOPS

½ in., $8.35; ⅝ in., $8.00; ¾ in. $7 40; ⅞ in., $7.10; 1 in., $7.00 1¼ in., $6.90; 1½ in., $6.80.

STEEL SQUARES

10% on list.

TACKS. Carpet, 70% off list.

TIES Cow

TIN AND TERNE PLATE—

20 x 28 IC box	$23 75
20 x 28 I.X. box	27 00
20 x 33 I.C. box	28 50
20 x 33 I.X. box	33 50
Terne plates	24 00

TRAPS, GAME—

	Victor Doz.	H. & N. Doz.	Jump Doz.
No. 0	$2 40	$....	$...
No. 1	2 85	5 20	3 85
No. 1½	4 35	7 85	5 70
No. 2	6 00	11 00	9 00
No. 3	10 15	14 70	12 30

TUBS—	Wood	Fibre
No. 0	$25 55	$29 55
No. 1	22 20	24 35
No. 2	19 00	21 10
No. 3	16 80	18 00

TURPENTINE

See weekly report.

TWINE (WRAPPING)	Lb.
Cotton, 3-ply, cones	$0 40
Cotton, 3-ply, balls	0 45
Cotton, 4-ply, cones	0 43
Cotton, 4-ply, balls	0 47

VARNISHES—

Stephens' Luminette, gal.	$4 00
Stephens' Exaltte, gal.	4 75
Lion Brand Color Varnish, per gal.	4 50

WARES, ETC.—

Scotch Grey Graniteware.

Colonial Imperial, Pearl, list plus 2½% advance.

Premier, Canada, Diamond, plus 40%

Whitewear, 22½% off.

Japanned Ware, list, plus 45%

Japanned Ware, white, list plus 57½%

Japanned Sprinklers, list plus 45%.

Stamped Ware, plain, 20-10-2½% discount.

Stamped Ware, retinned, 15-5-5%

Pieced Tinware, ordinary, list plus 90%

Pieced Tinware, copper bottoms, list plus 105%

Sheetiron Ware, list plus 72½%.

Light Galvanized Pails, plus 31½%.

Tubs—

Light, plus 31½%.

Heavy, 62½%

Pails and Tubs, plus 72½%

Jap. Coal Hods, list plus 92½%

Galvanized Coal Hods, list plus 102½%

WASHERS—

Size	Case lots	Less
3-16 in.	15 50	$16 00
¼ in.	13 70	14 20
5-16 in.	12 90	13 40
⅜ in.	12 00	12 50
7-16 in.	11 30	11 80
½ in.	10 90	11 40
9-16 in.	10 80	11 30
⅝ in.	10 70	11 20
¾ in.	10 60	11 10
⅞ in.	10 50	11 00
1 in.	10 50	11 00
1⅛ in.	10 50	11 00
1¼ in.	10 70	11 20
1⅜ in.	10 70	11 20
1 7-16 in.	10 70	11 20
1½ in.	10 70	11 20

WASTE

Cream, polishing	0 24½

WHITE

XXX Extra	$0 21
XX Grand	0 20
XLCR	0 19
X Empire	0 17½
X Press	0 16

COLORED

Fancy	$0 17½
Lion	0 16
Standard	0 14½
Popular J	0 13
Keen	0 11½

Above lines subject to trade discount for quantity.

WEIGHTS, SASH	Per 100 lbs.
Sectional	$7 50
Solid	7 00

WELL WHEELS	Doz
Cast, covered, 8 in.	$11 60
Cast, plain, 10 in.	15 60
12 in.	18 80
14 in	24 00

WHEELBARROWS	Each
U. S.	$ 6 60
General purpose	7 90
Stone	13 75
Navvy, doz.	105 00

WIRE — BARB

Lyman, 4-point, $5.00 Winnipeg; Glidden Cattle, 2-pt., $4.80 Winnipeg; Baker, 2-pt., $4.70 Winnipeg; plain twist, cwt., Winnipeg, $7.00 100 lbs.; galvanized, Winnipeg, No. 9, $7.80; No. 12, $8.05; coil spring, plain, Winnipeg, No. 9, $6.30; No. 12, $6.50.

Patented screen in 100-ft. rolls. $3.50 per 100 sq. feet.

WIRE — PLAIN

Bale ties, 14-gauge, single loop, $7.10 Winnipeg, $6.45 Fort William.

Brass snare wire, per lb., 90c.

WIRE — ANNEALED

No. 9, $6.00; No. 10, $6.06; No. 12, $6.20; No. 14, $6.40; No. 15, $6.55; No. 16, $6.70 per 100 lbs.

WRENCHES — NUT

Agricultural—	
6-inch	$ 9 00
8-inch	10 80
10-inch	12 60
12-inch	16 20
15-inch	21 60
Perfect Handle—	
6 inch	15 00
8 inch	17 50
10 inch	.....
12 inch	.....
15 inch	.....
18 inch	.....

WRENCHES—PIPE

Trimo—30% off list.

Stillson—30% off list.

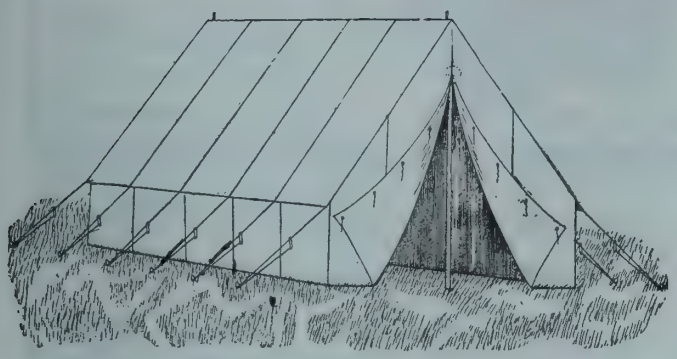
	— Dozen—	
Always Ready	**Black**	**N. P**
No. 1	$4 60	$ 5 00
No. 2	6 30	6 75

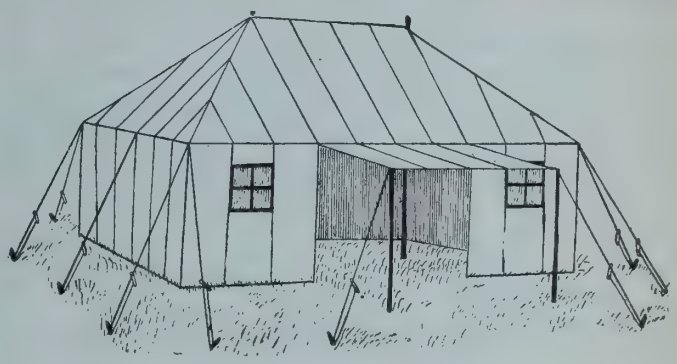
WRINGERS, CLOTHES	Doz
Universal	$49 50
New Eze	76 50
Regent	69 00

The Trade Mark behind the "Hardware House of Quality"

DIAMOND A BRAND — ASHDOWN'S GUARANTEE

The Largest Wholesale Hardware Dealers in Canada





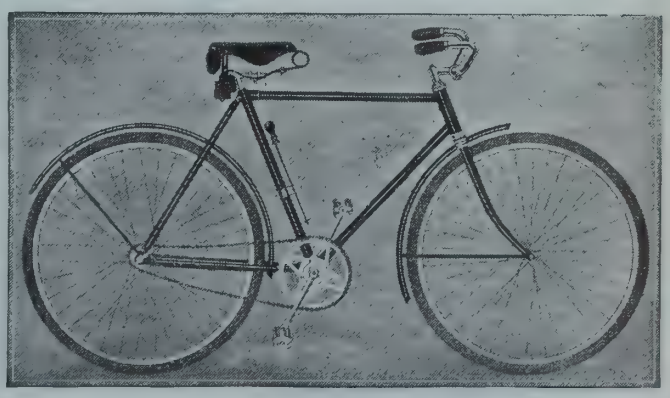
Tents of All Kinds

Ashdown Tents include: Wall Tents, House Tents, Wedge Tents, Pyramid Tents, Miners' Tents, etc. Consider the House Tent, for instance. This is one of the most comfortable tents for camping or living purposes. By the use of curtains it can be divided into five separate rooms. It is made with an awning that extends six feet and can be raised or lowered quite easily. Let the prospects know you can supply their needs; show them that you have tents and camp equipment.

"Garry" Bicycles are a genuine "Made-in-Canada" product. The men's model is complete with new Hercules Brake and Tool Bag. The bag contains oiler and wrenches. The brake is easy to operate and insures safety. It has given great satisfaction for years. A simple construction with few parts and very easy to remove as there is no side arm. The Ladies', Boys' and Girls' models are all equally supplied with convincing selling points that attract and hold the cyclists' interest. A bicycle always has interest and appeals strongly to the interested prospect; for that reason bicycle displays make certain sales.

"Garry" Bicycles





The J. H. Ashdown Hardware Co., Limited

Winnipeg, Canada

Calgary **Saskatoon**

If interested tear out this page and place with letters to be answered.

AN IDEA!!

22 years ago a few hardware men KNEW they were being overcharged for their fire insurance. They KNEW the cost could be considerably reduced.

The result of that idea is the HARDWARE MUTUALS of to-day. They have cut the cost of fire insurance for hardware and implement men exactly 50%. More than that, **every** year since **1908** they have charged board rates and returned at expiration of policy one-half the premium paid.

Endorsed by Ontario Retail Hardware Association and Manitoba Retail Merchants Association.

Write to-day for explanatory folders

THE CANADIAN HARDWARE & IMPLEMENT UNDERWRITERS

Confederation Life Bldg., Winnipeg

Duly licensed in Ontario, Manitoba, Alberta and Saskatchewan



O-Rib-O

Square Coal Chute

The Nos. 4 and 5 models of our Square Coal Chute illustrated here are of very neat appearance; that appeals to the careful householder.

The door is made with a flange which fits over the rim of the frame, making it both wind and water proof.

O-Rib-O Manufacturing Co.

Winnipeg, Manitoba



Quality That Repeats Sales

We Make
Steel Wire Nails and Brads, Clothes Line Wire, Fencing Staples and Hooks, Galvanized Poultry Netting Staples.

Western Wire & Nail Co.
London, Ontario

ARNETTIZE YOUR STORE

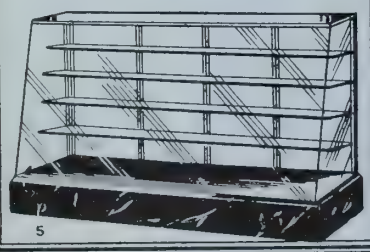
IT IS A FACT

that stores we have Arnettized are showing greatly increased sales and growing popularity.

Arnett Service arranges your store to make the most sales with the least trouble. The Silent Salesman has time for all your customers.

Write for illustrated catalog and details of Arnett Expert Service.

Thomas Lewis Arnett
Souris, Man.



COLLECTIONS

Our ability to collect accounts has been highly praised by merchants all over Canada. We collect anywhere in Canada and the United States on a strictly commission basis. You are under no obligation to us if we do not collect. We guarantee you a thoroughly honest service. Prompt remittances. Give us a trial. We collect where others fail. Established 1909.

Nagle Mercantile Agency
Laprairie (Montreal) Que.

EVERYWHERE
NO COLLECTION
NO CHARGE
EFFICIENT
RELIABLE

"Dazee Brand" Woodenware

Buy Western-made Washboards, Step Ladders, Bake Boards, Ironing Boards, Clothes Horses, Tub Stands, etc. For sale by all jobbers. We guarantee the quality will please you. If jobber does not supply you write us direct.

The Brett Mfg. Co., Limited
WINNIPEG, MAN.

QUICK RESULTS

If you want to buy or sell a business, dispose of overstocks, hire a clerk or manager, use the "Wanted" page of HARDWARE AND METAL. There is no other way in which you can get in touch, more quickly or thoroughly with the best prospects, than by using the "Wanted" page of HARDWARE AND METAL. Cost is only two cents per word, with 10c additional for Box Number.

Have You Received HARDWARE AND METAL Electro Catalog Yet ?

Must the Printing Industry Follow the Building Trades to Stagnation?

An unheard of condition exists in the building trades in Canada.

Everywhere there is a crying need for homes, but practically none are being built. Why?

Because the cost is considered prohibitive. Labor and materials are so high that the man who contemplates building a home for himself counts the cost, and decides that he cannot afford it.

The result, of course, is increased demand for houses to rent—and higher rents—and no one knows the end.

We don't want this stagnation to occur in the printing industry, but employers are right now faced with a demand from the International Typographical Union that the 44-hour week shall be the basis for all wage scales, and the Toronto Unions are demanding a wage of $44 per week. This will add 36 per cent. to the wage bill of Toronto job printers and publishers, other than those of daily papers.

Does anyone feel that under present economic conditions an increase from 73c per hour to $1.00 per hour for printers is justified?

Does anyone believe that the effect of such an increase in the labor cost of printed matter, can be other than harmful to the industry as a whole?

Printers can only find employment as long as users of their product continue to buy.

Will there not come a time, when—if costs keep on mounting—printers will find themselves in the same position as many highly skilled carpenters, bricklayers, plasterers, and painters are now in? They are willing and anxious to work but cannot find a market for their services.

This is a matter in which the buyers of printing—the subscribers to this and other papers—and the advertisers—are vitally concerned. An increase of 36% in the wage bill of publishers would necessarily involve an increase in subscription price and advertising rates.

That is plain.

Publishers would be very reluctant to add one cent to the present subscription price of their papers or to effect any increase in advertising rates, but they cannot possibly absorb any such addition in wage costs as is proposed, and stay in business.

An expression of the opinion of readers of this paper on the Union's proposals, involving an increase of 36% in the labor cost of printed matter, is asked. Will you not write a letter to the editor (not for publication) telling him your view of the situation?

Don't let us drive the printing industry into the condition of the building trades.

This statement is published by and has received the endorsation of the Toronto publishers who are members of the

Canadian National Newspapers and Periodicals Association

including (Hardware & Metal)

If interested tear out this page and place with letters to be answered.

THE BUYERS' GUIDE

If what you want is not here, write us, and we will tell you where to get it. Let us suggest that you consult also the advertisers' index, facing the inside back cover, after having secured advertisers' names from the directory. The information you may desire may be found in the advertising pages. This department is maintained for the benefit and convenience of our readers. The insertion of advertisers' headings is gladly undertaken, but does not become part of any advertising contract.

ABRASIVES
The Carborundum Co., Niagara Falls, N.Y.
Canadian Hart Products Ltd., Hamilton, Ont.
The Cleveland Stone Co., Cleveland, Ohio.

AGRICULTURAL PRODUCTS
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

AIR COCKS
James Morrison Brass Mfg. Co., Ltd., Toronto.

ALUMINUM
British Aluminium Co., Toronto.
Canada Metal Co., Toronto.
A. C. Leslie & Co., Montreal.

ALUMINUM CASTINGS
Taylor-Forbes & Co., Ltd., Guelph, Ont.

ALUMINUM WARE
The Aluminum Goods Mfg. Co., Manitowoc, Wis.
The Aluminum Specialties Co., Ltd., Toronto.
The Aluminium Ware Mfg. Co., Oakville, Ont.
Buncher & Haseler, Ltd., Birmingham, Eng.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Fenton Bros., Ltd., Sheffield, Eng.
Landers, Frary & Clark, New Britain, Conn.
McLain, The Louis, Co., Toronto.
Napper & Davenport, Birmingham, Eng.
W. D. Shambrook & Co., Hamilton.
E. T. Wright & Co., Limited, Hamilton, Ont.

AMMUNITION
The Dominion Cartridge Co., Ltd., Montreal, Que.
Dupont Powder Co., Wilmington, Del.

ANCHOR BOLTS
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

ANVILS
Thos. Davidson Mfg. Co., Ltd., Montreal.
Taylor-Forbes & Co., Ltd., Guelph, Ont.

ARMS
The Fraser Co., Agents B.S.A., Montreal, Que.
Savage Arms Corpn., Utica, N.Y.

ART GLASS
Hobbs Mfg. Co., Montreal, Que.
Ontario Plate Glass, Ltd., The, Hamilton, Ont.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
The Toronto Plate Glass & Importing Co., Toronto.

ASBESTOS
Wm. J. Brown, Montreal, Que.

AUTO ACCESSORIES, EQUIPMENT AND SUPPLIES (JOBBERS)
Hyslop Bros., Toronto.
Samuel Trees & Co., Ltd., Toronto.

AUTO ACCESSORIES, EQUIPMENT AND SUPPLIES (MANUFACTURERS)
Adams & Elting Co., Toronto.
Ames, Holden, McCready, Limited, Montreal.
The Armeroid Co., Toronto.
The Air-Tite Mfg. Co., St. Thomas, Ont.
Boston Varnish Co., Everett Station, Boston, Mass.
Burgess-Norton Mfg. Co., Geneva, Ill.
Canada Cycle & Motor Co., Ltd., Weston, Ont.
Canadian National Carbon Co., Toronto.
Canadian Winkley Co., Ltd., Windsor, Ont.
Cannon Oiler Co., Keithsburg, Ill.
The Carborundum Co., Niagara Falls, N.Y.
Canada Dry Cells, Ltd., Winnipeg.
The Chicago Flexible Shaft Co., Chicago, Ill.
The Dominion Chain Co., Ltd., Niagara Falls, Ont.
The Dustbane Mfg. Co., Ottawa, Ont.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
The Eclipse Mfg. Co., Indianapolis, Ind.
Goodell-Pratt Co., Greenfield, Mass.
Gutta Percha & Rubber, Ltd., Toronto.
The Hamilton Cotton Co., Limited, Hamilton, Ont.
Will. B. Lane, Chicago, Ill.
Ren Automotive Supply Mfg. Co., Preston, Ont.
Smith & Hemenway Co., Inc., Irvington, N.J.
Trimont Mfg. Co., Roxbury, Mass.
Wilkinson & Kompass, Hamilton.
J. H. Williams & Co., Ltd., St. Catharines, Ont.

AUTOMATIC SCREW MACHINE PRODUCTS
Burgess-Norton Mfg. Co., Geneva, Ill.

AUTOMOBILE PARTS
Burgess-Norton Mfg. Co., Geneva, Ill.
Canada Foundries & Forgings, Ltd., Welland, Ont.

AXES
Burgess-Norton Mfg. Co., Geneva, Ill.
Can. Foundries and Forgings, Ltd., Brockville, Ont.
Shurly-Dietrich Co., Ltd., Galt, Ont.

AXLES, CAR
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

BABBITT METAL
Canada Metal Co., Toronto.
Great Western Smelting & Refining Co., Limited, Vancouver, B.C.
Hoyt Metal Co., Toronto.
United Brassfounders & Engineers, Limited, Manchester, Eng.

BAIT, FISHING
Allcock, Laight & Westwood Co., Toronto, Ont.

BARB WIRE
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

BARN DOOR HANGERS
Beatty Bros., Limited, Fergus, Ont.
Canada Steel Goods Co., Hamilton, Ont.
N. Slater Co., Limited, Hamilton, Ont.
The Stanley Works, New Britain, Conn.
Taylor-Forbes Co., Guelph, Ont.

BASKETS
Walter Woods & Co., Hamilton, Ont.

BATTERIES, DRY
Burgess Batteries Ltd., Winnipeg, Man.
Canadian National Carbon Co., Ltd., Toronto.
Canada Dry Cells Ltd., Winnipeg.

BATTERIES, FLASHLIGHT
Burgess Batteries Ltd., Winnipeg, Man.
Canadian National Carbon Co., Ltd., Toronto.

BATHS, ENAMELLED AND COPPER
Canada Metal Co., Toronto.

BATHROOM FIXTURES
The Gendron Mfg. Co., Ltd., Toronto.
Landers, Frary & Clark, New Britain, Conn.

BALE TIES
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
Laidlaw Bale-Tie Co., Limited, Hamilton, Ont.

BELTING, TRANSMISSION, ELEVATOR AND CONVEYOR
The Dominion Belting Co., Ltd., Hamilton, Ont.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Ltd., Toronto.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

BELTING, STITCHED COTTON DUCK
Dominion Belting Co., Hamilton, Ont.

BELTING, RUBBER
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Ltd., Toronto.

BENDS, BRASS, IRON AND LEAD
Jas. Morrison Brass Mfg. Co., Toronto.

BEVELS
Brown & Sharpe Mfg. Co., Providence, R.I.
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
L. S. Starrett Co., Athol, Mass.

BIBBS, BASIN AND BATH COCKS, COMPRESSION
Jas. Morrison Brass Mfg. Co., Toronto.
United Brassfounders & Engineers, Limited, Manchester, Eng.

BIBBS, BASIN AND BATH COCKS, FULLER
Jas. Morrison Brass Mfg. Co., Toronto.

BILLET, BLOOMS AND SLABS
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

BOLTS AND NUTS
London Bolt & Hinge Works, London, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Stanley Works, The, New Britain, Conn.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Wilkinson & Kompass, Hamilton.

BOLTS, EYE
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
J. H. Williams & Co., Ltd., St. Catharines, Ont.

BOLTS, HANGER SCREW
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

BOLTS, CANT HOOK AND PEAVY
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

BORING BARS
J. H. Williams & Co., Ltd., St. Catharines, Ont.

BOOTS, RUBBER
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

BOOT CALKS AND TOOLS
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

BOX OPENING TOOLS
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

BOXES, TIN
A. R. Whittall Can Co., Ltd., Montreal.

BRADS, WIRE
The Western Wire & Nail Co., London, Ont.

BRASS CASTINGS AND GOODS
Canada Metal Co., Toronto.
Jas. Cartland & Sons, Ltd., Birmingham, Eng.
Jas. Morrison Brass Mfg. Co., Toronto.
Stratford Brass Co., Ltd., Stratford, Ont.
Frederick Giles & Sons, Birmingham, England.
Taylor-Forbes & Co., Ltd., Guelph, Ont.
The Toronto Lock Mfg. Co., Toronto.
United Brassfounders & Engineers, Limited, Manchester, Eng.

BRASS SHEETS AND RODS
A. C. Leslie & Co., Montreal.
Canada Metal Co., Toronto.
Graham Nail Works, The, Toronto.
Laidlaw Bale Tie Co., Hamilton.
Stanley Works, The, New Britain, Conn.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

BEARINGS
Burgess-Norton Mfg. Co., Geneva, Ill.

BLACK LEAD
John Oakey & Co., Ltd., London, Eng.

BLACK SHEETS
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

BLASTING SUPPLIES
Dupont Powder Co., Wilmington, Del.

BOX STRAPPING
The Stanley Works, New Britain, Conn.

BITS, AUGER
E. C. Atkins & Co., Hamilton, Ont.
Millers Falls Company, Millers Falls, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Rule & Level Co., New Britain, Conn.
Wilkinson & Kompass, Hamilton.
Whites Limited, Collingwood, Ont.

BITS, FORSTNER
Progressive Mfg. Co., Torrington, Conn.

BITS, EXTENSION
Millers Falls Company, Millers Falls, Mass.

BICYCLES
Canada Cycle & Motor Co., Toronto.
Hyslop Bros., Ltd., Toronto.

BICYCLE PARTS
Burgess-Norton Mfg. Co., Geneva, Ill.

BIRCH SEATS
Canadian Veneering Co., Montreal, Que.

BRACKETS, SHELF
Canada Steel Goods Co., Hamilton.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Stanley Works, New Britain, Conn.

BRACES
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
The Peck, Stow & Wilcox Co., Southington, Conn.
Vaughan & Bushnell, Chicago, Ill.

BRAKES
Canada Cycle & Motor Co., Ltd., Toronto, Ont.

BRAKE LINING
The Hamilton Cotton Co., Limited, Hamilton, Ont.

BRASS FITTINGS AND RODS
James Morrison Brass Mfg. Co., Ltd., Toronto.

BREAD AND CAKE MAKERS
Thos. Davidson Mfg. Co., Ltd., Montreal.
Landers, Frary & Clark, New Britain, Conn.

BREAST DRILLS
Stanley Rule & Level Co., New Britain, Conn.
Goodell-Pratt Co., Greenfield, Mass.

BRONZE CASTINGS
Taylor-Forbes & Co., Ltd., Guelph, Ont.
United Brassfounders & Engineers, Limited, Manchester, Eng.

BRUSH AND BROOM MANUFACTURERS
The Boeckh Company, Ltd., Toronto.
Meakins & Sons, Ltd., Hamilton.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Ltd., Port Elgin, Ont.
Walter Woods & Co., Hamilton.

BRUSHES, SHAVING, MANUFACTURERS
The Boeckh Company, Limited, Toronto, Ont.
Meakins & Sons, Limited, Hamilton, Ont.
Rubberset Co., Ltd., Toronto, Ont.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.

BRUSHES, FLOOR, MANUFACTURERS
The Boeckh Company, Limited, Toronto, Ont.
Meakins & Sons, Ltd., Hamilton, Ont.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.

BRUSHES, GENERAL, MANUFACTURERS
The Boeckh Company, Limited, Toronto, Ont.
Meakins & Sons, Ltd., Hamilton, Ont.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.

BRUSHES, SCRUB, SHOE AND STOVE MANUFACTURERS
The Boeckh Company, Limited, Toronto, Ont.
Meakins and Sons, Limited, Hamilton, Ont.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.

BUILDING PAPERS
The Barrett Co., Ltd.
D. J. Ladd & Co., Winnipeg, Man.
Alex. McArthur & Co., Montreal, Que.

BURLAP, DECORATIVE WALL
The Dominion Oilcloth & Linoleum Co., Ltd., Montreal.

BUSINESS MACHINES
The International Business Machines Ltd., Toronto.
The National Cash Register Co., Toronto.

BUTTER MOLDS
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
Walter Woods & Co., Hamilton, Can.

Barrett Roofings, Cements Industrial Paints etc.

First Sales *Easy*—Repeat Sales *Sure*

When you handle Barrett Products you are aided by two strong selling forces:

(1) Our big national advertising campaign in the leading newspapers, farm journals and technical magazines. This advertising is creating new business for Barrett Dealers in every city, town and village throughout the Dominion.

(2) The high quality of the products themselves. This *keeps* the business. The railroads, the large industrial concerns, and many thousands of individual users know from their own experience that the Barrett trade-mark stands for sure dependability and sound economy.

Are you carrying *all* these famous Barrett Products?

Take up your pencil and check this list.

- ☐ Everlastic "Rubber" Roofing
- ☐ Everlastic Liquid Roofing Cement
- ☐ Plastic Elastigum Patching Cement
- ☐ Liquid Elastigum
- ☐ Everjet Elastic Carbon Paint
- ☐ Creonoid (Fly Oil) Lice Destroyer and Cow Spray

The demand for these products far exceeds the demand for any similar products on the Canadian market. Their sale is increasing by leaps and bounds. Don't miss the opportunity to cash in on this big and growing demand.



The Barrett Company LIMITED

MONTREAL TORONTO ST. JOHN, N.B.
WINNIPEG VANCOUVER HALIFAX, N.S.

If interested tear out this page and place with letters to be answered.

THE BUYERS' GUIDE

BUTTER WORKERS
Beatty Bros., Ltd., Fergus, Ont.

BUTTS AND HINGES
Canada Foundries & Forgings, Brockville, Ont.
Canada Steel Goods Co., Hamilton.
Caverhill, Learmont & Co., Montreal.
Chicago Spring Butt Co., Chicago, Ill.
The Stanley Works, New Britain, Conn.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Whites Limited, Collingwood, Ont.

BURRS
The Stanley Works, New Britain, Conn.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Parmenter & Bulloch, Gananoque.

BUILDERS' BRASS FOUNDRY
Frederick Giles & Sons, Birmingham, England.

BUILDERS' CASTINGS OF ALL KINDS
The Katie Foundry Co., Galt, Ont.

BUILDERS' HARDWARE
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Canada Steel Goods Co., Hamilton, Ont.
Jas. Cartland & Son, Ltd., Birmingham, Eng.
Chicago Spring Butt Co., Chicago, Ill.
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.
N. Slater Co., Limited, Hamilton, Ont.
Stanley Davies, Weston, Ont.
The Stanley Works, New Britain, Conn.
Stratford Brass Co., Ltd., Stratford, Ont.
Taylor-Forbes & Co., Ltd., Guelph, Ont.
Whites Limited, Collingwood, Ont.

BUILDERS' SUPPLIES
The Barrett Co., Ltd.

BUMPERS, RUBBER
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

CABINET HARDWARE
Stratford Brass Co., Ltd., Stratford, Ont.

CALKS, BOOT
The Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

CALIPERS AND DIVIDERS
Brown & Sharpe Mfg. Co., Providence, R.I.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

CALIPER GAUGES
J. H. Williams & Co., Ltd., St. Catharines, Ont.

CANOES
The Canadian Canoe Co., Ltd., Peterborough, Ont.
The Peterborough Canoe Co., Ltd., Peterborough, Ont.

CANS
The A. R. Whittall Can. Co., Ltd., Montreal.

CANS, OIL
Cannon Oiler Co., Keithsburg, Ill.

CAN OPENERS
The United Royalties Corp., New York, N.Y.

CARBON REMOVER
The Dustbane Mfg. Co., Ottawa, Ont.

CARBORUNDUM
Carborundum Co., Niagara Falls, N.Y.
The Canadian Hart Products Ltd., Hamilton, Ont.

CARRIAGE HARDWARE
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Stratford Brass Co., Ltd., Stratford, Ont.
Wilkinson & Kompass, Hamilton, Ont.

CARRIAGE TOP MATERIALS
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

CARPET, SWEEPERS
Bissell Carpet Sweeper Co., of Canada, Ltd., Niagara Falls, Ont.
Walter Woods & Co., Hamilton.

CARRIERS, HAY
Beatty Bros., Ltd., Fergus, Ont.

CARTRIDGES
Dominion Cartridge Co., Ltd., Montreal.

CASEMENT FASTENINGS AND FITTINGS
Frederick Giles & Sons, Birmingham, Eng.
Taylor-Forbes & Co., Ltd., Guelph, Ont.

CASTERS
Canada Foundries & Forgings, Ltd., Brockville.

CATCHES, SCREEN DOOR
Burgess-Norton Mfg. Co., Geneva, Ill.

CEMENT
The Barrett Co., Ltd.

CEMENT, RUBBER
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

CEMENT, ROOFING
The Barrett Co., Ltd.
Geo. W. Reed & Co., Ltd., Montreal, Que.

CHAINS, CUT-LINK
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.

CHAINS (TIRE)
The Dominion Chain Co., Niagara Falls, Ont.

CHAIN PIPE WRENCHES
J. H. Williams & Co., Ltd., St. Catharines, Ont.

CHAIR SEATS
Canadian Veneering Co., Acton Vale, Que.

CHISELS, CAPE, COLD, ETC.
Brown-Boggs Co., Ltd., Hamilton, Ont.
Goodell-Pratt Co., Greenfield, Mass.
The Peck, Stow & Wilcox Co., Southington, Con..
Stanley Rule & Level Co., New Britain, Conn.
The Warren Tool & Forge Co., Warren, Ohio.

CHECKING FLOOR HINGES
Chicago Spring Butt Co., Chicago, Ill.

CHOPPERS, FOOD
F. W. Lamplough & Co., Montreal, Que.
Landers, Frary & Clark, New Britain, Conn.

CHOPPERS, ICE
Burgess-Norton Mfg. Co., Geneva, Ill.

CHUCKS
Goodell-Pratt Co., Greenfield, Mass.

CHUCKS, TAP
Greenfield Tap & Die Corp. of Canada, Ltd., Galt, Ont.

CHURNS, HAND AND POWER
Beatty Bros., Ltd., Fergus.
The Dazey Churn Co., St. Louis, Mo.
Dowswell, Lees Co., Hamilton.
Landers, Frary & Clark, New Britain, Conn.
Maxwells, Ltd., St. Marys, Ont.
Walter Woods & Co., Ltd., Hamilton, Ont.

CHURN, MIXER
The United Royalties Corp., New York, N.Y.

CLAMPS, "C"
J. H. Williams & Co., Ltd., St. Catharines, Ont.

CLAMPS, MITRE AND DRAW
Burgess-Norton Mfg. Co., Geneva, Ill.

CLAMPS
Canada Foundries & Forgings, Ltd., Brockville.
Taylor-Forbes & Co., Ltd., Guelph, Ont.

CLEAVERS
Burgess-Norton Mfg. Co., Geneva, Ill.
J. H. Williams & Co., Ltd., St. Catharines, Ont.

CLEAN-OUT DOORS
The Katie Foundry Co., Galt, Ont.

CLEVISES, MALLEABLE
The International Malleable Iron Co., Ltd., Guelph.

CLIPPERS, HORSE
The Flexible Shaft Co., Limited, Toronto.

CLIPPERS, HORSE AND COW
The Flexible Shaft Co., Ltd., Toronto.

CLOCKS
The Western Clock Co., Peterborough, Ont.

CLOSET SEATS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Canadian Veneering Co., Acton Vale, Que.

CLOTHES DRYERS
The Aero Mfg. Co., Ltd., Sherbrooke, Que.
Dowswell Lees & Co., Ltd., Hamilton, Ont.

CLOTHES LINE (WIRE)
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
The Western Wire & Nail Co., London, Ont.

CLOTHES LINE REELS
The United Royalties Corp., New York, N.Y.

CLOTHES PINS
Wm. Cane & Sons, Ltd., Newmarket, Ont.

CLOTHES RACKS
Walter Woods & Co., Ltd., Hamilton, Ont.

CLOTHES REELS
The Katie Foundry Co., Galt, Ont.
Taylor-Forbes & Co., Ltd., Guelph, Ont.

CLOTHES WASHERS AND WRINGERS, ELECTRIC
Beatty Bros. Limited, Fergus, Ont.

COLLAR PADS
American Pad & Textile Co., Chatham.

COFFEE PERCOLATORS AND URNS
Landers, Frary & Clark, New Britain, Conn.

CORRUGATED FASTENERS
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
The Stanley Works, New Britain, Conn.

CONVEYORS, OVERHEAD
Beatty Bros., Ltd., Fergus, Ont.

COAL CHUTES
The Katie Foundry Co., Galt, Ont.

COAL HODS
Thos. Davidson Mfg. Co., Montreal, Que.

COBBLERS' SETS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Katie Foundry Co., Galt, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

COKE, FURNACE, FOUNDRY AND DOMESTIC
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

CONCRETE REINFORCING TWISTED SQUARES
Burlington Steel Co., Ltd., Hamilton, Ont.

CONDENSATION UNITS
The Westco Pumps Ltd., Toronto.

CONDUCTOR PIPE, HOOKS, HEADS, ETC.
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Wheeler & Bain, Toronto.

CONNECTING RODS
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
J. H. Williams & Co., Ltd., St. Catharines, Ont.

COOKING WARE, GLASS
The Corning Glass Works, Corning, N.Y.

COPING SAWS
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

COPPERS, SOLDERING
The Chicago Solder Co., Chicago, Ill.

CORK CARPETS
The Dominion Oilcloth & Linoleum Co., Limited, Montreal, Que.

COTTON GLOVES
American Pad & Textile Co., Chatham.

COTTER PINS
James Austin & Sons, Ltd., London, Eng.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

CORDAGE
The Aero Mfg. Co., Ltd., Sherbrooke, Que.
Consumers Cordage Co., Montreal and Halifax.
Doon Twines Ltd., Kitchener, Ont.
Plymouth Cordage Co., Welland, Ont., and North Plymouth, Mass.

CORNERS, CHEST
The Brainerd Mfg. Co., East Rochester, N.Y.

COUNTERS
Thomas Lewis Arnett, Souris, Man.

COUNTER-SINKS
Goodell-Pratt Co., Greenfield, Mass.

COUPLINGS, PIPE
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

COUPLINGS, PUMP ROD
Edward E. Johnson Inc., St. Paul, Minn.

CRANK PULLS (WIRE)
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

CRANK SHAFTS
J. H. Williams & Co., Ltd., St. Catharines, Ont.

CROWBARS
B. J. Coghlin & Co., Montreal.
The Warren Tool & Forge Co., Warren, Ohio.

CULTIVATORS
C. S. Norcross & Sons, Bushnell, Ill.

CULVERTS, METAL
The Pedlar People Ltd., Oshawa, Ont.

CURTAIN POLE FITTINGS
G. B. Birch & Co., Birmingham, Eng.

CUTLERY
Adcock & Brewer, Ltd., Montreal, Que.
The Acme Shear Co., Bridgeport, Conn.
Bridgeport Hdwe. Co., Bridgeport, Conn.
Burgess-Norton Mfg. Co., Geneva, Ill.
Geo. Butler & Co., Ltd., Sheffield, Eng.
The Canadian Wm. A. Rogers Co., Ltd., Toronto.
G. L. Cohoon, Montreal.
Thos. Ellin & Co., Ltd., Sheffield, Eng.
Fred. Ellis & Son, Sheffield, Eng.
Fenton Bros., Ltd., Sheffield, Eng.
Geneva Cutlery Co., Geneva, N.Y.
James Hutton & Co., Montreal, Que.
Jonathan Crookes & Son, Ltd., Sheffield, Eng.
F. W. Lamplough & Co., Montreal, Que.
Landers, Frary & Clark, New Britain, Conn.
A. Macfarlane & Co., Ltd., Montreal, Que.
Oneida Community, Ltd., Oneida, N.Y.
Wm. Rogers Mfg. Co., Niagara Falls, Ont.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
Wiebusch & Hilger, New York.
Marples & Co., Sheffield, England.

CUTTERS
A. S. and A. L. Brown & Co., Montreal, Que.
Butterfield & Co., Inc., Rock Island, Que.
Trimont Mfg. Co., Roxbury (Boston, Mass.)

CUSPIDORS
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Fenton Bros., Ltd., Sheffield, Eng.

DAIRY PAILS
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.

DAMPERS, STOVE PIPE
Can. Foundries & Forgings, Brockville, Ont.
Taylor-Forbes & Co., Ltd., Guelph, Ont.

DESKS, SCHOOL
Can. Foundries & Forgings, Brockville, Ont.

DIAPHRAGMS, RUBBER
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Ltd., Toronto.

DIES, STOCKS, ETC.
Butterfield & Co., Rock Island, Que.
Can. Foundries & Forgings, Ltd., Welland, Ont.
Greenfield Tap & Die Corporation, Galt, Ont.

DISH WASHER, ELECTRIC
The Hurley Machine Co., Limited, Toronto.

DISPLAY RACKS AND STANDS
Cameron & Co., Toronto.

DOG HARDWARE
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.

DOORS
Kasement Skrene Dore Co., Toronto, Ont.
Sanderson-Harold Co., Ltd., Paris, Ont.

DOOR BELLS
The Toronto Lock Mfg. Co., Toronto, Ont.

DOOR BOLTS
Canada Steel Goods Co., Hamilton, Ont.
The Stanley Works, New Britain, Conn.
Taylor-Forbes & Co., Ltd., Guelph, Ont.

DOOR KNOBS
Cartland & Son, Ltd., James, Birmingham, Eng.
Stanley Davies, Weston, Ont.
Frederick Giles & Sons, Birmingham, England.

DOOR HANGERS
Can. Foundries & Forgings, Ltd., Welland, Ont.
Can. Steel Goods Co., Hamilton, Ont.
N. Slater Co., Limited, Hamilton, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

DOOR SPRINGS
Jas. Cartland & Son, Ltd., Birmingham, Eng.
Chicago Spring Butt Co., Chicago, Ill.
The Kasement Skrene Dore Co., Toronto, Ont.

DOOR PULLS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Kasement Skrene Dore Co., Toronto, Ont.
Stratford Brass Co., Ltd., Stratford, Ont.
Taylor-Forbes & Co., Ltd., Guelph, Ont.

DOOR STRIP
Atlas Iron, Wire & General Metal Works, Toronto.
The Peck, Stow & Wilcox Co., Southington, Conn.

DRAINERS, CELLAR
James Morrison Brass Mfg. Co., Ltd., Toronto, Ont.

DRILLS, BREAST
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
Millers Falls Company, Millers Falls, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.

DRILL CHUCKS
Goodell-Pratt Co., Greenfield, Mass.

DRILLS, BLACKSMITHS'
Can. Foundries & Forgings, Ltd., Brockville, Ont.

DRILLS
Butterfield & Co., Rock Island, Que.
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Rule & Level Co., New Britain, Conn.
The Toronto Lock Mfg. Co., Toronto, Ont.
Wilkinson & Kompass, Hamilton, Ont.

DROP FORGINGS
Can. Foundries & Forgings, Ltd., Welland, Ont.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
J. H. Williams & Co., Ltd., St. Catharines, Ont.

DRY COLORS
Brandram-Henderson, Montreal.
Canada Paint Co., Ltd., Montreal.
R. C. Jamieson & Co., Ltd., Montreal.
Sherwin-Williams Co., Ltd., Montreal.
A. Ramsay & Son Co., Montreal.
Sanderson Pearcy & Co., Limited, Toronto, Ont.

Do You Want Prompt Service

Close Co-operation, Well-Selected Salable Goods

From Your Jobber?

It means much to the success of retail business to be assured of goods when you want them. It pays to have standard, salable lines that you can depend on favorably to impress your customers, to close the sales, and to give perfectly satisfactory service in use.

It is such goods and such co-operation from your wholesale house that makes retail business run smoothly.

Thos. Birkett & Son Company, Limited, are fully qualified to give you prompt service, good co-operation and salable, satisfactory goods.

A trial order is the best proof. Why not write to-day?

Distributors for Oak Tires.

Thos. Birkett & Son Co., Limited

Shelf and Heavy Wholesale Hardware

Ottawa, Canada

BRASS TACKS

Brass and Brass Plated

FURNITURE AND CHAIR NAILS

All Kinds of Cut Tacks and Small Nails

Dominion Tack & Nail Co.
Limited

Galt - Canada

Here is a real money-maker for dealers—"Comfort" Flat Iron — "Heats as It Irons."

Every housewife wants one. Spring-time is profit-time. We supply cuts of ads free and pay for first ad in your local newspaper.

Write your jobber

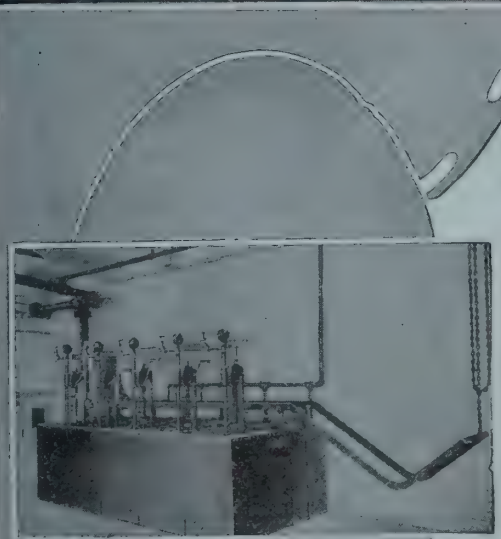
NATIONAL STAMPING & ELECTRIC WORKS
Chicago, Illinois

Heats Itself Sells Itself



Heats While it Irons

"COMFORT" Self-Heating IRON



Economy in Paint Oils

A Bowser System will soon pay for itself by its economy. Bowser Paint Oil Storage Systems are business bringers. They prevent evaporation, gumming, leaking and spilling. Oils are kept pure and clean and are measured accurately and quickly.

For economy in handling Paint Oils the Bowser Storage System is the logical purchase.

Write for illustrated literature.

S. F. Bowser Company, Ltd.
66-68 Fraser Ave., Toronto, Canada
Branch Offices in Principal Cities of the World

BOWSER

THE BUYERS' GUIDE

G. F. Stephens & Co., Ltd., Winnipeg.
Martin-Senour Co., Ltd., Montreal.
McArthur Irwin, Ltd., Montreal.

DRY CELLS
Canada Dry Cells, Ltd., Winnipeg.
Canadian National Carbon Co., Toronto.

DUSTERS
Channell Limited, Toronto.

DYNAMITE
Canadian Explosives, Ltd., Montreal, P.Q.
Du Pont American Industries, Wilmington, Del.

EAVESTROUGH
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Wheeler & Bain, Toronto.

EGG BEATERS
Collette Mfg. Co., Collingwood.
The United Royalties Corp., New York., N.Y.

EGG CASES
Miller Bros. Co., Limited, Montreal.
Walter Woods & Co., Hamilton.

EGG CASE FILLERS
Miller Bros. & Co., Limited, Montreal.
Walter Woods & Co., Hamilton.

EJECTORS AND SYPHONS
Jas. Morrison Brass Mfg. Co., Toronto.
United Brassfounders & Engineers, Limited, Manchester, Eng.

ELBOWS
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.

ELECTRIC APPLIANCES
The Canadian Westinghouse Co., Ltd., Hamilton. Ont.
The Equator Mfg. Co., Ltd., Hamilton, Ont.
The McClary Mfg. Co., London, Ont.
The National Electric Heating Co., Ltd., Toronto.
The Renfrew Electric Products Ltd., Renfrew, Ont.

ELECTRIC FANS
Canadian Westinghouse Co., Ltd., Hamilton, Ont.

ELECTRIC BELLS
Fenton Bros., Ltd., Sheffield, Eng.

ELECTRIC GRATES
Barton-Netting Co., Ltd., Windsor, Ont.

ELECTRIC LIGHTING SUPPLIES
The Barton-Netting Co., Ltd., Windsor, Ont.

ELECTRIC MOTORS AND GENERATORS
Canadian Westinghouse Co., Limited, Hamilton, Ont.

ELECTRIC SPECIALTIES
Canadian Westinghouse Co., Ltd., Hamilton, Ont.
Canadian National Carbon Co., Toronto.
Landers, Frary & Clark, New Britain, Conn.
National Electric Heating Co., Toronto.

ELECTRIC SUPPLIES
Canadian Westinghouse Co., Ltd., Hamilton, Ont.

ELECTROPLATE WARE
Fenton Bros., Ltd., Sheffield, Eng.

EMERY GLASS AND PAPERS
John Oakey & Sons, London, Eng.

EMERY (GRAIN AND SHEETS)
James Hutton & Co., Montreal, Que.
John Oakey & Co., Ltd., London, Eng.

EMERY GRINDERS
Taylor-Forbes & Co., Ltd., Guelph, Ont.
Western Hardware Mfg. Co., Milwaukee, Wis.

EMERY WHEEL DRESSERS
Burgess-Norton Mfg. Co., Geneva, Ill.
The Canadian Hart Products Ltd., Hamilton, Ont.

ENAMELS
The Barrett Co., Ltd.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
Sturgeons, Ltd., Toronto.

ENAMEL, STOVE PIPE
The Deco-Tint Co., Montreal, Que.
Sanderson Pearcy & Co., Limited, Toronto, Ont.

ENAMELLED WARE
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
The McClary Mfg. Co., Ltd., London, Ont.
Sheet Metal Products Co. of Canada, Ltd., Toronto.
Republic Stamping & Enameling Co., Toronto.

ENGINES, GAS
The London Gas Power Co., Ltd., London, Ont.

EQUIPMENT, STORE
Thomas Lewis Arnett, Winnipeg.
Cameron & Co., Toronto.

ESCUTCHEON PINS
Parmenter & Bulloch Co., Ltd., Gananoque, Ont.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

EXPLOSIVES
Canadian Explosives, Ltd., Montreal, P.Q.
Du Pont American Industries, Wilmington, Del.

EXTINGUISHERS, FIRE
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

FANLIGHT OPENERS
Jas. Cartland & Sons, Ltd., Birmingham, Eng.

FASTENERS, CASEMENT, STORM, SASH & SCREEN
Burgess-Norton Mfg. Co., Geneva, Ill.
Stanley Davies, Weston, Ont.
Stratford Brass Co., Ltd., Stratford, Ont.
The Stanley Works, New Britain, Conn.
Taylor-Forbes & Co., Ltd., Guelph, Ont.

FAUCETS, PETROLEUM
Can. Foundries & Forgings, Ltd., Brockville, Ont.

FEED BOXES
Can. Foundries & Forgings, Ltd., Brockville, Ont.

FEED COOKERS
Wheeler & Bain, Toronto.

FELTOL
The Dominion Oilcloth & Linoleum Co., Limited, Montreal, Que.

FELTS (TARRED AND CARPET)
The Barrett Co., Ltd.
D. J. Ladd & Co., Winnipeg, Man.
Alex. McArthur & Co., Montreal, Que.

FENCING AND GATES
Banwell-Hoxie Wire Fence Co., Hamilton.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.

FENCE POSTS
The Burlington Products, Ltd., Hamilton, Ont.
The Canadian Steel & Wire Co., Ltd., Hamilton.

FENCING, STAPLES AND HOOKS
The Western Wire & Nail Co., London, Ont.

FENCES, WOVEN WIRE, FARM AND ORNAMENTAL
Banwell-Hoxie Wire Fence Co., Hamilton.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
Wheeler & Bain, Toronto.

FILES
E. C. Atkins Co., Hamilton, Can.
G. & H. Barnett Co., Philadelphia, Pa.
Henry Disston & Sons, Limited, Toronto.
Nicholson File Co., Port Hope, Ont.
Simonds Canada Saw Co., Montreal.
Wilkinson & Kompass, Hamilton, Ont.

FILLERS
Boston Varnish Co., Everett St'n, Boston, Mass.
Sanderson Pearcy & Co., Limited, Toronto, Ont.

FIRE DOOR FITTINGS
N. Slater Co., Limited, Hamilton, Ont.
Taylor-Forbes Co., Guelph, Ont.

FIRE EXTINGUISHERS
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

FIRE DEPARTMENT SUPPLIES
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Ltd., Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.
United Brassfounders & Engineers, Limited, Manchester, Eng.

FIRE ESCAPES
The Dennis Wire & Iron Wks., Co., Ltd., London.

FIREPLACE FIXTURES, OPEN GRATES, BASKET GRATES

DAMPERS AND DUMPS
The Barton Netting Co., Ltd., Windsor, Ont.

FIREPLACE SCREENS
Canada Wire & Iron Goods Co., Hamilton, Ont.

FISHING TACKLE AND ACCESSORIES
Allcock, Laight & Westwood Co., Ltd., Toronto.
Marble Arms & Mfg. Co., Gladstone, Mich.

FLASHLIGHTS, ELECTRIC
Canadian National Carbon Co., Toronto.

FLATWARE
Fenton Bros., Ltd., Sheffield, Eng.
Oneida Community, Ltd., Oneida, N.Y.

FLOATS
Empire Level Mfg. Co., Milwaukee, Wis.

FLAT SWATERS
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

FOOD CHOPPERS
F. W. Lamplough & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.

FLINT CLOTHS
John Oakey & Sons, London, Eng.

FLOOR CHECKS, SINGLE OR DOUBLE
Taylor-Forbes & Co., Ltd., Guelph, Ont.
Chicago Spring Butt Co., Chicago, Ill.

FLOOR DRESSING
The Commercial Oil Co., Ltd., Hamilton, Ont.
Imperial Oil, Ltd., Toronto, Ont.
Sanderson Pearcy & Co., Limited, Toronto, Ont.

FLOOR STANDS
Jenkins Bros., Ltd., Montreal.

FOOT WARMERS
The Chicago Flexible Shaft Co., Chicago, Ill.

FLOOR WAX
The Deco-Tint Co., Montreal, Que.
S. C. Johnson & Sons, Inc., Brantford, Ont

FLUX, ACID, PASTE, ROSIN, STEARINE AND SOLDERING
The Chicago Solder Co., Chicago, Ill.

FORCE CUPS
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

FORGINGS
Can. Foundries & Forgings, Ltd., Welland, Ont.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

FORGINGS, DROP
Can. Foundries & Forgings, Ltd., Welland, Ont.

FUNNELS
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.

FURNACES
Burrow Stewart & Milne, Ltd., Hamilton.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Empire Stove & Furnace Co., Ltd., Owen Sound, Ont.
The Enterprise Foundry Co., Ltd., Sackville, N.B
Findlay Bros., Ltd., Carleton Place, Ont.
The Galt Stove & Furnace Co., Ltd., Galt, Ont.
The Hall-Zryd Foundry Co., Ltd., Hespeler, Ont.
McClary Mfg. Co., Limited, London, Ont.
The Pease Foundry Co., Ltd., Toronto, Ont.
The Monitor Stove Co., Ltd., Toronto, Ont.
Jas. Stewart Mfg. Co., Ltd., Woodstock, Ont.

FURNITURE POLISH
Canada Paint Co., Ltd., Montreal.
Channel Limited, Toronto.
The Deco-Tint Co., Montreal, Que.
Imperial Oil, Ltd., Toronto, Ont.
Sherwin-Williams Co., Ltd., Montreal.

FUSES, ELECTRIC
Canadian Westinghouse Co., Limited, Hamilton.

FUSE WIRE
Canada Metal Co., Ltd., Toronto.

GALVANIZED IRON BARS
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

GALVANIZED PIPE
Canada Metal Co., Ltd., Toronto.

GALVANIZED STEEL SHEETS
Dominion Sheet Metal Co., Ltd., Hamilton, Ont.
A. C. Leslie & Co., Montreal.

GALVANIZED WARE
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
The McClary Mfg. Co., London, Ont.
Sheet Metal Products, Ltd., Toronto.

GALVANIZED STEEL SHEETS
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man

GALVANIZING
Thos. Davidson Mfg. Co., Ltd., Montreal.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

GARDEN CULTIVATORS AND WEEDERS
C. S. Norcross & Sons, Bushnell, Ill.
Eureka Planter Co., Woodstock.

GARAGE HARDWARE
Canada Steel Goods Co., Hamilton, Ont.
N. Slater Co., Limited, Hamilton, Ont.
The Stanley Works, New Britain, Conn.

GARBAGE CANS
Thos. Davidson Mfg. Co., Ltd., Montreal.
Sheet Metal Products, Ltd., Toronto.
The Steel Trough & Machine Co., Ltd., Tweed, Ont.

GAS WATER HEATERS
Jas. Morrison Brass Mfg. Co., Toronto.

GASKETS, RUBBER
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Ltd., Toronto.

GASOLINE
Imperial Oil Co., Ltd., Toronto, Ont.
The North Star Oil & Refining Co., Limited, Winnipeg.

GASOLINE TANKS AND PUMPS
S. F. Bowser Company, Ltd., Toronto, Can.
The Steel Trough & Machine Co., Ltd., Tweed, Ont.

GATES, GALVANIZED
The Frost Steel & Wire Co., Ltd., Hamilton, Ont

GATES, STEEL AND WIRE
Banwell-Hoxie Wire Fence Co., Hamilton.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

GAUGE COCKS, STANDARD AND HEAVY
The James Morrison Brass Mfg. Co., Ltd., Toronto.

GAUGES
Brown & Sharpe Mfg. Co., Providence, R.I.
Goodell Pratt Co., Greenfield, Mass.
Greenfield Tap and Die Corporation, Galt, Ont.
The James Morrison Mfg. Co., Ltd., Toronto.
L. S. Starrett Co., Athol, Mass.
Stanley Works Co., New Britain, Conn.
J. H. Williams & Co., Ltd., St. Catharines, Ont.

GENERAL RUBBER SPECIALTIES
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

GLASS BENDERS
Toronto Plate Glass Importing Co., Toronto.

GLASS, CARRIAGE
Hobbs Mfg. Co., Montreal, Que.
The Ontario Plate Glass, Ltd., Hamilton, Ont.

GLASS CUTTERS
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.

GLASS CUTTING BOARDS
The Lufkin Rule Co., of Canada, Ltd., Windsor.

GLASS, DOOR
The Consolidated Glate Glass Co. of Canada, Limited, Toronto.
Hobbs Mfg. Co., Montreal, Que.
The Ontario Plate Glass, Ltd., Hamilton, Ont.

GLASS, FANCY
The Consolidated Plate Glass Co. of Canada, Limited, Toronto, Ont.
Hobbs Mfg. Co., Montreal, Que.
The Ontario Plate Glass Ltd., Hamilton, Ont.

GLASS, WINDOW PLATE, ORNAMENTAL
The Consolidated Plate Glass Co. of Canada, Limited, Toronto.
Hobbs Mfg. Co., Montreal, Que.
Ontario Plate Glass, Ltd., Hamilton, Ont.
A. Ramsay, Son & Co., Montreal.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
G. F. Stephens & Co., Ltd., Winnipeg.
Toronto Plate Glass Importing Co., Toronto.

GLAZIERS' DIAMONDS
A. Ramsay, Son & Co., Montreal.

GLOVES AND MITTS
American Pad & Textile Co., Ltd., Chatham, Ont.

GLUE, SHEET AND GROUND
A. Ramsay, Son & Co., Montreal.
Sanderson Pearcy & Co., Limited, Toronto, Ont.

GOLF BAGS
The Woods Mfg. Co., Ltd., Ottawa, Ont.

GOLF BALLS
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

GOLF CLUB HEADS, RUSTLESS
Fenton Bros., Ltd., Sheffield, Eng.

GRANITE WARE
Sheet Metal Products, Ltd., Toronto.

GRATES
The Barton Netting Co., Ltd., Windsor, Ont.

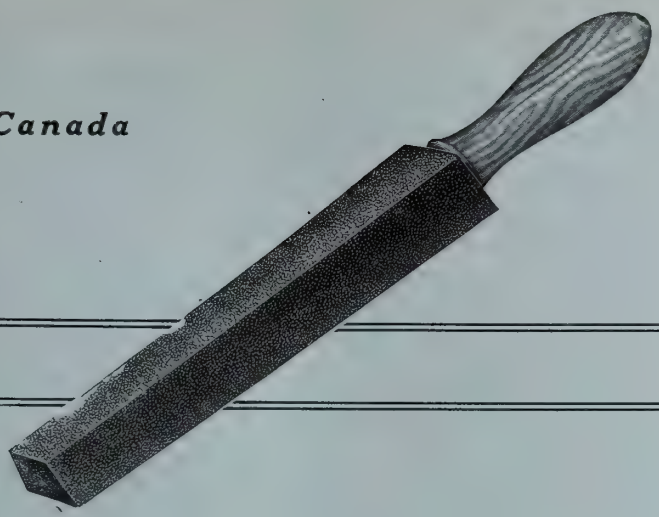
GREASE AND OIL CUPS
The James Morrison Brass Mfg. Co., Ltd., Toronto.

GRINDERS, HAND AND POWER
The Carborundum Co., Niagara Falls, N. Y.
A. G. & A. L. Brown & Co., Montreal, Que.
The Cleveland Stone Co., Cleveland, Ohio.
The Star Specialty Mfg. Co., Chicago, Ill.
Taylor-Forbes Co., Ltd., Guelph, Ont.
Western Hardware Mfg. Co., Milwaukee, Wis.

GRINDING WHEELS
The Carborundum Co., Niagara Falls, N.Y.
The Canadian Hart Products Ltd., Hamilton, Ont.
The Cleveland Stone Co., Cleveland, Ohio.

GRINDSTONES
The Carborundum Co., Niagara Falls, N.Y.
The Cleveland Stone Co., Cleveland, Ohio.

Made in Canada





Hart Mower Files

Are needed now. You can make good sales in this season of growing and mowing.

These superior Mower Files are the outcome of 34 years' experience in the manufacture of abrasives; of 34 years' constant vigilance to discover and adopt every improvement that modern progress and science can discover.

They have the selling points to convince your customers. Yet the customers know you have them by making attention compelling displays. Put Hart Mower Files in the windows with your garden tools and agricultural implements.

Write Your Jobber To-day

Canadian Hart Products, Limited
Hamilton, Canada

If interested tear out this page and place with letters to be answered.

THE BUYERS' GUIDE

GRINDSTONE FIXTURES
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Cleveland Stone Co., Cleveland, Ohio.
Taylor-Forbes & Co., Ltd., Guelph, Ont.

GUARDS, WIRE
Canada Wire & Iron Goods Co., Hamilton, Ont.

GUNS
The Fraser Co., Agents B.S.A., Montreal, Que.
Savage Arms Corporation, Utica, N.Y.

GUN PARTS
The Fraser Co., Agents B.S.A., Montreal, Que

GUNSIGHTS
Marble Arms & Mfg. Co., Gladstone, Mich.

HACK SAWS
Brown & Sharpe Mfg. Co., Providence, R.I.
Clemson Bros., Inc., Hamilton, Ont.
Diamond Saw and Stamping Works, Buffalo, N.Y.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Co., Millers Falls, Mass.
L. S. Starrett Co., Athol, Mass

HACK SAW BLADES
E. C. Atkins & Co., Hamilton, Ont.
Clemson Bros., Inc., Hamilton, Ont.
Diamond Saw & Stamping Works, Buffalo, N.Y.
Goodell-Pratt Co., Greenfield, Mass.
Henry Disston & Sons, Ltd., Toronto.
Millers Falls Company, Millers Falls, Mass.
Smith & Hemenway Co., Iic., Irvington, N. J.

HACK SAW FRAMES
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Brown & Sharpe Mfg. Co., Providence, R. I.
Henry Disston & Sons, Limited, Toronto.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
L. S. Starrett Co., Athol, Mass.

HACK SAW MACHINES
Diamond Saw & Stamping Works, Buffalo, N. Y.
Goodell-Pratt Co., Greenfield, Mass.

HAME CHAINS
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.

HAMMERS
Canada Foundries & Forgings, Brockville, Ont.
The Peck, Stow & Wilcox Co., Southington, Conn.
Stanley Works, New Britain, Conn.
Vaughan & Bushnell, Chicago, Ill.
The Warren Tool & Forge Co., Warren, Ohio.

HAND DRILLS
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.

HANDLES
J. H. Still Mfg. Co., St. Thomas, Ont.

HANDLES, CHEST AND DRAWER
Burgess-Norton Mfg. Co., Geneva, Ill.
The Brainerd Mfg. Co., East Rochester, N. Y.
N. Slater Co., Limited, Hamilton, Ont.
Taylor-Forbes & Co., Limited, Guelph, Ont.

HANDLES, DOOR
Taylor-Forbes & Co., Ltd., Guelph, Ont.

HANDLES, CRANK, BALANCE, MACHINE
J. H. Williams & Co., Ltd., St. Catharines, Ont.

HAND PULLS
North Bros., Mfg. Co., Philadelphia, Pa.

HAND TAPS
Greenfield Tap and Die Corp.

HANGERS, BARN DOOR
Canada Steel Goods Co., Ltd., Hamilton, Ont.
Beatty Bros., Ltd., Fergus, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
N. Slater Ltd., Hamilton, Ont.
Taylor-Forbes & Co., Limited, Guelph, Ont.

HANGERS, DOOR
Beatty Bros., Ltd., Fergus, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Canada Steel Goods Co., Hamilton, Ont.
F. E. Myers & Bro., Ashland, Ohio.
N. Slater Co., Limited, Hamilton, Ont.
Taylor-Forbes & Co., Limited, Guelph, Ont.
The Stanley Works, New Britain, Conn.

HANGERS, DOOR AND TRACK
Beatty Bros., Ltd., Fergus, Ont.
Canada Steel Goods Co., Hamilton, Ont.
N. Slater Limited, Hamilton, Ont.
Taylor-Forbes & Co., Ltd., Guelph, Ont.

HANGERS, STORM, SASH AND SCREEN
The Stanley Works, New Britain, Conn.
Taylor-Forbes & Co., Ltd., Guelph, Ont.

HARDWARE, CARRIAGE AND AUTOMOBILE
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

HARDWARE, DOOR
The Hamilton Stove & Heater Co., Hamilton.
Taylor-Forbes & Co., Limited, Guelph, Ont.

HARDWARE, BARN DOOR
Beatty Bros., Limited, Fergus, Ont.
Taylor-Forbes & Co., Ltd., Guelph, Ont.

HARDWARE, FINISHING
Taylor-Forbes & Co., Limited, Guelph, Ont.

HARDWARE SPECIALTIES
The Brainerd Mfg. Co., East Rochester, N.Y.
Burgess-Norton Mfg. Co., Geneva, Ill.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Can. Forgings & Forgings, Ltd., Brockville, Ont.
Chicago Spring Butt Co Chicago, Ill.
Fenton Bros., Ltd., Sheffield, Eng.
Landers, Frary & Clark, New Britain, Conn.
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.
N. Slater Co., Limited. Stratford, Ont.
Stratford Brass Co., Ltd., Stratford, Ont.
Taylor-Forbes Co., Guelph, Ont.

HARDWARE STORE FITTINGS
Stratford Brass Co., Ltd., Stratford, Ont.

HARNESS HARDWARE
Sanderson Pearcy & Co., Limited, Toronto, Ont.
The Niagara Metal Stamping Corporation, Niagara
Samuel Trees & Co., Ltd., Toronto.

HATCHETS
Burgess-Norton Mfg. Co., Geneva, Ill.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Marble Arms & Mfg. Co., Gladstone, Mich.
The Peck, Stow & Wilcox Co., Southington, Conn.

HASPS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Brainerd Mfg. Co., East Rochester, N.Y.
Canada Steel Goods Co., Hamilton, Ont.
Taylor-Forbes & Co., Ltd., Guelph, Ont.

HAWKS, ALUMINUM
Empire Level Mfg. Co., Milwaukee, Wis.

HEADLIGHT, GLASS
Hobbs Mfg. Co., Montreal, Que.
The Ontario Plate Glass, Ltd., Hamilton, Ont.

HEATERS
Anthes Foundry, Ltd., Winnipeg, Man.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
The McClary Mfg. Co., Ltd., London, Ont.
Jas. Morrison Brass Mfg. Co., Ltd., Toronto, Ont.
O-Rib-O Mfg. Co., Winnipeg, Man.
Jas. Stewart Mfg. Co., Ltd., Woodstock, Ont.
Sheet Metal Products, Ltd., Toronto.

HEATERS, AUTO
Chicago Flexible Shaft Co., Chicago, Ill.

HEATERS, ELECTRIC
Canadian Westinghouse Co., Limited, Hamilton, Ont.
Landers, Frary & Clarke, New Britain, Conn.
The National Electric Heating Co., Ltd., Toronto.
The Renfrew Electric Products Ltd., Renfrew, Ont.

HEAVY HARDWARE SPECIALTIES
Burgess-Norton Mfg. Co., Geneva, Ill.

HEELS AND SOLES, RUBBER
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Ltd., Toronto.

HINGES, BOX AND REFRIGERATOR
The Brainerd Mfg. Co., East Rochester, N.Y.

HINGES, ORNAMENTAL
The Lawson Mfg. Co., Chicago, Ill.
The Stanley Works, New Britain, Conn.

HOOKS, HAT AND COAT
The Brainerd Mfg. Co., East Rochester, N.Y.
Jas. Cartland & Sons, Ltd., Birmingham, Eng.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Taylor-Forbes Co., Limited, Guelph, Ont.

HINGES, SPRING
Chicago Spring Butt Co., Chicago, Ill.
The Lawson Mfg. Co., Chicago, Ill.
Taylor-Forbes Co., Guelph, Ont.

HINGES, STRAP AND TEE
Canada Steel Goods Co., Hamilton, Can.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
N. Slater Co., Limited, Hamilton, Ont.

HOCKEY STICKS
J. H. Still Mfg. Co., St. Thomas.

HOES
The Warren Tool & Forge Co., Warren, Ohio.

HOISTS
Manitoba Steel & Iron Co., Winnipeg, Man.

HOIST HOOKS
Williams & Co., J. H., Brooklyn, N.Y.

HOLLOW WARE
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Fenton Bros., Ltd., Sheffield, Eng.
Landers, Frary & Clark, New Britain, Conn.

HONES, RAZOR
The Carborundum Co., Niagara Falls, N.Y.
The Canadian Hart Products Ltd., Hamilton, Ont

HOOKS, FISH
Allcock, Laight & Westwood Co., Toronto, Ont.

HORSE SHOES
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Wilkinson & Kompass, Hamilton.

HORSE SHOE PADS
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

HOSE CLAMPS
The Ontario Lantern & Lamp Co., Ltd., Hamilton.

HOSE, FITTINGS AND SUPPLIES
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Dominion Rubber Systems, Ltd., Montreal, Que.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Gutta Percha & Rubber, Ltd., Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.
United Brassfounders & Engineers, Limited, Manchester, Eng.

HOSE MENDERS
The Ontario Lantern & Lamp Co., Ltd., Hamilton.

HOT AIR REGISTERS
Barton Netting Co., Limited, Windsor, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont
Jas. Stewart Mfg. Co., Woodstock, Ont.

HOUSEHOLD APPLIANCES
Canadian Westinghouse Co., Limited, Hamilton, Ont.

HOUSEHOLD PAILS
Wm. Cane & Sons, Hamilton, Ont.

ICE CREAM FREEZERS
Wm. Cane & Sons, Co., Ltd., Newmarket, Ont
Thos. Davidson Mfg. Co., Ltd., Montreal.
North Bros. Mfg. Co., Philadelphia, Pa.

INCUBATORS
Collins Mfg. Co., Toronto.

INDICATORS, SPEED
Brown & Sharpe Mfg. Co., Providence, R.I.
Henry Disston & Sons, Limited, Toronto.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

INJECTORS, AUTOMATIC
Jas. Morrison Brass Mfg. Co., Toronto, Ont.
United Brassfounders & Engineers, Limited, Manchester, Eng.

INSTRUMENTS OF PRECISION
Brown & Sharpe Mfg. Co., Provdence, R.I.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

INSURANCE
The Canadian Hardware & Implement Underwriters, Winnipeg, Man.

IRON, MERCHANTS BAR
London Rolling Mill Co., Ltd., The, London, Ont.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

IRON, CORRUGATED
Canada Metal Co., Toronto.

IRON HANDLES
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Taylor-Forbes & Co., Ltd., Guelph, Ont.

IRON, HORSE SHOE
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

IRON AND STEEL BARS
A. C. Leslie & Co., Ltd., Montreal.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Nova Scotia Steel Co., New Glasgow, N.S.

IRON, BAR
London Rolling Mill Co., Ltd., The, London, Ont.

IRONS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

IRONS, ELECTRIC
The Canadian Westinghouse Co., Ltd., Hamilton, Ont.
The National Electric Heating Co., Ltd., Toronto.
The Renfrew Electric Products Ltd., Renfrew, Ont.

IRONING BOARDS
The Stratford Mfg. Co., Stratford, Ont.
Taylor-Forbes & Co., Ltd., Guelph, Ont.

IRONING MACHINES, ELECTRIC
Altorfer Bros., Peoria, Ill.
The Hurley Machine Co., Limited, Toronto.

IRON FOR STAYBOLTS
London Rolling Mill Co., Ltd., The, London, Ont.

IRONWORK, BUILDERS'
The Dennis Wire & Iron Works, Ltd., London.

JACK PLANES
Stanley Works, New Britain, Conn.

JACK SCREWS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Millers Falls Company, Millers Falls, Mass.
Taylor-Forbes & Co., Ltd., Guelph, Ont.

JAPANS
Boston Varnish Co., Everett Stn., Boston, Mass.
Sanderson Pearcy & Co., Limited, Toronto, Ont
The Sherwin-Williams Co., Ltd., Montreal, Que.

JARS, FRUIT
Walter Woods & Co., Hamilton, Ont.

KETTLES
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Thos. Davidson, Mfg. Co., Ltd., Montreal.
Fenton Bros., Ltd., Sheffield, Eng.
The Wentworth Mfg. Co., Limited, Hamilton, Ont.

KEYHOLE SAWS
E. C. Atkins & Co., Hamilton, Ont.
Bridgeport Hardware Co., Bridgeport, Conn.

KITCHEN WARE
Thos. Davidson Mfg. Co., Ltd., Montreal.
Fenton Bros., Ltd., Sheffield, Eng.
The McClary Mfg. Co., London, Ont.
Sheet Metal Products Co., Toronto.

KNIVES, BEET
E. C. Atkins & Co., Hamilton, Ont.

KNIVES, CORN
E. C. Atkins & Co., Hamilton, Ont.

KNIVES, CUTTING
Landers, Frary & Clark, New Britain, Conn.

KNIFE CLEANER
The Vono Co., Dudley Port, Staffs, Eng.

KNIVES, MACHINE
E. C. Atkins & Co., Hamilton, Ont.

KNIVES, POCKET AND TABLE
Geo. Butler & Co., Ltd., Sheffield, Eng.
G. L. Cohoon, Montreal.
Thos. Ellin & Co., Limited, Sheffield, Eng.
Jonathan Crookes & Son, Ltd., Ltd., Sheffield, Eng.
Fenton Bros., Ltd., Sheffield, Eng.
James Hutton & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
F. W. Lamplough & Co., Montreal, Que.
Whites Limited, Collingwood, Ont.
Wiebusch & Hilger, New York.
Marples & Co., Sheffield, England.

KNIVES, SPORTSMEN'S
Fenton Bros., Ltd., Sheffield, Eng.
Marble Arms & Mfg. Co., Gladstone, Mich.

KNIVES, PUTTY
Brideport Mfg. Co., Bridgeport, Conn.
Sanderson Pearcy & Co., Limited, Toronto, Ont

KNOBS, DRAWER
The Brainerd Mfg. Co., East Rochester, N.Y.

LADDERS, STEP, EXTENSION, STORE, ETC.
Beatty Bros., Ltd., Fergus, Ont.
N. Slater Co., Ltd., Hamilton, Ont.
The Stratford Mfg. Co., Stratford, Ont.

LAMPS, NITROGEN AND TUNGSTEN
The Canadian Tungsten Lamp Co., Hamilton, Ont.

LAMP BLACK
L. Martin Co., New York, N.Y.
A. Ramsay & Son Co., Montreal.

LAMP BURNERS
The Ontario Lantern & Lamp Co., Ltd., Hamilton.

LAMP CHIMNEYS
Walter Woods & Co., Hamilton.

LAMPS AND LANTERNS, GASOLINE
The Coleman Lamp Co., Limited, Toronto.
National Stamping & Electric Wks., Chicago, Ill.

There Is No Troublesome Bother About Fitting

"KASEMENT"

Screen Doors



"Kasement" Screen Doors are not only made better than ordinary screen doors, but everything is done to make it simple for the busy householder to put them up easily and quickly. They are made oversize, fitting **against** the door frame not in between. Even the three holes for hinges are bored in each stile. All the hardware comes with them, and is made simple and easy to adjust. Kasement Doors can easily be hung in ten minutes, or taken down in a jiffy. They are made with 26 mortise and tenon joints, so that they cannot sag or pull apart. Call, and let us show you how Kasement Screen Doors simplify your summer equipment for the house.

A Hardware Store

156 West St., Phone No. 456
Easternton, N.S.

We Gladly Help to Make Your Space in Newspapers Pay

Your advertising space in local newspapers is only blank space when you buy it. It becomes anything from zero to 100% efficient according to what you put in it.

"It Pays to Advertise," but lots of stuff printed in advertising space is not Advertising and doesn't pay. Good typography, illustration, layouts, and copy that shows the "reason why," must be used to get results.

You will find these two suggestions effective. They are for single newspaper column, 63 lines (4½") deep.

Write today for details

Kasement

Skrene Dore Co., Limited
269 Richmond St.
Toronto - Canada

Holes Already Bored For Hinges — Everything Made Easy for You With

"KASEMENT"

Screen Doors



Those holes for hinges are characteristic of the forethought given to Kasement Screen Doors. Beside being better made, and more durable and substantial than ordinary doors, Kasement Screen Doors have been made exceptionally easy to hang.

Drop into the store and let us show you how well-made and easily hung these better screen doors are. Let us show you the 26 mortise and tenon joints that prevent sagging, or pulling apart. You can hang a Kasement Screen Door in 10 minutes and take it down in 10 seconds. All the hardware comes with them. It's the easiest way to equip your home with Screen Doors.

The Leader Hardware

175 Rue St. Denis, Phone No.
Bien Fait, Que.



NORCROSS

GARDEN CULTIVATORS

are growing in demand every day. Over a Million are now in use. Sell one to a customer and you get his next door neighbor. Every Farmer and Gardener is a prospect. The Norcross comes in (3) sizes, 5-Prong, 3-Prong and Midget, suited to both men and women. A Norcross bears a Distinctiveness of Quality—Class and Finish that quickly appeals to buyers. Well made—Durable—Handsome in appearance, they sell readily at a good profit and you can confidently recommend them. Ask your jobber for Norcross Goods.

C. S. NORCROSS & SONS
Sole Mfrs. BUSHNELL, ILL.

A Proposition To the Trade

If a customer enters your store complaining of engine trouble—caused by a carbonized engine—how would you like to say, "Take a can of

D-B CARBON REMOVER

and try it on your engine; it will not cost you a cent for the trial if it proves unsatisfactory?"

If the customer **DOES** return the can as unsatisfactory, WE WILL PAY YOU FOR THE RETAIL VALUE. Therefore, Mr. Dealer, you cannot lose anything, and have lots to gain by stocking up on D-B Carbon Remover.



We will take the chance, because we have absolute confidence in D-B Carbon Remover. All you need to do to get the large profits is to give the can to your customers.

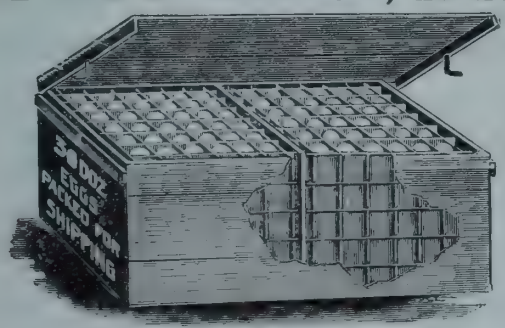
Write us for more particulars.

Auto Jack says:

D-B Carbon Remover is not injurious to the metal, it pulverizes the carbon at the first explosion and forces it out through the exhaust.

The Dustbane Mfg. Co.
LIMITED
Ottawa, Ontario

THE MILLER BROS. CO., LIMITED



Manufacturers of
White pulp egg case fillers and extra flats in standard and extra large sizes for 12 and 30 dozen egg crates.
20-38 DOWD STREET, - MONTREAL, CANADA

THE BUYERS' GUIDE

LAMPS, LANTERNS, ELECTRIC, HAND
Canadian National Carbon Co., Toronto.
National Stamping & Electric Wks., Chicago, Ill.
The Ontario Lantern & Lamp Co., Hamilton, Ont.

LAMPS, ELECTRIC
Canadian Westinghouse Co., Limited, Hamilton.
The Ontario Lantern & Lamp Co., Hamilton, Ont.

LAMPS AND LANTERNS, GASOLINE AND KEROSENE
National Stamping & Electric Works, Chicago.
The Ontario Lantern & Lamp Co., Ltd., Hamilton.

LANTERNS OIL
Thos. Davidson Mfg. Co., Montreal.
The Ontario Lantern & Lamp Co., Ltd., Hamilton.
E. T. Wright & Co., Limited, Hamilton, Ont.

LATCHES
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Gendron Mfg. Co., Ltd., Toronto.
Taylor-Forbes Co., Limited, Guelph, Ont.

LATH METAL
Pedlar People, Ltd., Oshawa, Ont.

LATHE DOGS, DROP FORGED
J. H. Williams & Co., St. Catharines, Ont.

LATHE DOGS
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
J. H. Williams & Co., St. Catharines, Ont.

LAWN MOWERS
Can. Foundries & Forgings, Ltd., Brockville.
The Eureka Planter Co., Ltd., Woodstock, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.
Whites Limited, Collingwood, Ont.

LAWN SEATS
The Stratford Mfg. Co., Stratford, Ont.

LAWN SPRINKLERS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
United Brassfounders & Engineers, Limited, Manchester, Eng.

LAWN SWINGS
The Stratford Mfg. Co., Stratford, Ont.

LEAD, BLACK
John Oakey & Sons, London, Eng.

LEAD, CALKING AND PIG
The Canada Metal Co., Limited, Toronto, Ont.
The Great Western Smelting & Refining Co., Vancouver, B.C.

LEAD PENCILS
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.

LEAD SHEETS AND PIPE
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
A. C. Leslie & Co., Montreal.

LEAD TRAPS AND BENDS
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.

LEAD WASHERS
Canada Metal Co., Ltd., Toronto.

LENS
The Ontario Plate Glass, Ltd., Hamilton, Ont.

LETTERS AND FIGURES, EMBOSSED
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.

LEVELS
Campbell Agencies, Toronto.
Henry Disston & Sons, Limited, Toronto.
Empire Level Mfg. Co., Milwaukee, Wis.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
J. Sand & Sons, Detroit, Mich.
Stanley Rule & Level Co., New Britain, Conn.
L. S. Starrett Co., Athol, Mass.
Whites Limited, Collingwood, Ont.

LEVELS, ALUMINUM
Campbell Agencies, Toronto.
Empire Level Mfg. Co., Milwaukee, Wis.
Goodell Pratt Co., Greenfield, Mass.
J. Sand & Sons, Detroit, Mich.

LEVELS, MASONS
Henry Disston & Sons, Limited, Toronto.
Empire Level Mfg. Co., Milwaukee, Wis.

LINES, WIRE, CLOTHES
Walter Woods & Co., Hamilton.
Western Wire & Nail Co., London.

LINOLEUM, PLAIN AND PRINTED
The Dominion Oilcloth & Linoleum Co., Ltd., Montreal, Que.

LINOLEUMS, BATTLESHIP
The Dominion Oilcloth & Linoleum Co., Limited, Montreal, Que.

LINOLEUM RUGS
The Dominion Oilcloth & Linoleum Co., Limited, Montreal, Que.

LINOLEUM FINISHES
Boston Varnish Co., Everett Stn., Boston, Mass.

LINSEED OIL
Brandram-Henderson, Montreal.
The Canada Paint Co., Limited, Winnipeg, Man.
Dominion Linseed Oil Co., Baden and Toronto.
R. C. Jamieson & Co., Ltd., Montreal.
Ontario Oil & Turpentine Co., Ltd., Toronto.
A. Ramsay & Son Co., Montreal.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
The Sherwin-Williams Co., Ltd., Montreal, Que.

LOCKS
The Belleville Hardware & Lock Mfg. Co., Belleville, Ont.
The Hamilton Stove & Heater Co., Hamilton, Ont.
The Toronto Lock Mfg. Co., Toronto.

LOCK WASHER EQUIPMENT
Sleeper & Hartley, Inc., Worcester, Mass.

LOCKERS
Canada Wire & Iron Goods Co., Hamilton, Ont.
Dennis Wire & Iron Works Co., Ltd., London, Ont.

LOCOMOTIVE TOOLS
J. H. Williams & Co., St. Catharines, Ont.
The Toronto Lock Mfg. Co., Toronto.

LUMBER TOOLS
Thos. Pink & Co., Pembroke, Ont.
T. F. Shurly Co., Ltd., St. Catharines, Ont.

MACHINES, DOUBLE CUTTING
E. C. Atkins & Co., Hamilton, Ont.

MACHINISTS' TOOLS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
J. H. Williams & Co., St. Catharines, Ont.

MALLEABLE IRON CASTINGS
The International Malleable Iron Co., Ltd., Guelph, Ont.

MANTLES
The Barton Netting Co., Ltd., Windsor, Ont.
Thomas Lewis Arnett, Souris, Man.

MANGLES, CLOTHES
Taylor-Forbes Co., Limited, Guelph, Ont.

MANTLES, GAS
R. M. Moore & Co., Ltd., Vancouver, B.C.

MAULS
The Warren Tool & Forge Co., Warren, Ohio.

MATTOCKS
The Warren Tool & Forge Co., Warren, Ohio.

MATS AND MATTING, RUBBER
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Ltd., Toronto, Ont.

MAULS
Can. Foundries & Forgings, Ltd., Brockville, Ont.

MEAT CHOPPERS
Landers, Frary & Clark, New Britain, Conn.

MECHANICAL RUBBER PRODUCTS
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

METAL BOXES AND DRAWERS
Cameron & Co., Toronto, Ont.

METAL CUTTING SAWS
Clemson Bros., Inc., Hamilton, Ont.

METAL SAWS, POWER
Clemson Bros., Inc., Hamilton, Ont.

METAL STAMPINGS
Fenton Bros., Ltd., Sheffield, Eng.
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.

METALS, EXPANDED, INGOT, SHEET, TUBE, ETC.
Canada Metal Co., Toronto, Ont.
Fenton Bros., Ltd., Sheffield, Eng.
Hoyt Metal Co., Toronto, Ont.
A. C. Leslie & Co., Montreal, Que.
United Brassfounders & Engineers, Limited, Manchester, Eng.

METAL SPECIALTIES
Burgess-Norton Mfg. Co., Geneva, Ill.
Hamilton Stamp & Stencil Wks., Hamilton, Ont.
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.
O-Rib-O Mfg. Co., Winnipeg, Man.

METAL STORE AND FRONT CONSTRUCTION
The Consolidated Plate Glass Co. of Canada, Limited, Toronto.

MENDERS, GRANITEWARE, POT AND PAN
Collette Mfg. Co., Collingwood, Ont.
H. Nagle Co., Montreal, Que.

MICA
Mica Co. of Canada, Ltd., Hull, Que.

MICROMETERS
Brown & Sharpe Mfg. Co., Providence, R.I.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

MILK CANS
Thos. Davidson Mfg. Co., Ltd., Montreal.
Fenton Bros., Ltd., Sheffield, Eng.
The McClary Mfg. Co., London, Ont.
Sheet Metal Products, Ltd., Toronto.

MIRRORS
Hobbs Mfg. Co., Montreal, Que.
Ontario Plate Glass, Ltd., Hamilton, Ont.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
Toronto Plate Glass Importing Co., Toronto.

MITRE BOXES
E. C. Atkins & Co., Hamilton, Ont.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
Stanley Works, New Britain, Conn.

MITRE BOX SAWS
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto.

MOLASSES GATES
Can. Foundries & Forgings, Ltd., Brockville, Ont.

MOPS
Can. Foundries & Forgings, Ltd., Brockville, Ont.

MOTOR CARS
Ford Motor Co. of Canada, Ltd., Ford, Ont.

NAIL MACHINERY
Sleeper & Hartly, Inc., Worcester, Mass.

NAILS, WIRE AND CUT
Canada Metal Co., Ltd., Toronto.
The Graham Nail Works, Toronto.
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Western Wire & Nail Co., London, Ont.
Whites Limited, Collingwood, Ont.

NAIL PULLERS
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Millers Falls Company, Millers Falls, Mass.
Smith & Hemenway Co., Inc., Irvington, N.J.

NAILS, HORSE SHOE
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

NAME PLATE TRANSFERS
Canada Decalcomania Co., Ltd., Toronto.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

NIPPLES
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

NITROGEN LAMPS
The Canadian Tungsten Lamp Co., Ltd., Hamilton.

NUTS, HOT PRESSED
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

NUTS, THUMB
J. H. Williams & Co., Ltd., St. Catharines, Ont.

OILCLOTH, FLOOR AND STAIR
The Dominion Oilcloth & Linoleum Co., Ltd., Montreal.

OILCLOTH, RUGS, FLOOR
The Dominion Oilcloth & Linoleum Co., Limited, Montreal, Que.

OIL CANS
Cannon Oiler Co., Keithsburg, Ill.

OIL, COAL
Imperial Oil Co., Ltd., Toronto.

OILS, CYLINDER
J. H. Ashdown Co., Ltd., Winnipeg, Man.
Canadian Oil Co., Toronto, Ont.
Imperial Oil Co., Ltd., Toronto.
The North Star Oil & Refining Co., Limited, Winnipeg, Man.

OIL CAKE AND MEAL
Dominion Linseed Oil Co., Toronto.
Sherwin Williams Co., Winnipeg.

OIL HOLE COVERS
Canadian Winkley Co., Windsor.

OIL, MOTOR, ROAD, HARNESS, NEATSFOOT, SEPARATOR AND GAS ENGINE
The Commercial Oil Co., Ltd., Hamilton, Ont.
Imperial Oil, Ltd., Toronto.
The North Star Oil & Refining Co., Limited, Winnipeg, Man.
Canadian Oil Co., Winnipeg.

OIL STONES
The Canadian Hart Products, Ltd., Hamilton, Ont.

OIL STOVES
Thos. Davidson Mfg. Co., Detroit, Mich.
The McClary Mfg. Co., Ltd., London, Ont.
Sheet Metal Products, Ltd., Toronto.

OIL STORAGE AND DISTRIBUTING SYSTEMS
S. F. Bowser Company, Ltd., Toronto, Ont.

OIL TANKS AND PUMPS
S. F. Bowser Company, Ltd., Toronto, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.

OILERS
Cannon Oiler Co., Keithsburg, Ill.
Thos. Davidson Mfg. Co., Ltd., Montreal.

ORNAMENTAL FENCE
Atlas Iron, Wire & General Metal Works, Toronto.
Banwell Hoxie Wire Fence Co., Ltd., Hamilton.

ORNAMENTAL IRON AND WIRE WORK
Canada Wire & Iron Goods Co., Hamilton, Ont.
Dennis Wire and Iron Works, London, Ont.

PACKINGS
Wm. J. Brown, Montreal, Que.
Consumers Cordage Co., Montreal and Halifax.
The Dominion Rubber Systems, Ltd., Montreal, Que.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Ltd., Toronto.
Jenkins Bros., Ltd., Montreal.

PACKING RUBBER
The Dominion Rubber Systems, Ltd., Montreal, Que.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Co., Ltd., Toronto.

PADS FOR HORSES
American Pad and Textile Co., Chatham.
The Burlington Windsor Blanket Co., Ltd., Toronto.

PADLOCKS
C. O. Clark & Bro., Montreal, Que.

PAINT, COLD WATER
The Deco-Tint Co., Montreal, Que.

PAINT, READY-MIXED, HOUSE, BARN, ROOF, FLAT WALL, CONCRETE, FLOOR, CEMENT, ALUMINUM, MARINE AND DECK
The Barrett Co., Ltd.
The Brandram-Henderson, Ltd., Montreal.
Canada Paint Co., Montreal.
The Flint Varnish & Color Works of Canada, Limited, Montreal, Que.
The Glidden Co., Ltd., Toronto.
Imperial Varnish & Color Co., Ltd., Montreal.
S. C. Johnson & Sons, Inc., Brantford, Ont.
Lowe Bros., Ltd., Toronto, Ont.
Martin-Senour Co., Ltd., Montreal.
McArthur-Irwin, Ltd., Montreal.
Benjamin Moore & Co., Toronto.
The Ottawa Paint Works, Ltd., Ottawa, Ont.
A. Ramsay & Son Co., Montreal.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
Scarfe & Co., Limited, Brantford, Ont.
Sherwin-Williams Co., Montreal.
G. F. Stephens & Co., Ltd., Winnipeg.

PAINT BRUSHES
The Boeckh Company, Ltd., Toronto.
Meakins & Sons, Hamilton.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
T. S. Simms & Co., Ltd., Fairville, St. John,

PAINT AND VARNISH REMOVER
Adams & Elting Co., Ltd., Toronto, Ont.
Brandram-Henderson, Ltd., Montreal, Que.
Canada Paint Co., Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal.
Lowe Bros. Co., Ltd., Toronto, Ont.
Martin-Senour Co., Ltd., Montreal, Que.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
Sherwin-Williams Co., Montreal.
A. Ramsay & Son Co., Montreal.

PAINT, OIL, STORAGE AND HANDLING SYSTEMS
S. F. Bowser Company, Ltd., Toronto, Can.

PARIS GREEN
Canada Paint Co., Montreal.
McArthur-Irwin, Ltd., Montreal.
Sanderson Pearcy & Co., Limited, Toronto, Ont
Sherwin-Williams Co., Montreal.

PAPER BAGS
The Continental Paper Products, Ltd., Ottawa, Ont.
Walter Woods & Co., Hamilton.

PASSAGE CLOTH
The Dominion Oilcloth & Linoleum Co., Limited, Montreal, Que.



Capacity..... 1 qt.
Net Weight..... 4 lbs.
Shipping wgt.... 6¾ lbs.

Detroit Torch

Fully Inspected

The No. 2, quart-size torch has been pronounced, by experienced torch men, a real sensation. Highest quality brass tank; powerful improved burner; pump with power and strength; a heavy reinforced tank; hook and support for holding soldering coppers; every part thoroughly inspected and tested.

Detroit Torch & Mfg. Co.
Detroit, Michigan

We have a large stock of

Carriage and Machine Bolts
Coach Screws
Rivets, Nuts and
Washers



Orders Filled and Shipped Immediately

London Bolt & Hinge Works
London, Canada

Stove Mica

All sizes of Clear Mica in stock for immediate shipment.
Manufacturers of Mica Insulation.

Price List on Application

Mica Company of Canada, Ltd.
P. O. Box 156, Hull, Que.

Instructive Advertisements

"I think the advertisements are good and I read them all the time. If it were not for the ads. I would not be able to keep up-to-date on new equipment. It is the only way we learn about anything new, as circulars are mostly kept in the offices," writes a Hamilton reader.

Double Moral—Read the Advertisements.
Use Hardware and Metal for Advertising.

Who Wants the *Westco* Tankless Water System?

For the information of all Westco dealers and prospective dealers, here is a list of uses to which the Westco Tankless Water System can be put:

Farms and Suburban Homes.
Pressure water supply service, and pumps for general pumping duty.

For City Homes.
Water supply systems where city pressure is inadequate and where soft water is desired.

For Schools.
For distributing drinking water, and sanitary arrangements.
Boiler feed pumps.
Fire protection, etc.

For Hotels.
Booster service pumps.
General water supply service.
Ice water supply.
Fire protection.
Auxiliary heating plant service, etc.

For Group Service.
Groups of summer cottages.
Sub-Divisions.

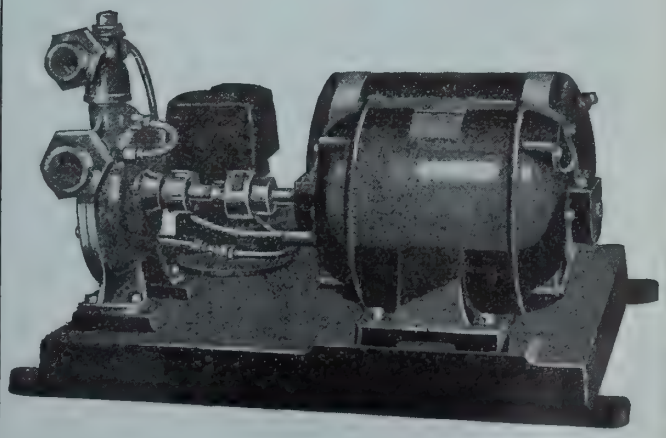
Rural Communities.
Wherever water supply systems are used for general pumping and fire protection.

For Public and Private Institutions.
Orphanages, Dormitories, Fraternal Homes, Religious Institutions, Gymnasiums, Sanatoriums, Hospitals and all Public Institutions.

The Westco Tankless Water Systems now going on the market have new features that make them a very attractive line to handle.

Write us for full particulars of dealers' discounts, and co-operative plan.

Westco Pumps, Limited,
Queen and Abell Sts.,
TORONTO - ONT.



If interested tear out this page and place with letters to be answered.

THE BUYERS' GUIDE

PAILS
Thos. Davidson Mfg. Co., Ltd., Montreal.

PAILS, HOUSEHOLD
Sheet Metal Products, Ltd., Toronto, Ont.

PAILS, WOODEN
Wm. Cane & Sons Co., Ltd., Hull, Que.

PAILS, GALVANIZED AND TIN
Sheet Metal Products, Ltd., Toronto.
The Steel Trough & Machine Co., Ltd., Tweed.

PERCOLATORS, COFFEE
Landers, Frary & Clark, New Britain, Conn.

PETROLEUM FAUCETS
Landers, Frary & Clark, New Britain, Conn.

PHOSPHOR TIN AND COPPER
The Hoyt Metal Co., Limited, Toronto.
United Brassfounders & Engineers, Limited, Manchester, Eng.

PICKS
The Warren Tool & Forge Co., Warren, Ohio.

PICK HANDLES
J. H. Still Mfg. Co., St. Thomas, Ont.

PIG IRON
A. C. Leslie & Co., Ltd., Montreal.
Nova Scotia Steel Co., New Glasgow, N.S.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

PINS, ESCUTCHEON
Parmenter & Bulloch, Gananoque.

PIPE, ACID RESISTING
The Hoyt Metal Co., Ltd., Toronto, Ont.

PIPE CUTTERS (STAND)
Trimont Mfg. Co., Roxbury (Boston, Mass).

PIPE CLEANERS
PIPE STOCKS AND DIES
Greenfield Tap & Die Corporation, Galt, Ont.

PIPE, BLACK AND GALVANIZED
American Rolling Mills, Middleton, Ohio.
Canada Metal Co., Toronto.
The Jas. Morrison Brass Mfg. Co., Ltd., Toronto.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

PIPE FITTINGS
The International Malleable Iron Co., Ltd., Guelph.
Fittings, Limited, Oshawa, Ont.

PIPE, GALVANIZED CONDUCTOR
Thos. Davidson Mfg. Co., Ltd., Montreal.
Wheeler & Bain, Toronto.

PIPE, LEAD
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

PIPE, RAIN WATER CONDUCTOR
Canada Metal Co., Toronto.

PIPE, WROUGHT, BLACK AND GALVANIZED
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

PIPE, STOVE AND FURNACE
Collins Mfg. Co., Toronto.

PISTON PINS
Burgess-Norton Mfg. Co., Geneva, Ill.

PISTON ROD PACKING
Dunlop Tire & Rubber Co., Ltd., Toronto.

PISTON AND VALVE PACKINGS
The Barrett Co., Ltd.

PISTOLS
Savage Arms Corpn., Utica, N.Y.

PLANES
Caverhill, Learmont & Co., Montreal.
Stanley Rule & Level Co., New Britain, Conn.
Whites, Limited, Collingwood, Ont.

PLIERS
A. G. and A. L. Brown & Co., Montreal, Que.
Matthias Klein & Sons, Chicago, Ill.
F. W. Lamplough & Co., Montreal, Que.
The Peck, Stow & Wilcox Co., Southington, Conn.

PLIERS, CUTTING
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
F. W. Lamplough & Co., Montreal, Que.

PLIERS, COMBINATION
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Can. Foundries & Forgings, Ltd., Brockville.
Goodell-Pratt Co., Greenfield, Mass.

PLUGS, RUBBER
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

PLUMBERS' SUPPLIES, RUBBER
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

PLUMBERS' TOOLS
The Jas. Morrison Brass Mfg. Co., Ltd., Toronto.
J. H. Williams & Co., Ltd., St. Catharines, Ont.

POLISHES, AUTO AND FURNITURE
The Buffalo Specialty Co., Bridgeburg, Ont.
Channell Limited, Toronto, Ont.

POLISHING HEADS
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.

POLISHES, KNIFE
Jas. Oakey & Sons, Ltd., London, England.

POLISHES, METAL
The Deco-Tint Co., Montreal, Que.

POLE LINE MATERIAL
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

POSTS, ANGLE IRON
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.

POSTS, FENCE, STEEL
Burlington Steel Co., Ltd., Hamilton, Ont.

POST HOLE DIGGERS
Can. Foundries & Forgings Ltd., Brockville, Ont.
Canada Wire & Iron Goods Co., Hamilton, Ont.
Taylor-Forbes & Co., Ltd., Guelph, Ont.

POULTRY EQUIPMENT
The Collins Mfg. Co., Toronto, Ont.

POULTRY NETTING
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
A. C. Leslie & Co., Ltd., Montreal.

POULTRY LEG BANDS
Rideau Specialty Co., Smiths Falls, Ont.

POWDER, SMOKELESS
E. I. du Pont de Nemours & Co., Wilmington, Del.

PRISMS, SIDEWALK
Hobbs Mfg. Co., Montreal, Que.

PRUNERS, TREE
Taylor-Forbes & Co., Ltd., Guelph, Ont.

PRUNING SHEARS
Adcock & Brewer, Ltd., Montreal.
The Peck, Stow & Wilcox Co., Southington, Conn.

PULLS, DRAWER
Taylor-Forbes Co., Limited, Guelph, Ont.

PUSH AND PULL PLATES
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.
Taylor-Forbes & Co., Ltd., Guelph, Ont.

PULLEYS, CLOTHES
The Katie Foundry Co., Galt, Ont.

PUMPING SYSTEMS, AUTOMATIC
The Westco Pumps Ltd., Toronto.

PUMPS
Beatty Bros., Ltd., Fergus.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
R. McDougall Co., Ltd., Galt.
F. E. Meyers & Bro., Ashland, Ohio.
United Brassfounders & Engineers, Limited, Manchester, Eng.
The Westco Pumps Ltd., Toronto.

PUMP, HAND AND POWER, FOR PAINTS, OILS, OIL AND GASOLINE
S. F. Bowser Company, Ltd., Toronto, Can.
The Canadian Tank & Pump Co., Toronto, Ont.

PUMPS, CURB, FOR OIL AND GASOLINE
The Canadian Tank & Pump Co., Toronto, Ont.
S. F. Bowser Company, Ltd., Toronto, Can.

PUMPS, SELF-MEASURING
S. F. Bowser Company, Ltd., Toronto, Can.

PUMPS, SEMI-ROTARY
Can. Foundries & Forgings, Ltd., Brockville, Ont.
United Brassfounders & Engineers, Limited, Manchester, Eng.

PUMPS, GASOLINE
S. F. Bowser Company, Ltd., Toronto, Can.

PUMP OILERS
Cannon Oiler Co., Keithsburg, Ill.

PUNCHES, CENTRE DRIVE, ETC.
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Mayhew Steel Products, Inc., New York.
Stanley Works, New Britain, Conn.

PUNCHES, BELT
E. C. Atkins & Co., Hamilton, Ont.

PUNCHES, TICKET
Bridgeport Hdwe. Mfg. Co.,, Bridgeport, Conn.

PUTTY
Brandram-Henderson, Montreal.
R. C. Jamieson & Co., Ltd., Montreal.
Canada Paint Co., Montreal.
Benjamin Moore & Co., Ltd., Toronto.
A. Ramsay & Son Co., Montreal.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
G. F. Stephens & Co., Ltd., Winnipeg.
Sherwin-Williams Co., Montreal.

PULLEYS
The Aero Mfg. Co., Ltd., Sherbrooke, Que.
Can. Foundries and Forgings, Ltd., Brockville, Ont.

QUOITS
Can. Foundries and Forgings, Ltd., Brockville, Ont.

RACKS, HAY
Can. Foundries and Forgings, Ltd., Brockville, Ont.

RADIATORS, AUTO
The North Star Oil & Refining Co., Limited, Winnipeg, Man.

RADIATOR VALVES
Jenkins Bros., Ltd., Montreal.
United Brassfounders & Engineers, Limited, Manchester, Eng.

RAILWAY TIE PLATES
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

RAILROAD TRACK TOOLS
The Warren Tool & Forge Co., Warren, Ohio.

RAILROAD SUPPLIES, RUBBER
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.

RAKES
Shurly-Dietrich Co., Ltd., Galt, Ont.

RAZORS
Auto-Strop Safety Razor Co., Toronto, Ont.
Geo. Butler & Co., Ltd., Sheffield, Eng.
Campbell Agencies, Toronto, Ont.
Caverhill, Learmont & Co., Montreal.
G. L. Cohoon, Montreal.
Thos. Ellin & Co., Limited, Sheffield, Eng.
Geneva Cutlery Co., Geneva, N.Y.
James Hutton & Co., Montreal.
Gillette Safety Razor Co., Ltd., Montreal.
F. W. Lamplough & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.
A. Macfarlane & Co., Limited, Montreal, Que.
Marples & Co., Sheffield, Eng.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
Wiebusch & Hilger, New York.

RATCHET DRILLS
Goodell-Pratt Co., Greenfield, Mass.

REAMERS
Millers Falls Company, Millers Falls, Mass.
Butterfield & Co., Rock Island, Que.
Taylor-Forbes Co., Ltd., Guelph, Ont.

RECIPROCATING DRILLS
Goodell-Pratt Co., Greenfield, Mass.

REFRIGERATORS
Thos. Davidson Mfg. Co., Ltd., Montreal.
Sanderson-Harold Co., Ltd., Paris, Ont.

REELS, FISHING
Allcock, Laight & Westwood Co., Toronto, Ont.

REGISTERS, (HOT AIR)
Canada Foundries & Forgings, Brockville.
Jas. Stewart Mfg. Co., Woodstock, Ont.

RIFLES
The Remington U.M.C. Co., Windsor, Ont.
The Fraser Co., Agents B.S.A., Montreal, Que.

RIVETS
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man
Parmenter-Bulloch Co., Gananoque, Ont.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

RIVET BURRS
The Union Iron & Metal Co., Ltd., Toronto.

ROD ENDS
J. H. Williams & Co., St. Catharines, Ont.

RODS, PISTON AND PUMP
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

RODS, RADIUS FORD
Burgess-Norton Mfg. Co., Geneva, Ill.

RODS, STRAIGHTENED
The Graham Nail Works, Toronto.

ROOFING CEMENT AND PAINT
The Barrett Co., Ltd.
D. J. Ladd & Co., Winnipeg, Man.

ROOFING, METAL
Pedlar People, Ltd., Oshawa, Ont.

ROOFING, READY
The Barrett Co., Ltd.
The Brantford Roofing Co., Ltd., Brantford, Ont.
D. J. Ladd & Co., Winnipeg, Man.
Geo. W. Reed & Co., Ltd., Montreal, Que.
The Ruberoid Co., Ltd., Montreal.
Alex. McArthur & Co., Montreal, Que.

ROOFING, RUBBER
The Barrett Co., Ltd.
Geo. W. Reed & Co., Ltd., Montreal, Que.

ROPE
Doon Twines, Ltd., Kitchener, Ont.
Plymouth Cordage Co., Welland, Ont., and Plymouth, Mass.
Consumers Cordage Co., Montreal, Que.
Independent Cordage Co., Toronto, Ont.

ROPE, WIRE
Canada Wire & Iron Goods Co., Hamilton, Ont.

ROSIN
Ontario Oil & Turpentine Co., Ltd., Toronto, Ont.
Sanderson Pearcy & Co., Limited, Toronto, Ont.

RUBBER SHEET, VULCANIZED
Wm. J. Brown, Montreal, Que.

RUBBER PRODUCTS
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Gutta Percha & Rubber, Ltd., Toronto.

RULES
Brown & Sharpe Mfg. Co., Providence, R.I.
Goodell-Pratt Co., Greenfield, Mass.
The Lufkin Rule Co., Windsor, Ont.
The Stanley Rule & Level Co., New Britain, Conn.
L. S. Starrett Co., Athol, Mass.

RULES, STEEL, STRAIGHT AND FOLDING
RULES, FOLDING BOXWOOD
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.
The Stanley Rule & Level Co., New Britain, Conn.

RULES, SPRING JOINT
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

RULES, BOARD AND LOG
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.
The Stanley Rule & Level Co., New Britain, Conn.

SADDLERY HARDWARE
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.

SAFETY RAZORS
Auto-Strop Safety Razor Co., Toronto, Ont.
The Gillette Safety Razor Co., Limited, Montreal
Sanderson Pearcy & Co., Limited, Toronto, Ont

SAFES
J. J. Taylor Limited, Toronto.
Goldie & McCulloch Ltd., Galt, Ont.

SALTS, SOLDERING
The Chicago Solder Co., Chicago, Ill.

SASH WEIGHTS
Canadian Die Casting Co., Ltd., Montreal, Que.

SAWS, BUCK
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto.

SAWS, CROSSCUT AND BAND
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto.
T. F. Shurly Co., Ltd.,, St. Catharines.
Shurly-Dietrich Co., Ltd., Galt, Ont.

SAWSET
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto.
Taylor-Forbes Co., Limited, Guelph, Ont.

SAWS, COMPASS
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto.

SAWS, COPING
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto.
Millers Falls Company, Millers Falls, Mass.

SAWS, BUTCHERS' AND KITCHEN
E. C. Atkins & Co., Hamilton, Ont.
Burgess-Norton Mfg. Co., Geneva, Ill.
Henry Disston & Sons, Limited, Toronto.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
Shurly-Dietrich Co., Ltd., Galt, Ont.

STERLING £ TWINES

Made in Canada by

The Sterling Twine Company, Limited
Walkerton, Ontario

Samples and prices upon application to

WILKINSON PAPER CO., LIMITED
76 Bay Street, TORONTO

Exclusive Selling Agents for Ontario

NAILS
WIRE
BALE TIES

WIRE HOOPS FOR KEGS *and* BARRELS

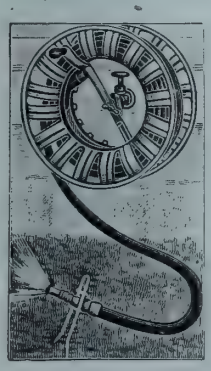
STRAIGHTENED RODS

COPPERED AND TINNED WIRE

Are You a User? Did You Read This Ad.? If So, Ask for Prices.

THE GRAHAM NAIL WORKS

Operated by the CANADA METAL CO., Ltd.
TORONTO

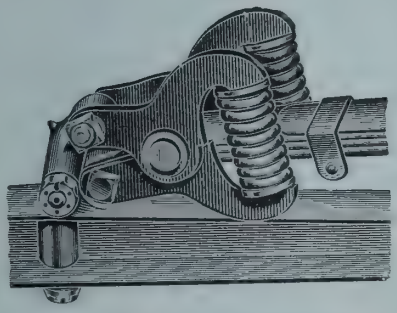


"DETACHABLE" HOSE REEL

Revolves on the Faucet
Attached and Detached Quickly
Saves Money on Hose

Many exclusive patented features and strong selling points explained in catalog.

THE SPECIALTY MFG. CO.
St. Paul, Minn., U.S.A.



Star W-X Shock Absorber FOR FORD CARS

Star W-X Shock Absorber for Ford Cars. Simple and easy to attach without extra tools; merely put in place of the removed shackles. Rigid against end or fore-and-aft movement, but offers no interference with regular Ford spring mountings.

Gives a greater flexibility of action from normal to full load because of changing fulcrum of levers. This, together with two high-grade compression springs at each corner of the car, insures easy riding and prevents breakage.

Prices within reach of every Ford owner, and the device is easily installed by owner.

Canadian Representative: T. MORTIMER, 64 Wellington St. W., Toronto

Star Specialty Manufacturing Company
227-233 West Erie Street **Chicago, Illinois**

Subscription price of HARDWARE AND METAL is $4.00 per year or less than 6 cents per issue.

Stratford
Builders' Hardware

Is used in all good homes throughout Canada. Its reputation for quality and service is well-known.

We manufacture: Furniture Trimmings of all kinds, Sash Locks, Sash Lifts, Casement Fasteners, Door Pulls, Hat Hooks, Transom Catches, Key Plates, Flush Bolts, Sash, Push and Pull Plates, House Numbers, Door Knockers, Casement Adjusters, etc.



The Stratford Brass Company, Limited
Stratford, Ontario

THE BUYERS' GUIDE

SAWS, HAND AND CIRCULAR
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto.
T. F. Shurly Co., Ltd., St. Catharines, Ont.
Shurley-Dietrich Co., Ltd., Galt, Ont.

SAW BLADES, HACK
E. C. Atkins & Co., Hamilton, Ont.
Clemson Bros., Inc., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto.
Millers Falls Company, Millers Falls, Mass.

SAW FRAMES, HACK
E. C. Atkins & Co., Hamilton, Ont.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.

SAW GUARDS
E. C. Atkins & Co., Hamilton, Ont.

SAWS, HACK
E. C. Atkins & Co., Hamilton, Ont.
Clemson Bros., Inc., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto.
Goodell-Pratt Co., Greenfield, Mass.
The Millers Falls Co., Millers Falls, Mass.

SAW MACHINES, HACK
E. C. Atkins & Co., Hamilton, Ont.
Clemson Bros., Inc., Hamilton, Ont.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.

SAWS, METAL CUTTING
Clemson Bros., Inc., Hamilton, Ont.

SAWS, KEYHOLE
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto.

SCISSORS
The Acme Shear Co., Bridgeport, Conn.
Thos. Ellin & Co., Ltd., Sheffield, Eng.
Fenton Bros., Ltd., Sheffield, Eng.
Landers, Frary & Clarke, New Britain, Conn.
Marples & Co., Sheffield, England.
Wiebusch & Hilger, New York.

SCALES
Braun & Bonnick, Ltd., Toronto, Ont.
Burrow, Stewart & Milne Co., Limited, Hamilton.
Landers, Frary & Clark, New Britain, Conn.

SCALES, MACHINISTS
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

SCREWS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Taylor-Forbes & Co., Ltd., Guelph, Ont.

SCREWS, THUMB
J. H. Williams & Co., Ltd., St. Catharines, Ont.

SCREWS, WOOD
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

SCREENS
Canada Wire & Iron Goods Co., Hamilton.

SCREEN DOORS
The Kasement Skrene Dore Co., Toronto.
N. Slater Co., Limited, Hamilton, Ont.
Sanderson-Harold Co., Ltd., Paris, Ont.

SCREEN WINDOWS
The Kasement Skrene Dore Co., Toronto.
Sanderson-Harold Co., Ltd., Paris, Ont.

SCREENS, WELL
Edward E. Johnson Inc., St. Paul, Minn.

SCREW DRIVERS
The Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Burgess-Norton Mfg. Co., Geneva, Ill.
Millers Falls Company, Millers Falls, Mass.

SCREW MACHINES
Stratford Brass Co., Ltd., Stratford, Ont.

SCREWS OF ALL KINDS
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

SCYTHESTONES
The Cleveland Stone Co., Cleveland, Ohio.

SEATS
Canadian Veneering Co., Acton Vale, Que.

SEWING MACHINES, ELECTRIC AND MOTORS
Canadian Westinghouse Co., Limited, Hamilton, Ont.

SHARPENERS, KNIFE
The Canadian Hart Products Ltd., Hamilton, Ont.

SHEARS
The Acme Shear Co., Bridgeport, Conn.
Landers, Frary & Clark, New Britain, Conn.
Wiebusch & Hilger, New York.

SHEARING MACHINES, SHEEP
Flexible Shaft Co., Ltd., Toronto, Ont.

SHEATHING
The Barrett Co., Ltd.
D. J. Ladd & Co., Winnipeg, Man.

SHEETING
Alex. McArthur & Co., Montreal, Que.

SHEETS, GALVANIZED AND BLACK
American Rolling Mills, Middleton, Ohio.
A. C. Leslie & Co., Montreal, Que.
Dominion Sheet Metal Co., Hamilton.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

SHEETS, BLACK STEEL
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

SHEET METAL PRODUCTS
Fenton Bros., Ltd., Sheffield, Eng.
Sheet Metal Products Co., Toronto.
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.

SHELVING
Thomas Lewis Arnett, Souris, Man.

SHOT
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

SHINGLES, STEEL
Pedlar People Ltd., Oshawa, Ont.

SHOP BARRELS
The Steel Trough & Machine Co., Ltd., Tweed, Ont.

SHOW CASES
Cameron & Co., Toronto
Thomas Lewis Arnett, Souris, Man.

SICKLES
Wiebusch & Hilger, Ltd., New York, N.Y.

SIDING, METAL
Pedlar People, Ltd., Oshawa, Ont.

SIGHTS, GUN AND RIFLE
Marble Arms & Mfg Co., Gladstone, Mich.

SIGNS, STREET
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.

SILVERWARE
Fenton Bros., Ltd., Sheffield, England.
Oneida Community, Ltd., Niagara Falls, Ont.
Messrs. Wm. A. Rogers and His Son, Niagara Falls, Ont.

SILVER-PLATED WARE
Fenton Bros., Ltd., Sheffield, Eng.
Oneida Community, Ltd., Niagara Falls, Ont.
Sanderson Pearcy & Co., Limited, Toronto, Ont.

SINKS
Can. Foundries & Forgings, Ltd., Brockville, Ont.

SKI
The Northland Ski Mfg. Co., St. Paul, Minn.

SKI ACCESSORIES, BINDINGS, WAX AND POLES
The Northland Ski Mfg. Co., St. Paul, Minn.

SKATES
Canada Cycle & Motor Co., Ltd., Weston, Ont.

SLEDGES, BLACKSMITH, COAL, STONE
Can. Foundries & Forgings, Ltd., Brockville.
Warren Forge & Tool Co., Warren, Ohio.

SNAPS, HARNESS
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.

SNIPS (TINNERS')
A. S. & A. L. Brown Co., Montreal, Que.
Wiebusch & Hilger, New York.
The Peck, Stow & Wilcox Co., Southington, Conn.

SNOW SHOES
The Northland Ski Mfg. Co., St. Paul, Minn.

SNOWSHOE HARNESS
The Northland Ski Mfg. Co., St. Paul, Minn.

SOCKETS, WIRE ROPE
J. H. Williams & Co., Ltd., St. Catharines, Ont.

SOLDER
Canada Metal Co., Toronto.
The Chicago Solder Co., Chicago, Ill.
Great Western Smelting & Refining Co., Ltd., Vancouver, B. C.
Hoyt Metal Co., Toronto.

SOLDER, AMALGAM
Wyatt's Products, Toronto, Ont.

SOLDER, BAR
The Chicago Solder Co., Chicago, Ill.

SOLDERING PASTE
Canada Metal Co., Toronto
The Chicago Solder Co., Chicago, Ill.
The Hoyt Metal Co., Toronto.

SOLDERALL
Thos. Davidson Mfg. Co., Ltd., Montreal.

SOLES, HALF
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

SOAP DISHES
Landers, Frary & Clark, New Britain, Conn.

SPARK PLUGS
Canada Cycle & Motor Co., Ltd., Weston Ont.
The Canadian National Carbon Co., Ltd., Toronto.
Champion Spark Plug Co., Windsor, Ont.
The Eclipse Mfg. Co., Indianapolis, Ind.
Hyslop Bros., Toronto.

SPANNERS
J. H. Williams & Co., Ltd., St. Catharines, Ont.

SPIDERS
Can. Foundries & Forgings, Ltd., Brockville, Ont.

SPIKES, EAVESTROUGH
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

SPOKE SHAVES
E. C. Atkins & Co., Hamilton, Ont.
Millers Falls Company, Millers Falls, Mass.
Stanley Works, New Britain, Conn.

SPORTSMEN'S SPECIALTIES
The Marble Arms & Mfg. Co., Gladstone, Mich.

SPRAYERS
Canadian Potato Machinery Co., Ltd., Galt, Ont.
Collins Mfg. Co., Toronto.
Thos. Davidson Mfg. Co., Ltd., Montreal.
The New Perfection Sprayer Co., Galt, Ont.
Spramotor Co., London, Ont.
United Brassfounders & Engineers, Limited, Manchester, Eng.

SPRING AND WIRE COILING MACHINERY
Sleeper & Hartly, Inc., Worcester, Mass.

SPRINGS, WINDMILL
Burgess-Norton Mfg. Co., Geneva, Ill.

SPRING DIES
Greenfield Tap & Die Corporation, Galt, Ont.

SQUARES
The Peck, Stow & Wilcox Co., Southington, Conn.

STABLE FITTINGS
Beatty Bros., Fergus, Ont.
Can. Foundries & Forgings, Brockville.

STAINS
The Barrett Co., Ltd.,
Brandram-Henderson, Montreal.
Canada Paint Co., Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal, Que.
The Flint Varnish & Color Works of Canada, Limited, Montreal, Que.
Lowe Bros., Ltd., Toronto.
Martin-Senour Co., Ltd., Montreal.
McArthur-Irwin, Ltd., Montreal.
Benjamin Moore & Co., Ltd., Toronto.
The Ottawa Paint Works, Ltd., Ottawa, Ont.
A. Ramsay & Sons Co., Montreal.
Sanderson Pearcy & Co., Ltd., Toronto
Sherwin-Williams Co., Montreal.
G. F. Stephens & Co., Winnipeg.
Sturgeons, Ltd., Toronto.

STAINS, STRAW HAT
The Deco-Tint Co., Montreal, Que.
Sanderson Pearcy & Co., Limited, Toronto, Ont.

STAMPINGS
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.

STAPLES
Canada Steel Goods Co., Hamilton.
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Western Wire & Nail Co., London.

STAPLES, BED
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

STEAMERS AND BOILERS
Thos. Davidson Mfg. Co., Ltd., Montreal.

STEEL, REINFORCING
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
London Rolling Mill Co., London, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

STEEL BARS FOR REINFORCEMENT, ALL SHAPES
Burlington Products Limited, Hamilton, Ont.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

STEEL STRIP
Dominion Sheet Metal Co.,, Ltd., Hamilton.

STEEL LOCKERS AND SHELVING
Dennis Wire & Iron Works, London, Ont.

STEEL INGOTS, OPEN HEARTH
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

STEEL, MILD, SLEIGH SHOE, TIRE
London Rolling Mill Co., London, Ont.
Manitoba Steel & Iron Co., Winnipeg, Man.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

STEEL BANDS
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

STEEL MERCHANT BARS
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

STENCILS AND INK
Hamilton Stamp & Stencil Co., Hamilton.

STOOLS
The Steel Trough & Machine Co., Ltd., Tweed, Ont.

STONES, SHARPENING
The Western Hardware Mfg. Co., Milwaukee, Wis.

STORE FIXTURES
Cameron & Co., Toronto.
Thomas Lewis Arnett, Winnipeg.

STORE FRONT CONSTRUCTION, METAL
Hobbs Mfg. Co., Montreal, Que.

STOVES AND RANGES
Burrow, Stewart & Milne Co., Ltd., Hamilton, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Empire Stove & Furnace Co., Ltd., Owen Sound, Ontario.
Findlay Bros. Co., Ltd., Carleton Place, Ont.
The Enterprise Foundry Co., Ltd., Sackville, N.B.
The Galt Stove & Furnace Co., Ltd., Galt, Ont.
The Hamilton Stove & Heater Co., Hamilton, Ont.
The McClary Mfg. Co., Ltd., London, Ont.
Jas. Stewart Mfg. Co., Ltd., Woodstock.

STOVES, ELECTRIC
Canadian Westinghouse Co., Limited.
The McClary Mfg. Co., London, Ont.
National Electric Heating Co., Ltd., Toronto, Ont.
Renfrew Electric Products, Ltd., Renfrew, Ont.

STOVES, OIL
The McClary Mfg. Co., London, Ont.

STOVES, GAS, COAL AND WOOD
Burrow, Stewart & Milne Co., Ltd., Hamilton.
The McClary Mfg. Co., Ltd., London, Ont.

STOVES, GASOLINE
National Stamping & Electric Works, Chicago.

STOVE PIPE
Collins Mfg. Co., Toronto.
The McClary Mfg. Co., London, Ont.
O-Rib-O Mfg. Co., Winnipeg, Man.
Thos. Davidson Mfg. Co., Ltd., Montreal.

STRETCHERS, WIRE
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
Burgess-Norton Mfg. Co., Geneva, Ill.

SULPHATE OF AMMONIA
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

SWEAT PADS
American Pad & Textile Co., Chatham.

SWITCH AND RECEPTACLE PLATES (FLUSH TYPE)
Ontario Lantern & Lamp Co., Ltd., Hamilton, Ont.

SWIVELS, HOOK
J. H. Williams & Co., Ltd., St. Catharines, Ont.

TACKS
The Dominion Tack & Nail Co., Ltd., Galt, Ont.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

TACKS, SHOE
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

TANKS, CISTERN
Beatty Bros., Ltd., Fergus, Ont.

TANKS, GALVANIZED STEEL
Beatty Bros., Ltd., Fergus, Ont.

TANKS FOR PAINT OILS, OIL, GASOLINE, KEROSENE, ETC.
S. F. Bowser Company, Ltd., Toronto, Ont.
The Canadian Tank & Pump Co., Toronto, Ont.

TANKS AND PUMPS, LUBRICATING OIL STORAGE
S. F. Bowser Company, Ltd., Toronto, Ont.
The Canadian Tank & Pump Co., Toronto, Ont.

Have You a Plumbing or Furnace Department ?

YOU need SANITARY ENGINEER, PLUMBER AND STEAMFITTER, the recognized authority in plumbing, steamfitting and furnace work.

For definite market information, for new ways of building business—new solutions for old problems, and up-to-date methods, SANITARY ENGINEER will help you to make more money in your business. Two features alone, in SANITARY ENGINEER, brings ten times the money than the enrolment price for a year's reading.

Practical sheet metal work is a practical series of articles which is worth a good deal more to you than the price of a year's subscription. *Sewage disposals for small communities* will assist you in installing systems and make money out of their installation. In addition SANITARY ENGINEER contains feature articles on advertising, on window display, on follow-up letters, articles on figuring costs, how to make up daily or monthly cost estimates, how to figure costs where both hand and machine work are employed. How to find cost by job, by contract, etc., how to check incoming and outgoing material, how to keep a perpetual inventory. How to find selling costs, how to charge expenses, advertising, how to handle general expenses, how to handle general expenses, how to standardize costs records, how to devise schemes for going after new business.

Please remember SANITARY ENGINEER is not designed to entertain or amuse, but to show you how to get after business more effectively, to prove the accuracy of your costs, and by reducing expenses to make more money and added profits out of your business. Will you fill in the card to-day and prove for yourself what value in this bi-monthly readings can be for you in your plumbing business?

Sanitary Engineer

143 University Avenue
Toronto

SANITARY ENGINEER
143 University Ave.,
Toronto.

Send Sanitary Engineer to me for one year. Enclosed find $2.00.

Name .....

Address .....

If interested tear out this page and place with letters to be answered.

THE BUYERS' GUIDE

TANKS, WOOD
Beatty Bros., Ltd., Fergus, Ont.

TAPS
Butterfield & Co., Rock Island, Que.
Wells Bros. Co. of Canada, Galt, Ont.

TAP HOLDERS
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.

TAPPING ATTACHMENTS
Wells Bros. of Canada, Galt.

TAPE, RUBBER FRICTION
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

TAPES, MEASURING, STEEL AND WOOD
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

TAPES, MEASURING
Brown & Sharpe Mfg. Co., Providence, R.I.
L. S. Starrett Co., Athol, Mass.

TAPES, POCKET
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.
L. S. Starrett Co., Athol, Mass.

TARPAULIN
The Woods Mfg. Co., Ltd., Ottawa, Ont.

TEA POTS AND URNS, TEA BALL
Landers, Frary & Clark, New Britain, Conn.

THERMOS BOTTLES
The Thermos Bottle Co., Ltd., Toronto, Ont.

THIMBLES, SMOKE PIPE
Can. Foundries & Forgings, Ltd., Brockville, Ont.

TIN PLATES
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

TILING, WALLS AND FLOOR
Barton Netting Co., Windsor, Ont.

TILING, RUBBER
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Co., Ltd., Toronto.

TINSMITHS' MACHINERY
Brown-Boggs Co., Hamilton, Ont.

TINWARE
Sheet Metal Products, Ltd., Toronto.

TIN PLATE
O-Rib-O Mfg. Co., Winnipeg, Man.

TIRES AND TUBES, AUTOMOBILE, MOTOR TRUCK AND BICYCLE
Ames, Holden, McCready, Limited, Montreal.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.
Hyslop Bros., Toronto, Ont.

TIES, WALL AND VENEER
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.

TIRE COVERS
American Pad & Textile Co., Ltd., Chatham, Ont.

TIRE PATCH
The Air-Tite Mfg. Co., St. Thomas, Ont.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

TIRE ACCESSORIES
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

TOBOGGANS
The Northland Ski Mfg. Co., St. Paul, Minn.

TOBOGGAN CUSHIONS AND ACCESSORIES
The Northland Ski Mfg. Co., St. Paul, Minn.

TORCHES
Clayton & Lambert Mfg. Co., Detroit, Mich.
The Detroit Torch & Mfg. Co., Detroit, Mich.

TOOLS, BLACKSMITHS'
Jardine & Co., Ltd., A. B., Hespeler, Ont.
The Warren Tool & Forge Co., Warren, Ohio.

TOOLS, CEMENT
E. C. Atkins & Co., Hamilton, Ont.

TOOLS
Goodell-Pratt Co., Greenfield, Mass.
Jardine & Co., Ltd., A. B., Hespeler, Ont.
Matthias Klein & Sons, Chicago, Ill.
The Millers Falls Co., Millers Falls, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Smith & Hemenway Co., Inc., Irvington, N.J.
The Warren Tool & Forge Co., Warren, Ohio.
Whites Limited, Collingwood, Ont.

TOOLS, HARVEST
Beatty Bros., Ltd., Fergus, Ont.
F. E. Myers & Bro., Ashland, O.

TRANSFER DECALCOMANIA
Canada Decalcomania Co., Ltd., Toronto.

TRANSFER SPECIALTIES
The Union Transit Co., Glasgow, Scotland.

TRAPS, BRASS, IRON, LEAD
Canada Metal Co., Toronto.
The James Morrison Brass Mfg. Co., Ltd., Toronto.
United Brassfounders & Engineers, Limited, Manchester, Eng.

TRAPS, STEAM
The James Morrison Brass Mfg. Co., Ltd., Toronto.

TRAPS, GAME
The Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.
Oneida Community, Ltd., Niagara Falls, Ont.

TOOLS, LOGGING AND LUMBERING
Thos. Pink Co., Ltd., Pembroke, Ont.
The Warren Tool & Forge Co., Warren, Ohio.

TOOL HOLDERS (CUTTERS)
J. H. Williams & Co., Ltd., St. Catharines, Ont.

TOOLS, MACHINISTS'
Brown & Sharpe Mfg. Co., Providence, R.I.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Goodell-Pratt Co., Greenfield, Mass.
A. B. Jardine & Co., Limited, Hespeler, Ont.
L. S. Starrett Co., Athol, Mass.

TOOLS, SMALL
The Quality Tool Works, Montreal, Que.
J. H. Williams & Co., Ltd., St. Catharines, Ont.

TOOLS, TROWEL
E. C. Atkins & Co., Hamilton, Ont.

TOYS
The American Flyer Mfg. Co., Ltd., Chicago, Ill.
The Bissell Carpet Sweeper Co., of Canada, Ltd., Niagara Falls, Ont.
Thos. Davidson Mfg. Co., Montreal, Que.
Gendron Mfg. Co., Ltd., Toronto.
J. H. Hanson Co., Limited, Montreal, Que.
S. H. Whyte Co., Ltd., Winnipeg, Man.

TRAINS, TOY
The American Flyer Mfg. Co., Ltd., Chicago, Ill.

TROUGHS
Beatty Bros., Fergus, Ont.

TRAMMEL POINTS
Stanley Works, New Britain, Conn.

TROUGHS, HOG
Beatty Bros., Ltd., Fergus, Ont.

TROWELS
Henry Disston & Sons, Limited, Toronto.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

TRUCKS, MOTOR
The Ford Motor Co. of Canada, Ltd., Ford, Ont.

TRUCKS, WAREHOUSE
Can. Foundries & Forgings, Ltd., Brockville, Ont.

TRY SQUARES
Henry Disston & Sons, Limited, Toronto.
Stanley Works, New Britain, Conn.

TUNGSTEN LAMPS
The Canadian Tungsten Lamp Co., Hamilton, Ont.

TUBS
Wm. Cane & Sons Co., Newmarket, Ont.

TUBES, AUTO, TRUCK AND BICYCLE
Gutta Percha & Rubber Ltd., Toronto.

TUBING, BRASS
The James Morrison Brass Mfg. Co., Ltd., Toronto.

TUBING, RUBBER
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Ltd., Toronto, Ont.

TUNGSTEN LAMPS
The Canadian Tungsten Lamp Co., Ltd., Hamilton.

TURPENTINE
Ontario Oil & Turpentine Co., Ltd., Toronto.

TWINES
Consumers' Cordage Co., Montreal and Halifax.
Doon Twines, Ltd., Kitchener, Ont.
The Sterling Twine Co., Ltd., Walkerton, Ont.
Walter Woods & Co., Hamilton.

VACUUM CLEANERS AND SWEEPERS
Bissell Carpet Sweeper Co. of Canada, Ltd., Niagara Falls, N.Y.
The Hurley Machine Co., Ltd., Toronto.
Landers, Frary & Clark, New Britain, Conn.
The National Electric Heating Co., Ltd., Toronto.

VALVES, ACID RESISTING
Hoyt Metal Co., Toronto, Ont.

VALVES, RADIATOR AND AIR, IRON BODY, COMPOSITION, GLOBE, ANGLE, CHECK
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Jenkins Bros., Ltd., Montreal, Que.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
James Morrison Brass Mfg. Co., Toronto.
United Brass Founders & Engineers, Limited, Manchester, Eng.

VALVES, RUBBER PUMPS
Gutta Percha & Rubber Ltd., Toronto.

VARNISHES, AUTO, COACH, HOUSE, MARINE
Berry Bros., Walkerville.
Boston Varnish Co., Everett Station, Boston.
Brandram-Henderson, Ltd., Montreal.
Canada Paint Co., Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal.
The Flint Varnish & Color Works of Canada Limited, Montreal, Que.
Glidden Co., Ltd., Toronto, Ont.
Imperial Varnish & Color Co., Ltd., Toronto.
International Varnish Co., Ltd., Montreal.
Lowe Bros., Limited, Toronto.
McArthur Irwin, Montreal, Que.
Martin-Senour Co., Ltd., Montreal.
Benjamin Moore & Co., Ltd., Toronto.
A. Ramsay & Son, Montreal.
Pratt & Lambert, Bridgeport, Ont.
Sanderson, Pearcy & Co., Ltd., Toronto, Ont.
Scarfe & Co., Ltd., Brantford, Ont.
Sherwin-Williams Co., Montreal, Que.
G. F. Stephens & Co., Ltd., Winnipeg.
Wilkinson & Kompass, Hamilton.

VEHICLES, CHILDREN'S
The Gendron Mfg. Co., Ltd., Toronto, Ont.
The Woodstock Wagon & Mfg. Co., Ltd., Woodstock.
S. H. Whyte Co., Ltd., Winnipeg, Man.

VENEER SEATS
Canadian Veneering Co., Acton Vale, Que.

VENTILATORS
Wheeler & Bain, Toronto.

VISES
A. G. & A. L. Brown & Co., Montreal, Que.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Works, New Britain, Conn.
The Warren Tool & Forge Co., Warren, Ohio.

VISES, CHAIN PIPE, CLAMP, MOUNT
J. H. Williams & Co., Ltd., St. Catharines, Ont.

WAGON HARDWARE
Burgess-Norton Mfg. Co., Geneva, Ill.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
The Stanley Works, New Britain, Conn.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

WALL COVERINGS
The Dominion Oilcloth & Linoleum Co., Limited, Montreal, Que.

WALNUT SEATS
Canadian Veneering Co., Acton Vale, Que.

WARMERS, FOOT
Chicago Flexible Shaft Co., Chicago, Ill.

WASHERS
London Rolling Mill Co., Ltd., The London, Ont.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
The Union Iron & Metal Co., Ltd., Toronto.
Wilkinson & Kompass, Hamilton.
Wrought Washer Mfg. Co., The, Milwaukee, Wis.

WASHERS, RUBBER
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

WASHING MACHINES, ELECTRIC, HAND AND POWER
Altorfer Bros., Peoria, Ill.
Beatty Bros., Fergus, Ont.
Dowswell, Lees & Co., Hamilton.
W. A. Kribs Co., Limited, Hespeler, Ont.
The Hurley Machine Co., Ltd., Toronto, Ont.
Landers, Frary & Clark, New Britain, Conn.
Maxwells, Ltd., St. Marys, Ont.
1900 Washer Co., Toronto, Ont.

WASTE, COTTON
Acme Waste Mfg. Co., Toronto, Ont.
Sanderson, Pearcy & Co., Ltd., Toronto, Ont.
Wilkinson & Kompass, Hamilton.

WASH BOARDS
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
E. B. Eddy Co., Ltd., Hull, Que.

WASH TUBS
E. B. Eddy Co., Ltd., Hull, Que.
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.

WATERPROOF CLOTHING
The Tower Canadian Ltd., Toronto, Ont.

WATER SYSTEMS
The Westco Pumps Ltd., Toronto.

WEATHER STRIPPING
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

WEDGES
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Warren Tool & Forge Co., Warren, Ohio.

WEEDERS, GARDEN (HAND)
The Eureka Planter Co., Ltd., Woodstock, Ont.
C. S. Norcross & Sons, Bushnell, Ill.

WEIGHTS
Can. Foundries & Forgings, Ltd., Brockville, Ont.

WEIGHTS, HORSE
The Katie Foundry Co., Galt, Ont.

WHEELS, GRINDING
E. C. Atkins & Co., Hamilton, Ont.

WHEELS, WELL
Can. Foundries & Forgings, Ltd., Brockville, Ont.

WHITEWASH OUTFITS
Collins Mfg. Co., Toronto.

WHIFFLETREE HOOKS
The International Malleable Iron Co., Ltd., Guelph, Ont.

WHOLESALE HARDWARE
J. H. Ashdown Hardware Co., Ltd., Winnipeg.
Thos. Birkett & Son, Ltd., Ottawa, Ont.
The Hobbs Hardware Co., Ltd., London, Ont.
H. S. Howland Sons & Co., Toronto.
Rice Lewis & Sons, Ltd., Toronto.
Whites, Limited, Collingwood, Ont.

WHITE LEAD
Brandram-Henderson, Montreal, Que.
Canada Paint Co., Ltd., Montreal.
Carter White Lead Co., Montreal.
McArthur Irwin, Montreal.
Sanderson, Pearcy & Co., Ltd., Toronto, Ont.
Sherwin-Williams Co., of Canada, Ltd., Montreal.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

WIND SHIELD GLASS
Hobbs Mfg. Co., Montreal, Que.
The Ontario Plate Glass, Ltd., Hamilton, Ont.
Sanderson, Pearcy & Co., Ltd., Toronto, Ont.

WINDOW WEIGHTS
The Katie Foundry Co., Galt, Ont.

WINDOW FITTINGS
Stanley Davies, Weston, Ont.

WINDOW GUARDS, WIRE
Canada Wire & Iron Goods Co., Hamilton, Ont.

WIPERS
Scythes & Co., Toronto.

WIRE
Canada Wire & Iron Goods Co., Hamilton, Ont.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
Laidlaw Bale-Tie Co., Ltd., Hamilton, Ont.
Kasement Skrene Dore Co., Toronto.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
The Western Wire & Nail Co., London, Ont.

WIRE, ANNEALED
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
The Frost Steel & Wire Co., Ltd., Hamilton.
The Graham Nail Works, Toronto.

WIRE, BRIGHT
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
The Graham Nail Works, Toronto.

WIRE BASKETS, HEAVY
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.

WIRE CLOTH
Canada Wire & Iron Goods Co., Hamilton, Ont.
Kasement Skrene Dore Co., Toronto.

WIRE, COPPERED
The Graham Nail Works, Toronto.

WIRE CUTTERS
Bridgeport Hardware Co., Bridgeport, Conn.

WIRE, HAY
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
The Graham Nail Works, Toronto.

WIRE HOOPS
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

WIRE DOOR MATS
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.

WIRE RODS
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

THE BUYERS' GUIDE

WIRE, OILED AND ANNEALED
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
The Graham Nail Works, Toronto, Ont.

WIRE, TINNED
The Graham Nail Works, Toronto.

WIREWORK OF ALL KINDS
Canada Wire & Iron Goods Co., Hamilton, Ont.
Dennis Wire & Iron Works Co., Ltd., London, Ont
The McDonald Wire Goods Co., Drummondville. Que.

WIRE WHEELS
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

WIREWORKING MACHINERY
Sleeper & Hartly, Inc., Worcester, Mass.

WIRE WINDOW SCREENS
Atlas Iron, Wire & General Metal Works, Toronto

WOODENWARE
The Brett Mfg. Co., Winnipeg, Man.

WRAPPING PAPER
Alex. McArthur & Co., Montreal, Que.
Walter Woods & Co., Hamilton, Ont.

WRECKING BARS, CARPENTERS'
The Warren Tool & Forge Co., Warren, Ohio.

WRENCHES AND ACCESSORIES
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Caverhill, Learmont & Co., Montreal.

Edgar C. Guthard Co., Chicago, Ill.
Goodell-Pratt Co., Greenfield, N.Y.
Will B. Lane, Chicago, Ill.
The Peck, Stow & Wilcox Co., Southington, Conn.
The Star Mfg. Co., Carpentersville, Ill.
Trimont Mfg. Co., Roxbury, Mass.

WRENCHES, ALLIGATOR
Bridgeport Hardware Co., Bridgeport, Conn.

WRENCHES, RATCHET
Brown & Sharpe Mfg. Co., Providence, R. I.
L. S. Starrett Co., Athol, Mass.
J. H. Williams & Co., Ltd., St. Catharines, Ont.

WRINGERS
Beatty Bros., Ltd., Fergus, Ont.

WROUGHT NIPPLES
Jas. Morrison Brass Mfg. Co., Toronto.
J. H. Williams & Co., Ltd., St. Catharines, Ont.
The Union Iron & Metal Co., Ltd., Toronto.

WROUGHT WASHERS
J. H. Williams & Co., Ltd., St. Catharines, Ont.
The Wrought Washer Mfg. Co., Milwaukee, Wis.

WRINGERS, HAND AND POWER
J. H. Connor & Son, Limited, Ottawa, Ont.

WROUGHT COUPLINGS
Wrought Washer Mfg. Co., The, Milwaukee, Wis

YOKE ENDS
J. H. Williams & Co., St. Catharines, Ont.

ZINC, BAR
Canada Metal Co., Ltd., Toronto.
The Hoyt Metal Co., Toronto.

Wicks and Repairs for

Clark-Jewel Oil Stoves

Always carried in stock.

Can be supplied promptly.

The Happy Thought Foundry Co.
LIMITED
Brantford - Canada



IMPERIAL SOLDERING PASTE
for Electricians, etc.

ROSEN, FLUX and ACID CORE SOLDER

THE CANADA METAL CO., LIMITED
TORONTO HAMILTON MONTREAL WINNIPEG VANCOUVER

WHEN EVERY PUBLISHER has a complete and efficient system of record and knows positively the facts regarding the circulation of his paper—

And when every publisher is willing to give these facts to advertisers without dissimulation—

It will be because every publisher is a member of the Audit Bureau of Circulations.

But all publishers have not an efficient system of records and all are not guileless.

To protect themselves against unfair competition and to inform advertisers in regard to their business methods, "above board" publishers join the Audit Bureau of Circulations. Advertisers know that no unfair publication can qualify for membership.

Every straightforward paper may belong to the A.B.C.

Most of them do belong.

Hardware and Metal is one of them.

If interested tear out this page and place with letters to be answered.

WANT ADS

If you want a buyer, clerk, salesman, traveler, position, you can reach the best men in the trade through these columns.

If you wish to buy or sell a business, or dispose of overstocks, you can reach a larger number of hardware men through this page than in any other way.

Rates (payable in advance) 2 cents per word. An additional charge of 10 cents for each insertion is made when Box Number is required. Each figure counts as one word. When panels are desired a charge of $2.20 is made for a panel 1 inch deep by 2⅛ inches wide.

Address all advertisements for this section to HARDWARE AND METAL, 143-153 University Ave., Toronto, Can.

SITUATIONS WANTED

POSITION AS SALESMAN IN ALBERTA, 23 years old, four years' experience. Good references. Apply Box 18, Hardware and Metal.

POSITION IN MANUFACTURING OR HARDware office or traveling salesman. Three years' experience wholesale hardware, five years hardware manufacturing office. Best references. Box 48, Hardware and Metal.

FOR SALE

FOR SALE—TWO-BARREL BOWSER PUMP, A1 shape. Cheap for cash. L. P. Woodhams, Elbow, Sask.

FOR SALE — SET OF TINSMITHS' TOOLS. John L. Wilson, Enterprise, Ont.

FOR SALE—JOHN BULL TWO-OVEN ARMY Range, No. 24D; only used a few months. Price, $65 F.o.b. Picton. Adams & Van Dusen, Picton.

WANTED

WANTED — HARDWARE BUSINESS, WESTern Ontario. Give full particulars. Box 88, Hardware and Metal.

HELP WANTED

MANAGER WANTED — EXCEPTIONAL OPportunity exists in Western wholesale business for capable hardware man experienced in organizing, selling and management, to act as joint general manager. Salary, five to seven thousand dollars, with later opportunity of purchasing interest in business. Replies will be treated in strict confidence. Address Box 129, Hardware and Metal.

Want a Good Position?

A responsible paint manufacturer requires an experienced paint traveler to call on manufacturers, painters, architects, etc., in Ontario. Perhaps you are just the man to fit this good opportunity. Write, enclosing references, to

BOX No. 73
HARDWARE & METAL

DOES ADVERTISING PAY?

USE THIS SPACE AND SEE

NICKEL PLATING

Orders executed promptly. Prices on application. Communicate with F. W. Higginson, 173 William St., Montreal. Telephone Main 8144.

Decalcomania Transfer

NAME PLATES
Made in Canada by
Canada Decalcomania Co., Limited
364-370 Richmond St. W., Toronto, Can.

Have you any small needs?

Do you want to sell anything?

If so, advertise on this page and watch results.

Practically all big buyers of hardware in Canada are readers of HARDWARE AND METAL.

TWO Taylor Safes FOR SALE

One J. & J. Taylor Safe, inside dimensions 15″ deep by 2′ 6″ wide by 3′ 11½″ high, and fitted with a built-in compartment. Price, $200.

One J. & J. Taylor Safe, inside dimensions 18″ deep by 2′ 9″ wide by 4′ 5″ high, and fitted with a steel compartment. Price, $250.

Both these safes are in first-class condition, and the prices quoted above are considerably less than half what similar safes are selling for to-day.

We are offering these for sale as we have installed larger vault accommodation.

Any firms requiring a safe would do well to communicate at once with Box 22, The MacLean Publishing Company, 143 University Ave., Toronto.

HARDWARE AND METAL is the logical medium to use if you have a message for the Canadian hardware trade.



TRADE MARKS

Any trade-mark shown on this page, when stamped on an article of hardware, is the manufacturer's personal "O.K.," guaranteeing the quality of the product.

Metal Stamping and Press Work to Order

Also name plates, embossed trade checks, time checks, badges, steel stamps and stencils or anything in steel or brass lettered or embossed to order.

The Hamilton Stamp and Stencil Works, Limited, Hamilton, Ont.

Sankey's Pyruma Putty Fire Cement

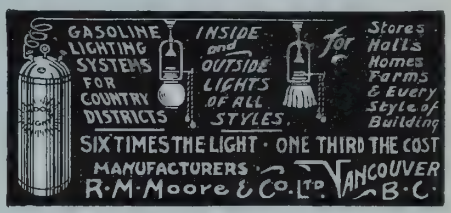
Easy to handle. Ready for use. For Stoves, Ranges, Furnaces, Kilns, etc., Superior to other Plastic Fire Cements. Sets Hard without heat. Fusing Temperature 3,000° F.

Quotations from

MANNING, HINTON & BRISSENDEN
Post Office Box 37 Halifax, N.S.

STERLING
Hack Saw Blades and Machines
Manufactured by
Diamond Saw & Stamping Works
BUFFALO, N.Y.

Look for the full name
RUSSELL JENNINGS
stamped on the round of our
AUGER BITS
The original double twist auger bit, Patented by Mr. Russell Jennings in 1855
RUSSELL JENNINGS MFG. CO.
Chester, Conn., U.S.A.



"Monarch" & "Safe-Lock" Fencing

We make Farm, Lawn and Poultry Fencing, Gates, etc., and *sell exclusively to the Hardware Trade.* Write for Agency.

Owen Sound Wire Fence Co. Ltd.
OWEN SOUND, ONT.

DOON TWINES, LIMITED
KITCHENER, ONT.

Manufacturers of all kinds of Twines and Cordage, Plow Lines, Clothes Lines, Ropes, etc. Write for samples and prices.

MILLS AT DOON and KITCHENER, ONT.

PORTABLE COAL BASKETS
DOME DAMPERS
ASH DUMPS BELL TRAPS
BREATHER CAPS
SOOT DOORS
GRATES and COVERS
VENTILATING AIR BRICK CASTINGS
Toronto Foundry Co.
884 Davenport Road TORONTO, CAN.

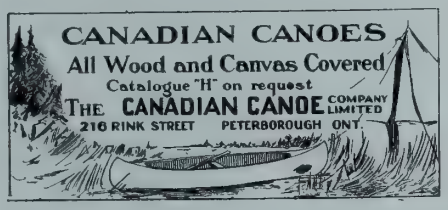
POULTRY LEG BANDS. EAR TAGS AND BUTTONS FOR STOCK

F.S. BURCH

Retail Prices		
	Single Spiral Colored Bands	$1.00 for 100
	Ribbon Bands Colored	$1.65 for 100
	Challenge Adjustable Bands	.90 for 100

Cattle Ear Tags and Buttons, prices according to amount of printing required. Catalogue Free

RIDEAU SPECIALTY CO.
MANUFACTURERS SMITHS FALLS ONT.



Sash Weights
Wall Washers
All Kinds of
Plain Duplicate Gray Iron Castings
CANADIAN DIE CASTING CO., LIMITED
Drummond Building, Montreal

HARDWARE AND METAL

is the only weekly hardware paper in Canada, and is read by practically every worth-while buyer, both wholesale and retail, in Canada. HARDWARE AND METAL is the logical medium to use if you have a message for the Canadian hardware trade.

PETERBOROUGH CANOES

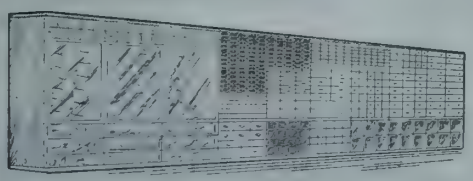


High Grade Canvas Covered and Wooden Canoes, Row Boats etc Paddles and Oars.

Peterborough Canoe Company Limited
258 Water Street Peterborough, Canada.

Opportunities are offered every week on this page.

Are you making use of them?



Cameron Store Equipment
Our Specialty
Cameron & Company
74 Logan Ave. Toronto

If interested tear out this page and place with letters to be answered.

INDEX TO ADVERTISERS

Acme Waste Mfg. Co., Ltd. ... 30
Allcock, Laight & Westwood .. 24
Arnett, Thos. Lewis 80
Ashdown Hardware Co., J. H. . 79

Barrett Co., Ltd. 83
Barnett Co., Ltd., G. & H. 20
Birkett & Sons Co., Thos. 85
Brett Co., The 80
Bowser, S. F., Company, Ltd.. 85
Brown, Wm. 28
Brown-Boggs Co., Ltd. 16
Brandram-Henderson 48-49
Brown & Sharpe Mfg. Co. ....
Front cover
Burlington Windsor Blanket Co. 24

Cameron & Co. 99
Canada Cycle & Motor Co. ... 67
Canada Decalcomania Co., Ltd. 98
Canada Metal Co. 27, 67, 97
Canada Steel Goods Co., The .. 3
Canada Canoe Co. 99
Canadian Hardware & Implement Underwriters 80
Canadian Hart Products, Ltd.. 95
Can. Wire & Iron Goods Co. . 30
Canada Die Casting Co. 99
Can. Westinghouse Co., Ltd. . 7
Can. Foundries & Forgings Co., Limited 11
Can. General Electric Co., Ltd. 5
Chicago Solder Co. 21
Channell Limited .....
Inside front cover
Clayton & Lambert Mfg. Co... 30

Detroit Torch & Mfg. Co. 91
Davidson Mfg. Co., Ltd., The 18
Diamond Saw & Stamp. Wks. 99
DeLaval Co., Ltd. 20
Dominion Belting Co., Limited. 30
Dominion Sheet Metal Corp. .. 73
Dominion Tack & Nail Co. ... 85
Doon Twines, Ltd. 99
Dustbane Mfg. Co. 89
Dupont, E. I. de Nemours & Co., Inc. 10

Eureka Planter Co., Ltd. 14

Fittings, Limited 30
Fraser Company 12, 16

Garland Company 22
Graham Nail Works 93
Goodell-Pratt Company 15
Glidden Co., The 61
Gutta Percha & Rubber, Ltd. . 13

Hamilton Cotton Co. 22
Hamilton Stamp & Stencil Works, Ltd. 99
Hamilton Stove & Heater Co. . 14
Happy Thought Foundry Co., Limited 12, 97
Hobbs Mfg. Co. 75
Hutton & Co., James 30
Hoyt Metal Co. 80
Howland, H. S. & Sons Co., Ltd. 1
Hurley Machine Co., Ltd. 18

International Business Machines
Back cover

Jenkins Bros. 19
Jardine & Co., A. B. 22
Jennings Mfg. Co., Russell ... 99
Johnson Inc., Edward E. 28

Kasement Skrene Dore Co., Ltd. 89
Ltd. 89
Kaitting, Geo. C., & Son 26
Kribs, Wm. A., Company, Ltd. 4
Klein, Mathias & Sons .....
Inside back cover

Laidlaw Bale & Tie Co. 28
Lamplough & Co., F. W. 24
Landers, Frary & Clark 8
London Bolt & Hinge Works.. 91
London Rolling Mill Co. 29
Lufkin Rule Co. of Canada, Ltd. 100

McArthur & Co., Alex. 29
Manning, Hinton & Brissenden 99
Martin & Co., L. 75
Mica Co. of Canada, Ltd. 91
Miller Bros. Co., Limited 89
Maxwells, Limited 29
Moore & Co., R. M. 99
Myers & Bro., F. E. 29
Morrison, Jas., Brass Mfg. Co. 25

Nagle Mercantile Agency 80
National Farming Machinery Co., Ltd. 107
National Stamping & Electric Works 85
Nicholson File Co. 23
Niagara Metal Stamping Corp. 24
Nova Scotia Steel & Coal Co. . 29
Norcross & Sons, C. S. 89
North Bros. Mfg. Co. 17

Oakey & Sons, John 31
O-Rib-O Mfg. Co. 80
Ottawa Paint Works, Limited 69
Owen Sound Wire Fence 99

Parmenter, Bulloch & Co. ... 22
Peterborough Canoe Co. 99
Pink Co., Thos. 26
Plymouth Cordage Co., Ltd. ... 6
Progressive Mfg. Co. 24

Ramsay, A., & Son Co. 65
Renfrew Electric Products 34
Rideau Specialty Co. 99
Russell Jennings Mfg. Co. ... 99
Russell Gear & Machine Co. . 27

Save The Surface Campaign Committee 71
Sanderson Pearcy & Co. 63
Shurly-Dietrich Co. 31
Shurly Co., T. F. 26
Starrett Co., L. S. 21
Specialty Mfg. Co. 93
Steel Co. of Canada, Ltd. 9
Stephens & Co., G. F. 77
Stanley Works, The 23
Star Specialty Mfg. Co. 93
Steel Trough Machine Co., Ltd. 27
Stevens Arms Co., J. 8
Still Mfg. Co., J. H. 31
Stratford Brass Co., Limited . 93

Taylor, J. J. Co., Limited 26
Taylor-Forbes Co., Ltd. 20
Toronto Foundry Co. 99
Toronto Plate Glass Imp. Co.. 75
Trees & Co., Samuel 25
Thermos Bottle Co. 32

Union Iron & Metal Co. 28

Want Ad. Page 98
Wheeler & Bain, Ltd. 31
Westco Pumps, Limited 91
Western Wire & Nail Co. 80
Woods & Co., Walter 28
Wrought Washer Mfg. Co. 27
Wilkinson Paper Co., Limited 93
Wiebusch & Hilger, Ltd. 19
Williams & Co., Ltd., J. H..... 17
Wilkinson & Kompass 31

LUFKIN — ACCURACY

Instantly Associated,
In the minds of those who measure,
Everywhere.

THE LUFKIN RULE CO. OF CANADA, LTD.
WINDSOR, ONT.

TAPES *and* RULES

If interested tear out this page and place with letters to be answered.





Face Facts On Your Plier Business!

SILVER-TONGUED salesmen to the contrary—every hardware dealer knows he can't stock half a dozen lines of pliers and show a profit.

In these days of readjustment, leading hardware dealers are cutting their plier lines to one "quality line" and a line or two lower in price for general demand.

The "Klein line" has been built out of the experience of over half a century of supplying the quality trade—every tool is right and the line is cut to the few patterns and sizes in demand.

There are no left-overs to sell at a sacrifice and a complete stock can be carried at a very small initial cost.

The finest of materials and workmanship go into every Klein plier—and they sell to a well established trade, the growth of over fifty years of good will.

We back you with the right kind of advertising helps—counter display—window displays and enameled signs.

Put "Klein Pliers" in as your **quality line**—write for our new proposition to-day!

Eastern Canada Agent:
Rose & O'Hearn, 293 King St. West, Toronto, Ontario, Canada
Western Canada Agent:
L. T. Walls Sales, Ltd., 702 Confederation Life Bldg., Winnipeg, Manitoba, Canada

KLEIN TOOLS
EST. 1857 TRADE MARK REG.

Pliers
Splicing Clamps
Sleeve Twisters
Climbers
Tool Belts
Safety Straps
Lag Screw Wrenches
Wire Grips
Tree Trimmers
Tool Bags
Soldering Furnaces

Mathias KLEIN & Sons

Established 1857 — Chicago, Ill. U.S.A.

DAYTON ANNOUNCEMENT

Word Contest Prize Winners

Dayton Scales quickly save for Canadian merchants sums far exceeding those we are giving in prizes.

TO THE PUBLIC:

We take pleasure in announcing to the thousands of competitors and their friends, all over Canada, the results of the Big $2,500 Dayton Scales Word Contest.

After several busy weeks, the task of checking up carefully every list sent in has been completed by the capable and impartial committee appointed for this purpose, and the keen interest displayed everywhere in the contest; the vast number of replies received and the many evidences they give of resource and initiative are all gratifying to us. We have every hope that our satisfaction over the outcome of this clean-cut, wholesome contest will be shared by our patrons and the general public.

Prize List Leaders



H. F. PRELIPP
Winner of First Prize

FIRST PRIZE—$300
H. F. Prelipp—Hamilton Hardware Co.,
316 King St. West, Hamilton, Ont.

SECOND PRIZE—$200
J. Robinson—Robinson Hardware Co., 195 Royce Ave., Toronto, Ont.

THIRD PRIZE—$100
A. D. McIntyre—A. D. McIntyre, Hardware Dealer, Woodville, Ont.

FOURTH PRIZE—$75
W. Spooner—Spooner's Grocery, 10128 124th St., Edmonton, Alta.

FIFTH PRIZE—$50
Miss A. R. Manning—J. E. Manning's Grocery,
493 Sargent Ave., Winnipeg, Man.

SIXTH PRIZE—$20
J. E. Manning—J. E. Manning's Grocery,
493 Sargent Ave., Winnipeg, Man.

In all, 372 Cash Prizes, aggregating $2,500, are being awarded.

A LESSON FROM THE CONTEST

The Dayton Scales word contest proves that Canadian retail merchants and their clerks are systematic.

A glance at the lists of words sent in shows that the great majority did not tackle their problem in haphazard fashion—but built up their lists to surprising totals by well-ordered, systematic research.

The lesson is:

The systematic merchant and the systematic clerk should insist on store equipment which will promote system in doing business.

The store equipped with Dayton Scales is the store which employs SYSTEM to save time and money for both buyer and seller.

INTERNATIONAL BUSINESS MACHINES CO., LIMITED

F. E. MUTTON, Vice-Pres. and Gen. Mgr.
Head Office and Factory:
300-350 Campbell Ave., Toronto, Canada

Published Every Saturday Since 1888

Hardware and Metal

Vol. XXXIII. No. 22 THE MACLEAN PUBLISHING COMPANY, LIMITED PUBLICATION OFFICE: TORONTO, CANADA MAY 28, 1921

Thos. Shubrook,
Heward, Sask.
master painter, says—

"ELEPHANT BRAND
Genuine White Lead
is the finest I have used"



A CANADIAN PRODUCT

Mr. Shubrook's words express the opinion of the best painters everywhere concerning Elephant Brand Genuine White Lead. Its beautiful snowy whiteness, its unequalled smoothness of texture, its quality—**guaranteed** by the Government label on the back of every can—these are some of the reasons why Elephant Brand is rightly regarded as the standard of goodness in Canadian White Leads.

Elephant Brand Genuine White Lead is but one of the many Canada Paint Products that so many dealers are featuring to excellent advantage. Paints, Stains, Varnishes, Dry Colors, Insecticides—the best of their kind—are all included in the Canada Paint line.

ELEPHANT BRAND PURE PUTTY

The unusual popularity of this putty is due to the high standard of quality that is maintained. As is the case with Elephant Brand White Lead and all other Canada Paint Products only the finest of selected raw materials are used. It never fails to please the painter and glazier.

Would you like to receive particulars of the C. P. Agency proposition?

THE CANADA PAINT CO.
LIMITED
PAINT-VARNISH & DRY COLOR MAKERS-LINSEED OIL CRUSHERS
MONTREAL-TORONTO-WINNIPEG-CALGARY-VANCOUVER-HALIFAX

O-Cedar Polish Mop

SELLING PRICES

Large Size - $2.00
Small Size - $1.25

has effected an economy of time and labor in every house that makes use of it. Its sale is therefore but little influenced by general trade conditions — it is liked by dealers because of the **STEADINESS** of consumer demand for it.

SELLING PRICES

In Bottles - 30c and 60c
In Tins - $1.50 to $3.50 per tin

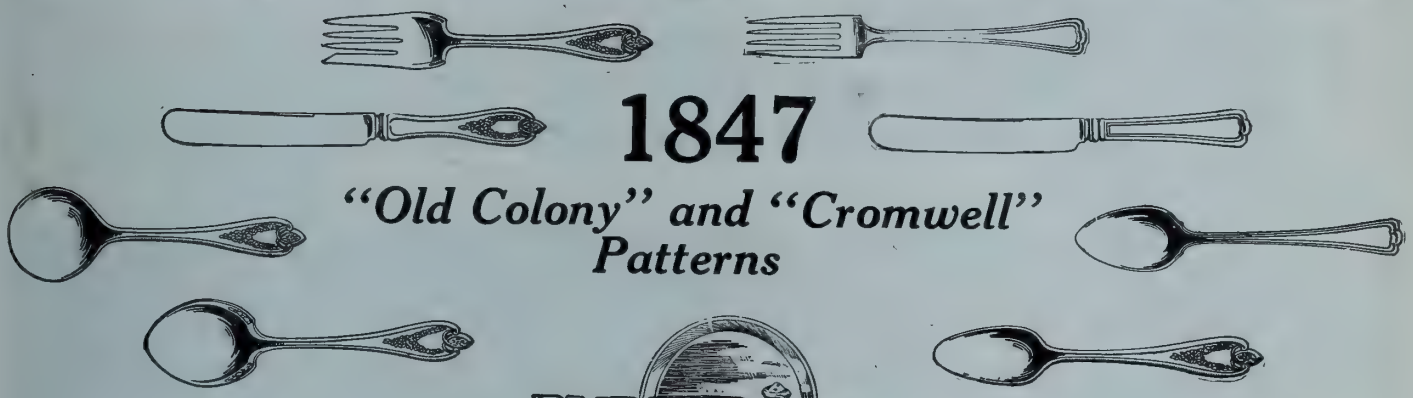
O-Cedar Polish

is another product that goes on repeating sales, irrespective of season or the buying moods of the public. Its very evident advantages have lifted it out of the luxury class and made it a necessity for all well-ordered homes.

CHANNELL LIMITED
TORONTO

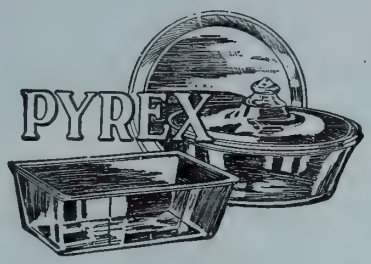


'RICE LEWIS' NEWS



1847

"Old Colony" and "Cromwell" Patterns



Rogers 1847 Silverware

The two designs here illustrated are proven popular sellers in the hardware trade. Let us sort up your stock for the June Shower and Wedding trade. We carry a full line of "Old Colony" and "Cromwell" patterns.

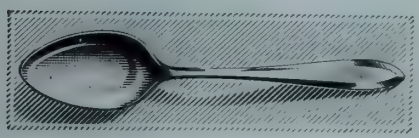
Pyrex Ovenware

Perhaps no more acceptable wedding gifts have been introduced in the hardware trade than Pyrex Ovenware. It comes in plain and cut with or without silver mountings.

READY *for the June Wedding Trade*

With the cost of living coming down to a more normal basis, people generally will be more inclined to give liberally to the June bride or the bride-to-be. June is the month of weddings and showers. Are you ready with a full line of suitable Wedding and Shower Gifts?

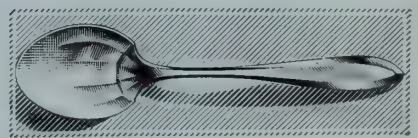




Community Plate

Chief among our patterns in Community Plate are the two designs here shown—"Adam" and "Patrician." They appeal to the housewife and the would-be housewife. Sort your stock today.





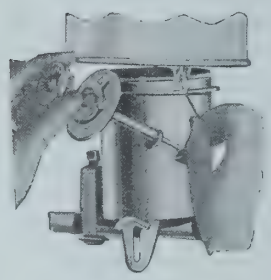
Rice Lewis & Son, Limited, Toronto

Ask the "Rice Lewis" Man or Write Direct

You Should Sell the Puritan Oil Stove

THE Puritan Stove is recognized as the most effective short chimney Stove ever made. Distinctive improvements have been made over all other stoves of this type.

The announcement made a short time ago that we had obtained the exclusive rights to sell Puritan Stoves in Canada has been greeted with enthusiasm. The first orders received are an excellent indication of the future popularity of this oil burning stove.



Easy To Light—The wick can be set for burning and lit with absolutely no fear of it creeping; an indicator on every burner makes it convenient for adjusting the flame—low, medium or high. The wick stop device prevents the wick from being turned too high, and as a result of complete combustion there are no black pots. The utensils sit in a clean hot flame, which comes up through the grate like gas.



The inner combustion tube is *guaranteed* against burning out for *five years*.

The reversible glass oil reservoir makes refilling easy—no need for the hands to get oily.

Puritan Stoves can be had in 2, 3 and 4 burner sizes. If you have not already had prices, discounts, etc., get in touch with your jobber, or write us direct. Include one or more of these Stoves when ordering enameled ware.

Shipments Made Promptly

SMP "QUALITY"

The Sheet Metal Products Co. of Canada Limited

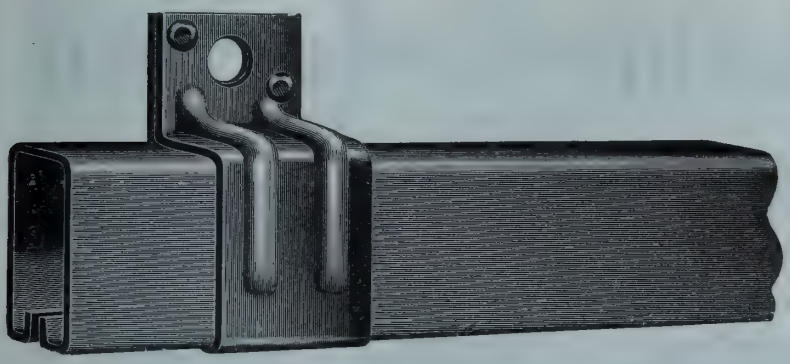
Montreal TORONTO Winnipeg

Vancouver

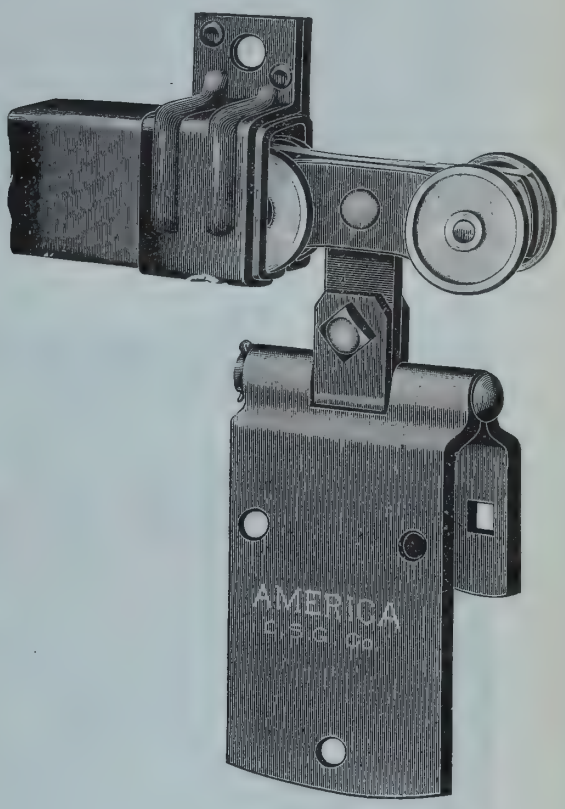
SMP "QUALITY"

If interested tear out this page and place with letters to be answered.

"America"
Trolley Hangers
The Dealers' Friend



Steel Trolley Track
The "America" operates in the Hatch Trolley track—the only track supported by the famous corrugated track brackets. These brackets are, naturally, much stronger and better than ordinary plain track brackets.



The Largest Sales of any Trolley Hanger in the Dominion

If you are not now sharing in the sales of this "best seller" and others of the popular Canada Steel Goods Line, you are overlooking an opportunity for constant, profitable sales.

"America" is for warehouse, factory, garage and barn doors. It has tandem trucks, hardened roller bearings and an apron 6 in. long, 3¼ in. wide. This hanger appeals to customers because of the simple adjustments, anti-friction forged steel yokes and ability to stand hard usage.

Its popularity with consumers and its great demand are well founded—on merit.

With each pair of Hangers are included two End Caps, Bolts for Hangers and Lag Screws for Brackets.

Packed one pair in a box complete with Screws and Bolts.

Weight per dozen pairs, without Brackets, 95 pounds.

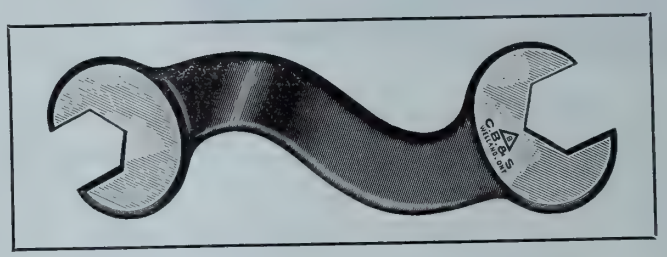
It Pays You to Handle the C. S. G. Co. Line. Ask Us About It.

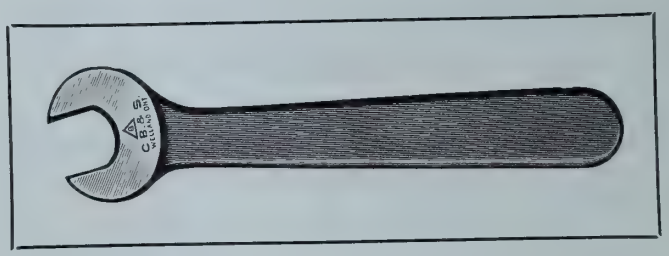
Canada Steel Goods Co., Limited
Hamilton, Canada

If interested tear out this page and place with letters to be answered.

CANADA
FOUNDRIES & FORGINGS
LIMITED

A Remarkable Reduction
ALL FLAT WRENCHES





Single End, Double End. All Angles.
Light and Heavy Types.

FOR PRESENT STOCK ONLY

Remember that early bird story

JAMES SMART PLANT
BROCKVILLE, CANADA

If interested tear out this page and place with letters to be answered.

"DURO" ALUMINUM WARE

99% PURE

Canada's Best Cooking Utensils



Five Duro items on display at Stanley Mills Hardware Store, Hamilton. This well-dressed window resulted in big business for the complete "Duro" line as well as the special items shown.

Note the "Duro" trench helmet on the lady.

The many exclusive features of "DURO" Aluminum Ware make quick sales. "DURO" is setting the pace in the quality race. Leading Jobbers handle "DURO"

MADE IN CANADA BY

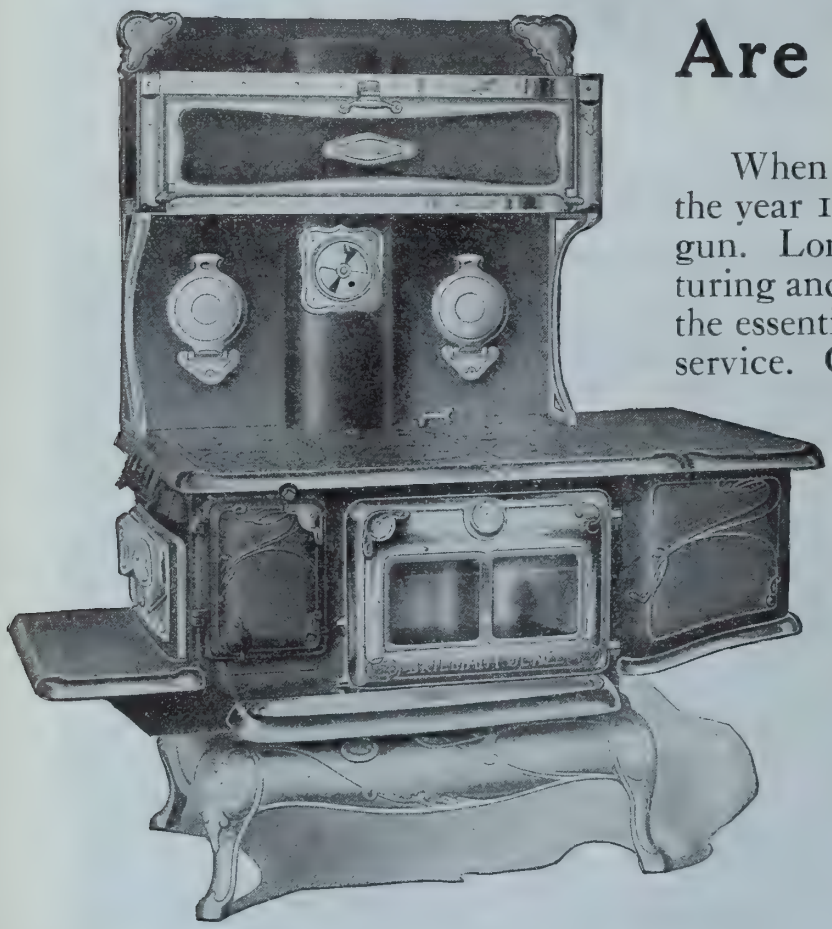
W. D. SHAMBROOK & CO., Hamilton, Canada

Representatives

A. T. Chambers, Vancouver; L. T. Walls Sales Ltd., Winnipeg; J. R. Anderson, 36 St. Dizier St., Montreal; Armstrong & Patterson, St. John, N. B.

If interested tear out this page and place with letters to be answered.

JEWEL STOVES AND RANGES



Are Better Stoves

When this institution was founded in the year 1864, a real stove service was begun. Long experience in stove manufacturing and selling has made us realize that the essential thing to the buyer is genuine service. Our business has extended steadily and surely until to-day it is one of the largest of its kind in Canada. Whatever your needs, whether large or small, we can meet them readily and most satisfactorily. Every well informed man and woman knows something about the celebrated line of JEWEL STOVES.

The JEWEL is built to stand up under the most severe tests

The dealer who would multiply his sales and give his customers a real, serviceable and economical heating and cooking appliance should sell the JEWEL LINE. We can meet your every requirement; no order is too large for our capacity, none too small for our most careful attention. Catalogue and Price List will be mailed on application.

Manufactured by

The Burrow, Stewart & Milne Co., Limited

Head Office and Works: HAMILTON, ONTARIO

Branch Offices and Warehouses :

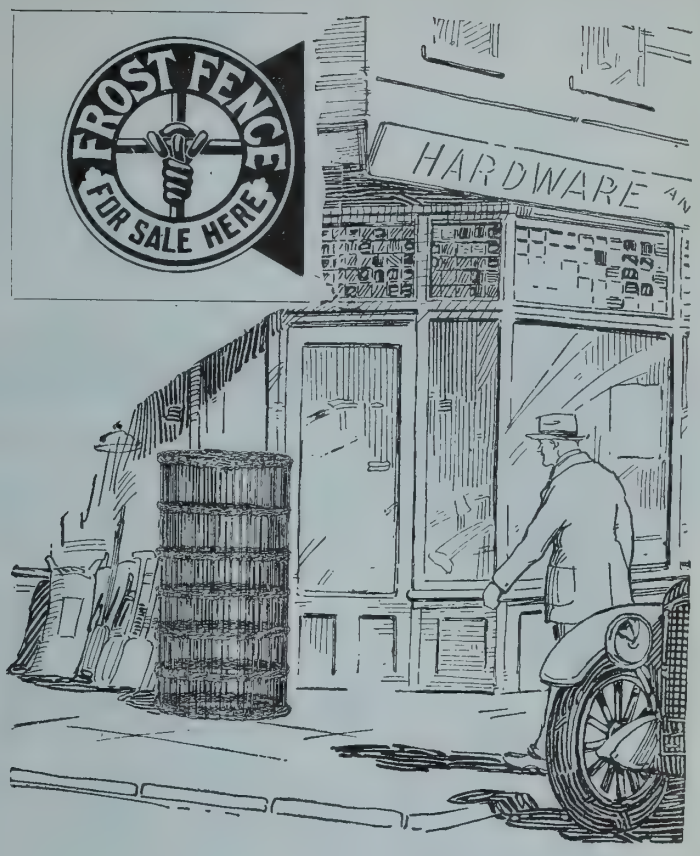
48 and 50 LOMBARD ST.
TORONTO

130 JAMES AVE.
WINNIPEG

36 St. DIZIER ST.
MONTREAL

If interested tear out this page and place with letters to be answered.

Product-
Publicity-
Prestige-



FROST FENCE dealers have not only the advantage of a superior product in making sales, but they have also an up-to-date, enterprising manufacturing organization at their back.

Are you reaping the full benefit from the Frost Fence "name" and Frost Fence advertising? Are you prepared to supply the demand created by this prestige of name and publicity?

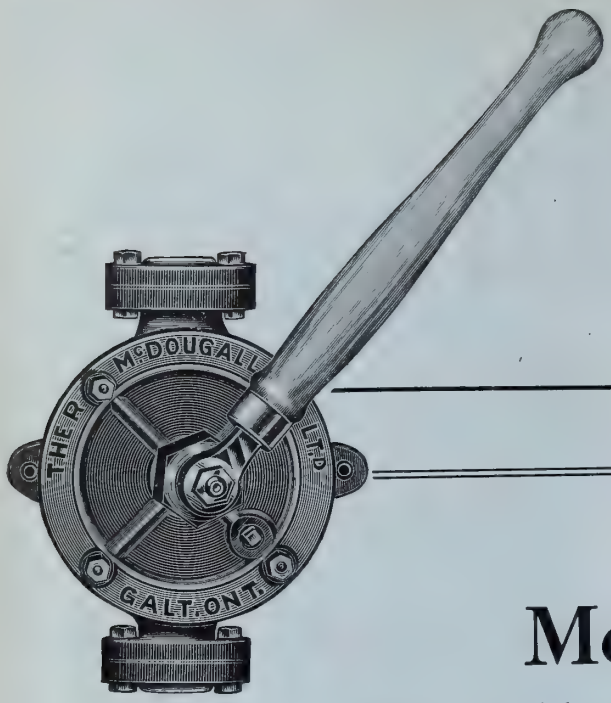
Carry a stock of Frost Fence. Your customers know its superior qualities. They have read of its strong points and are ready to be convinced and to buy when you show the product. Increase your "satisfied customer" business by handling this sturdy, neat and truly economical fence.

Every owner is a Frost Fence Booster

Frost Steel and Wire Co., Limited

Hamilton, Ont.

If interested tear out this page and place with letters to be answered.



McDougall Oscillating Pumps

McDougall quality built into a line of pumps that have not, until now, been giving the same satisfaction as the original imported articles gave

We do not sacrifice quality for quantity.

By producing pumps in which the leading feature is quality our sales so increase that we are able to manufacture these pumps in very large quantities.

In this way the production cost is cut to a minimum and you benefit by this to the same extent that we do.

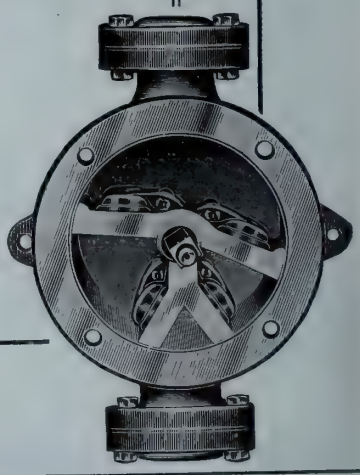
McDougall Oscillating Pumps are built; they are not a collection of castings fitted together. Each valve and plunger is numbered and fitted to its proper place in each individual pump. The pump is then finished and tested. This means that the pump is put under 60 lbs. pressure to see that the case is absolutely tight. The pump is then made to force water to a pressure of 40 lbs., so that before it is painted and shipped it must pass a very thorough test.

With each pump goes our guarantee that it is as perfect as any pump can be made. Were it ever necessary we replace any defective parts free of charge.

The demand for these pumps is increasing every day but we still have a good stock and can fill all orders immediately.

The R. McDougall Company
Limited

Galt, Canada



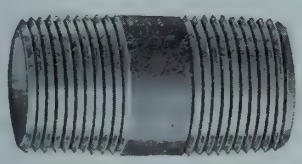
If interested tear out this page and place with letters to be answered.

WROUGHT PIPE

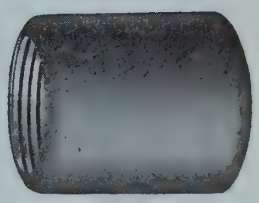


COUPLINGS and NIPPLES

Each length of our



M.R.M. PIPE



is tested to withstand a pressure of 600 pounds per square inch

— BLACK or GALVANIZED —

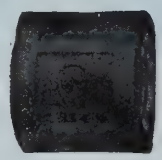
THE STEEL COMPANY OF CANADA LIMITED

HAMILTON MONTREAL

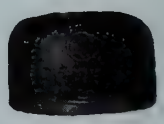
If interested tear out this page and place with letters to be answered.

CRANE FITTINGS

MALLEABLE ——————— CAST IRON







Make Tight Joints

Our patterns for malleable and cast iron fittings include all the necessary sizes and shapes to meet all requirements.




CRANE
LIMITED




Manufacturers of Valves, Fittings and Piping Equipment and Distributors of Pipe, Plumbing and Heating Supplies.



Branches and Warehouses:
HALIFAX, OTTAWA, TORONTO, WINNIPEG, REGINA, CALGARY, VANCOUVER.

Sales Offices:
QUEBEC, SHERBROOKE, HAMILTON, VICTORIA.

CRANE
LIMITED
HEAD OFFICE & WORKS
1280 ST. PATRICK STREET
MONTREAL

CRANE-BENNETT
Limited
Head Office and Warehouse:
LONDON, ENGLAND.

Sales Offices:
MANCHESTER, BIRMINGHAM.

14

If interested tear out this page and place with letters to be answered.

Millers Falls



Ford Auger Bits





Solid Center Pattern No. 542

Sizes in sixteenths: 3-4-5-6-7-8-9-10-11-12-13-14-15-16-17-18-19-20-21-22-24. Packed one-half dozen in a paste board box up to and including 24/16 in. Also put up in wooden boxes and canvas roll sets.

The solid center auger bit is popular with most mechanics. This is especially true in its smaller sizes, because its strength is so clearly apparent, and because it is a great improvement over the old style twisted bit in its ability to clear itself.

This type of bit also made in car bits and ship auger car bits.

Single Lip Auger Bit No. 531

Sizes in sixteenths: 3-4-5-6-7-8-9-10-11-12-13-14-15-16-17-18-19-20-21-22-24-26-28-30-32. Packed one-half dozen in a paste board box up to and including 24/16 in., also put up in wooden boxes and canvas roll sets.

In perfecting these bits, we cast aside all tradition of auger bit making and scientifically designed a type of bit that would give the greatest cutting power with the least friction. The concave spiral draws the chips towards the center of the bit, and carries them to the surface, instead of driving them to the sides of the hole where they tend to bind and choke the bit. This feature alone distinguishes this line of bits, for it accomplishes this purpose better than any other bit.

This type also made in car bits, ship auger car bits, ship augers, machine bits and boring machine augers.



Your stock is incomplete without these Ford Bits. Ask your jobber to show them to you.

MILLERS FALLS COMPANY

MILLERS FALLS, MASSACHUSETTS

Makers of "Miller Falls" and "Universal" Hack Saw Blades

MILLERS FALLS TOOLS

SINCE 1868

Canadian Sales Office
ADCOCK & BREWER
LIMITED
222 St. James Street
Montreal, Que

Let's Be Reasonable

Does any reader of this page believe that **at this time** a re-adjustment of wages and hours in the printing industry involving an increase in labor costs of 36 per cent. is justified?

"Well," the reader asks, "What **are** present wages and hours?"

Toronto printers now have a minimum wage scale of $35.20 per week for 48 hours. This is an increase of 10 per cent. over the scale called for in the agreement now expiring and was granted voluntarily by employers a year ago.

Their demands now are for a wage of $44 per week for 44 hours.

This is an increase of $8.80 per week for four hours less work.

It means an increase in labor costs of 36 per cent.

Toronto employing printers feel that they cannot grant these demands, and they believe that the general public will support them in their opposition to an increase of from 73c per hour to $1.00 per hour to printers, pressmen, bookbinders, and mailers, **at the present time** and in view of business conditions **as they now exist.**

It is understood that International Union officials at Indianapolis have issued orders to local unions that the 44-hour week must be the basis of all new agreements.

In this order, employing printers believe that these Indianapolis officials are out of line with the need which is apparent in every industry for lower cost of production.

This is not a time for saddling any industry with an additional 36 per cent. labor cost, and publishers and job printers feel that they are justified—in the interest of the public—in resisting this unreasonable demand from Indianapolis.

The issue will be decided between now and June 1st. If the union demands of an increased wage of $8.80 per week for 4 hours' less service are not withdrawn, a strike seems inevitable.

Pressure, therefore, must be brought to bear upon the officials at Indianapolis. They must be shown by members of the local union (many of whom feel that they are being forced to make unreasonable demands) that the Canadian public which buys the product of the printing craft, either in the form of advertising or subscription, does not look with favor upon any ruling which would add so heavily to the cost of that product.

Publishers and job printers in Toronto want to be fair. This is indicated by their action in voluntarily raising wages a year ago.

They must, however, in justice to themselves and the public they serve, resist these impossible demands.

Let's Be Reasonable

An expression of opinion of readers of this paper on the Union's proposals, involving an increase of 36% in the labor cost of printed matter, is asked. Will you not write a letter (no for publication) telling him your view of the situation?

This statement is published by and has received the endorsation of Toronto publishers who are members of the

Canadian National Newspapers and Periodicals Association

including Hardware and Metal



This Book

tells why farmers are good customers for screw plates—*Now.*

A book written by farmers, for farmers, about farm uses for taps, dies, reamers and drills is being advertised extensively this month to practically every farmer in the country.

THIS book should be read by every hardware dealer who sells to farmers, not only in strictly agricultural districts, but in all sections where trucks, tractors, autos, or implements of any kind are used.

It will give you an idea of how important the use of taps and dies is becoming in making small, every-day farm repairs. It shows you what tools are saleable for different kinds of jobs. It is a simple guide to establish an entirely new merchandising plan for building up a profitable Screw Plate department in your store.

"How I Fixed It," this new booklet, is not a catalog, but something the farmer will enjoy reading from cover to cover.

It is being sent direct to any inquirer who answers our advertisements in the Saturday Evening Post, Country Gentleman and other mediums—and there is a copy waiting for *you* if you will return the coupon at once.

We also have reserved a few copies for distribution by hardware dealers to their customers where we know they will be used right. Send for the book, and see why farmers, publishers, and county agents have indorsed it, and why it will help your business.

Sell every farmer one or more of these Threading Outfits.

No. 311 Little Giant Screw Plate containing 32 SAE and USS taps and dies from ¼ in. to ¾ in., 2 tap wrenches and 2 die stocks. Price, $56.00.

No. 315 OK Screw Plate contains 28 SAE and USS taps and dies from ¼ in. to ¾ in., with die stock and tap wrench. Price, $42.50.

Assortment A—Pipe Tool Set contains OK stocks and dies cutting from ¼ in. to 1 in., pipe wrench, pipe cutter, pipe vise, oil can and pipe cement. Price, $23.50.

See Catalog for Others

GREENFIELD TAP AND DIE CORPORATION
OF CANADA, LIMITED GALT, ONTARIO

GTD Screw Plates, Taps, Dies, Reamers, Gages, Pipe Wrenches, Twist Drills, Milling Cutters.

GTD
Corporation of Canada, Ltd., Galt, Ontario
I would like to see a copy of your new farm repair booklet "How I Fixed It."

Name _____

Firm _____

Address _____

H&M112



Silver Steel for Grain

Clipper for Grass

Dunn Edge Scythes

for grass, clover, grain, bush, weeds and brambles, are ground and tempered to give the most satisfactory service.

There are many other patterns than are illustrated here.

Send for catalog which gives all patterns and sizes.

Wiebusch & Hilger, Ltd.

Sales Representatives

106-110 Lafayette St., New York

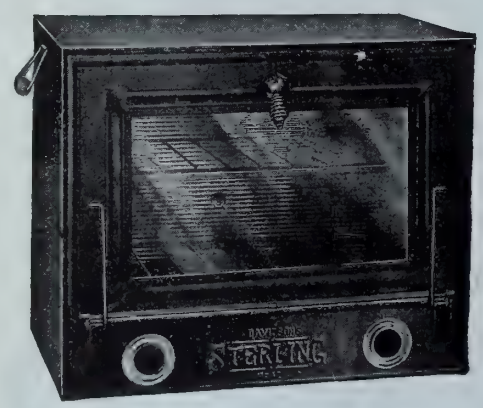
Canadian Sales Agent:

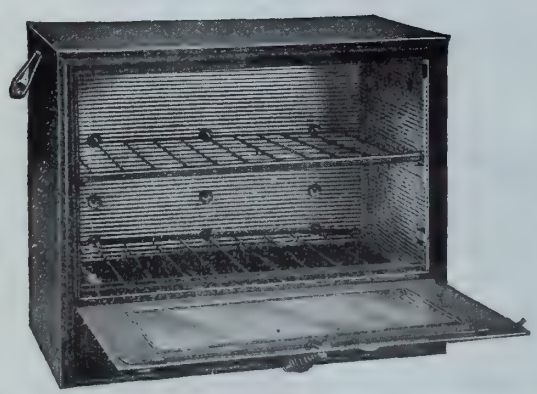
Jas. Gerard Kerr, 411 St. Nicholas Bldg., Montreal



Bush Scythe

17-T





"STERLING"

Oil Stove Ovens

A THOROUGHLY reliable oven, and, on account of the Davidson quality, always a ready seller. This "Sterling" line is made of 26-gauge blued steel, strong and durable. For two burners and is protected by a heavy asbestos lining, which also prevents waste heat. Painted with a rustproof combination which adds to the life of the oven. Cold handles at side and a door knob which locks in three places—heavy panel glass in door. Illustration shows oven closed and open.

Write us for prices. Ask for Booklet No. 2.

The Thos. Davidson Mfg. Co. Limited

Head Office: Montreal **Branches: Toronto and Winnipeg**

Steel Foundry Division: Lachine Canal, Turcot

DAVIDSON

If interested tear out this page and place with letters to be answered.



The attractive variety of patterns and durability of material make

1881 (R) ROGERS (R) A1

a favored grade of medium-priced Silverware.

For the dealer there is a generous profit and some unusual selling aids are supplied—aids which are bound to keep a dealer's stock of "1881" moving rapidly.

Write us and we will be pleased to give you the full details of the "1881" selling plan.

CANADIAN WM. A. ROGERS, LIMITED

570 King Street West, Toronto

Downtown Showroom: Kent Building, Yonge and Richmond Sts., Toronto

If interested tear out this page and place with letters to be answered.

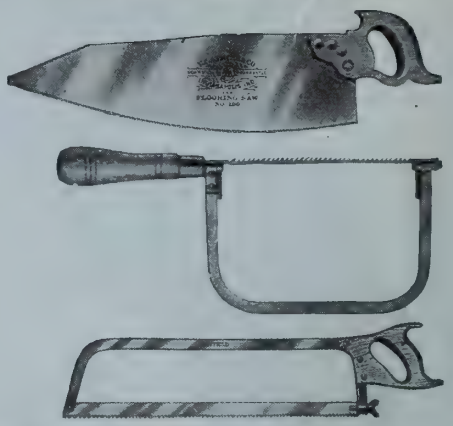
ATKINS STERLING QUALITY SAWS



By handling exclusively Atkins Sterling Quality Saws and Tools, you can increase profits in your saw and tool department.

Atkins Sterling Quality steel, Atkins expert workmanship, Atkins improved methods and Atkins exclusive features make Atkins Sterling Quality Saws and Tools

"The Finest on Earth"





Made in Canada

E. C. ATKINS & CO.

Established 1857

"The STERLING QUALITY Saw People"

Factory—Hamilton, Ont. **Branch—Vancouver, B.C.**

Your Part in Our Advertising Campaign

We've started the ball a-rolling for more business for stove and furnace dealers. Our extensive consumer advertising campaign is on and everywhere the buying impulse is being created to a surprising extent.

SOUVENIR
Cast Iron and Steel
RANGES

All that remains to make the campaign a big success as far as your territory is concerned is for you to co-operate with us, to stock up with the well-known "Souvenir" and "New Idea" lines and to let the prospective buyers know that you are the progressive dealer referred to in the advertising. If you do this you can rest assured you will be more than amply repaid.

"NEW IDEA"
PIPE AND PIPELESS
FURNACES

Don't Miss This Opportunity. Act Now!

If you want permanent prosperity link up your store with our lines.

Write us for information and prices.

New Stove Catalogue just off the press, which we will gladly mail upon request.

THE HAMILTON STOVE & HEATER CO., LIMITED

Successors to Gurney-Tilden Co., Ltd., Hamilton, Ont.

75 Years Successful Manufacturing

If interested tear out this page and place with letters to be answered.

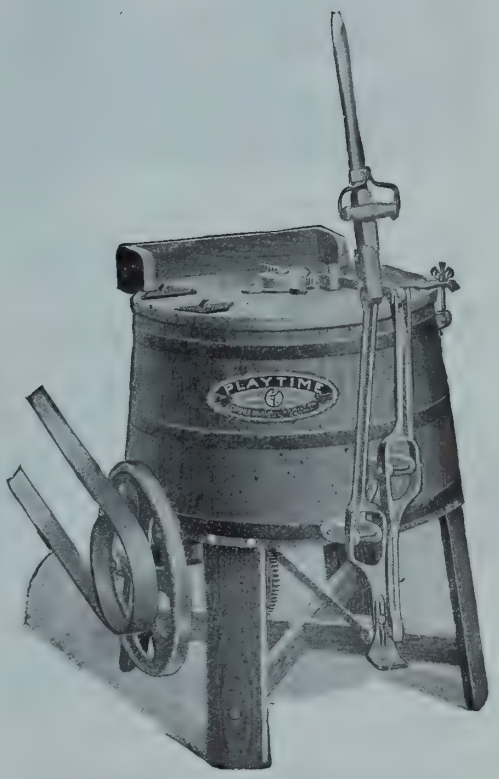
The Playtime

is a dolly-type washer which meets every demand for a combination hand and engine drive machine.

It especially appeals to up-to-date farmers who are not yet prepared to invest in the higher-priced "Seafoam" washing and wringing outfit.

Without alteration it can be belted to the flange fitted on fly-wheel. Should the power stop at any time it is ready for hand use.

The cover can be raised and lowered without removing the belt.



Tub is made of Cypress, corrugated and waterproofed inside, heavily hooped and durably finished. Its reputation has been established for some years.

Remarkably low in price.

Descriptive folder on request.

DOWSWELL, LEES & CO., LTD.

HAMILTON, CANADA

Eastern Representative:
JOHN R. ANDERSON
MONTREAL

Western Representatives:
HARRY F. MOULDEN & SON
WINNIPEG

If interested tear out this page and place with letters to be answered.



When Every Sale Means a Repeat

When file users know you stock one of the five standard brands of files, you have steady customers. Every file sale means another sale later on.

This is because our files are known as the standard of file quality, and because they never belie their reputation.

Specify one of these brands when ordering:

KEARNEY & FOOT
GREAT WESTERN
AMERICAN
ARCADE
GLOBE

FILES

We carry large reserves, so you can restock quickly from your jobber.

Made in Canada by

Nicholson File Company

Port Hope, Ontario

A Good Window Display

fulfills the first and most important requirement of a sale. It gets the attention of your prospects. The other stages, Interest, Desire, and Resolution to buy, follow easily if the first act has hit the mark right.

90% of the displays and advertisements are not looked at by the average individual.

For **quick** and **plentiful** attention there is nothing like a

"WELLWORTH"
Better Quality Aluminum Display



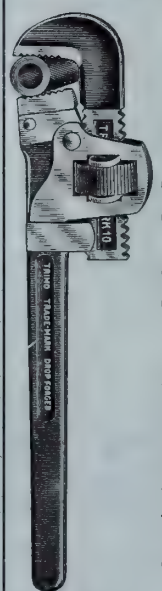
Let us give you some suggestions.

Aluminum Preserving Kettles
8, 10 and 12 Quarts

Wentworth Mfg. Co.
Hamilton, Canada

TRIMO

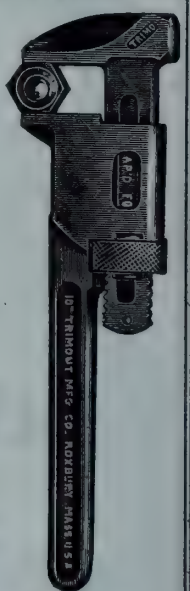
THE WORD TRIMO



Stands for good tools made by the Trimont Mfg. Co., which are the following:—

The Trimo Pipe Wrench
The Trimo Chain Pipe-Wrench
The Trimo Nut Wrench
The Trimo Pipe Cutter (Hand)

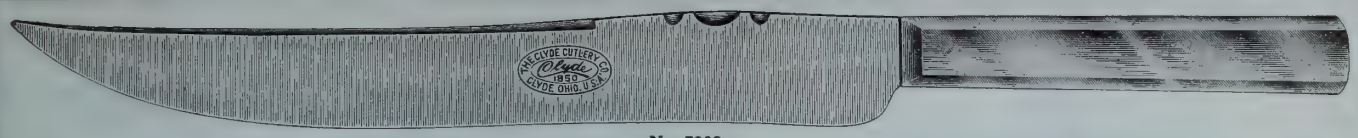
The four good points that make **Trimo Pipe Wrenches** superior are the **Spiral Spring** always in place—**Steel Frames** that will not break—**Nut Guards** that protect adjustment nut—and the **Inserted Jaw** in handle that can be replaced when worn.



Pipe Wrench — Nut Wrench

TRIMONT MFG. COMPANY
ROXBURY (BOSTON), MASS.
MANUFACTURERS

If interested tear out this page and place with letters to be answered.



No. 7908

TWO HOUSEHOLD FAVORITES

of exceptional quality and finish, that have proven their worth. No cutlery stock is complete without these two numbers.

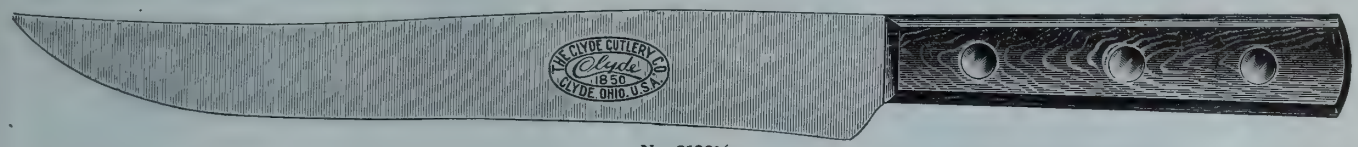
This Trade Mark THE CLYDE CUTLERY CO. Clyde 1850 CLYDE, OHIO. U.S.A. **Is Your Guarantee**

The CLYDE CUTLERY CO. make a very complete line of household cutlery in new and popular designs. Each pattern is distinctive and meets with the approval of the most fastidious.

CANADIAN SALES OFFICE

ADCOCK & BREWER LIMITED

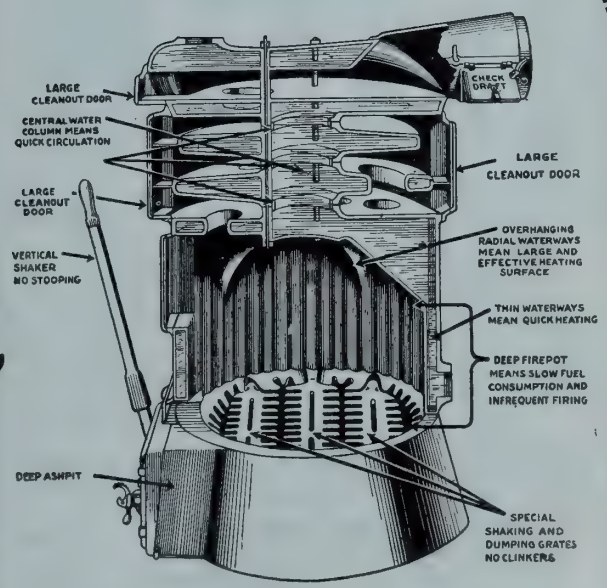
MONTREAL, QUE.



No. 2138½

Study this Picture of the

Pease "Economy" BOILER



Note that vertical shaker, that centre water post and the deep corrugated firepot with the overhanging radial arms. The iron-to-iron joints (no packing), is also another feature that appeals to prospective customers.

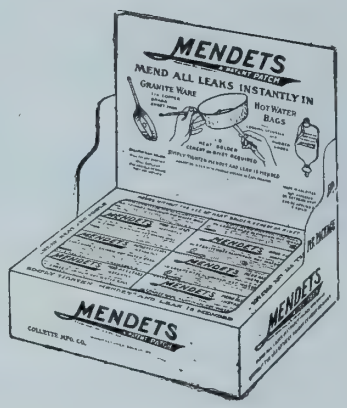
Have you our latest price list covering boilers and radiators—the one dated March 17th, 1921? *If not, let us mail a copy. We want dealers everywhere to have this information.*

PEASE FOUNDRY COMPANY LIMITED
TORONTO - ONTARIO

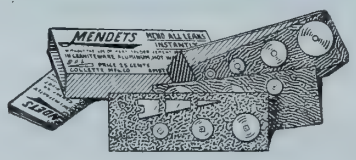
PEASE WESTERN FOUNDRY LIMITED
WINNIPEG - MANITOBA

If interested tear out this page and place with letters to be answered.

MENDETS
A PATENT PATCH



For Quick Sales— Small Investment

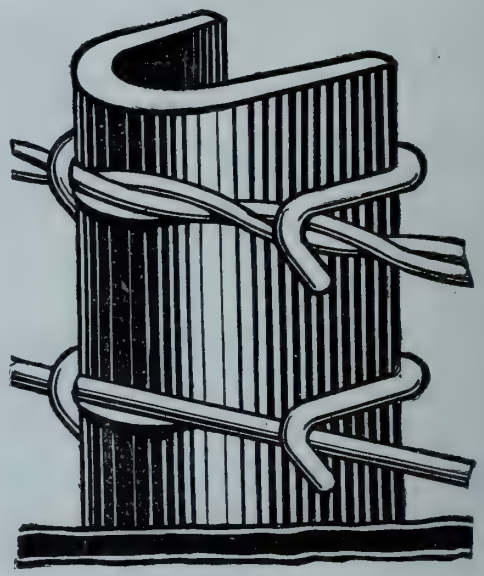


Mendets have appealing points of interest for every hardware merchant. In the first place they sell, literally, by the millions of boxes.

The investment for a stock of Mendets is small. They occupy little space in your store. There is no elaborate demonstration necessary; nothing hard to understand about them. In fact, a display on your counter attracts customers, the simplicity and desirableness of the Mendet idea closes the sale. It works while you are attending to other sales. Why not have the additional money coming in?

Collette Mfg. Company
Collingwood, Ontario

Ask Your Customers What It Costs Them To Dig Post Holes



Aside from the hard work required to dig post holes there is the high cost. Labor to-day is not cheap and the average farm hand can't dig and set more than three cedar posts an hour. You can easily figure it costs real money to put cedar posts up.

"BURLINGTON" STEEL FENCE POSTS

eliminate this unnecessary cost and hard labor. And the fence will be permanent and strong.

These are sales features that make "Burlington" Steel Fence Posts satisfactory for you to handle.

Let us send you details.

Burlington Products
Limited
HAMILTON - CANADA

If interested tear out this page and place with letters to be answered.

Morrison Valves



Your customers know the excellent reputation of Morrison Products and buy them readily.

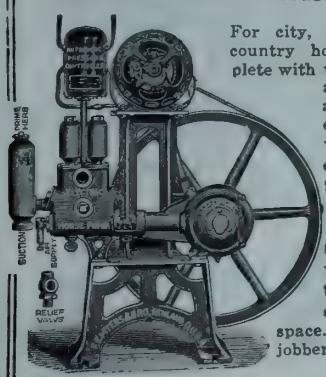
Morrison Valves are specified on nearly all drawings for important contracts.

In every feature of design Morrison Valves are abreast of modern engineering progress.

These reliable fittings are made from perfect patterns, cast with the greatest skill, insuring evenly distributed material in the walls.

James Morrison Brass Mfg. Company
LIMITED
93-97 Adelaide Street West TORONTO, ONT.

MYERS—Electric House Pumps



For city, suburban or country homes. Complete with tank or separate. Operation by any current. Automatically controlled. Self-oiling. Capacity 180 gallons per hour. Strong, compact, easy to install, occupies small space. Ask your jobber or write us.

F. E. MYERS & BRO., ASHLAND, Ohio

NOVA SCOTIA STEEL & COAL CO., Limited
NEW GLASGOW, N.S.
Manufacturers of
FERRONA PIG IRON
and SIEMENS-MARTIN
OPEN HEARTH STEEL

LONDON BAR IRON

High Grade

Our iron bars are tough, fibrous and corrosion-resisting, just such bars as your blacksmith friends want to use. Why not carry them in stock for your customers, or if you prefer, have them direct shipped from the mill?

London Rolling Mill Co.,
Limited
LONDON, - ONTARIO

SALES AGENTS
Manitoba—Bissett & Webb, Ltd., Winnipeg. British Columbia—McPherson & Teetzel, Vancouver.

If interested tear out this page and place with letters to be answered.



SNAPS!



Premax Snaps and Hame Chains, Jockey Chains and other Harness Specialties have been staple hardware products for twenty years.

Is your stock complete?

NIAGARA METAL STAMPING CORPORATION
Division M **Niagara Falls, N. Y.**

Western Sales Agents:
D. A. McDONALD, 141 Bannatyne Ave., Winnipeg, Canada

Who Is Your Jobber?

He Can Help Much in Retail Success

When you can sell goods at a certain season it is important to have them then, ready to close the sales. A reliable wholesale house co-operating, with real interest, in your success means much to retail merchants in prompt deliveries, in good service, and in worthwhile assistance in selecting the lines.

We carefully pick over the thousands of offerings in the Canadian hardware market and select and stock those lines that will prove most salable and dependable to retail merchants, and that will build lasting trade by perfect satisfaction to consumers. A trial order is the best way to investigate. Will you write to-day?

Thos. Birkett & Son Co.,
LIMITED
Shelf and Heavy Wholesale Hardware
Ottawa, Canada

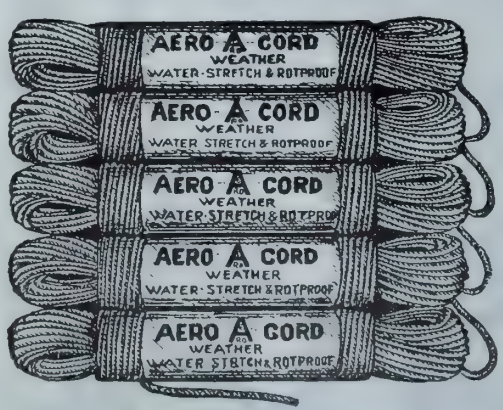
SAWS

Simonds Canada Saw Co., Limited
Montreal, Que.
St. John, N.B. Vancouver, B.C.

For the Hardware Dealer there is Satisfaction in knowing that the Saws he sells will give the customer the best of service. If he handles the Simonds line he is assured of the highest quality backed by the fullest guarantee.

Write for terms and discounts.

SIMONDS



Your trade is entitled to the best article procurable for a given purpose, price being equal

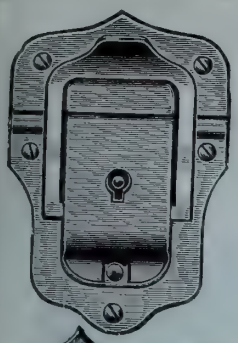
AERO

AERO SASH CORD

WEATHER ROT AND STRETCH PROOF, will meet all requirements and more. Superior in strength and durability.

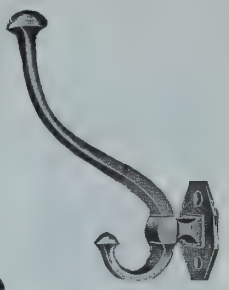
Manufactured by
THE AERO MFG. CO., LIMITED
LENNOXVILLE **QUEBEC**
Western Agents: **The H. L. Perry Co., Limited, Winnipeg, Man.**

If interested tear out this page and place with letters to be answered.









A Few of the Good Brainerd Hooks

The Brainerd Line

Hinges, Hasps, Corners, Handles, Brackets, Key Checks, Card Holders, Escutcheons, Knobs, Locks, Latches, Catches, Washers, Bolts, Mending Straps, Screen Numbers.





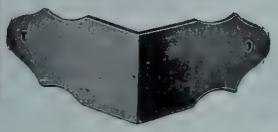


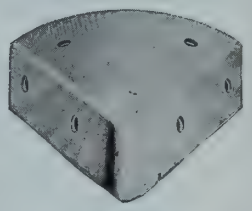
Refrigerator — Cabinet — Box and Chest — Hardware

The Brainerd Mfg. Company

East Rochester, N.Y.







Cuts Shown Are Reduced Size

We are making Prompt Shipments

NUMBER FOUR

OF OUR NEW SERIES OF POCKET-BOOKS

ALUMINIUM

"HINTS AND HELPS" DEALS WITH FINISHING PROCESSES; CLEANING, POLISHING, FROSTING, PAINTING, COLOURING, ETCHING, ETC.

Write for your copy now.

THE BRITISH ALUMINIUM COMPANY, LIMITED

263-267 Adelaide Street West
TORONTO

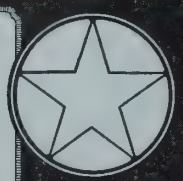
Eastern Agents: SPIELMAN AGENCIES, MONTREAL

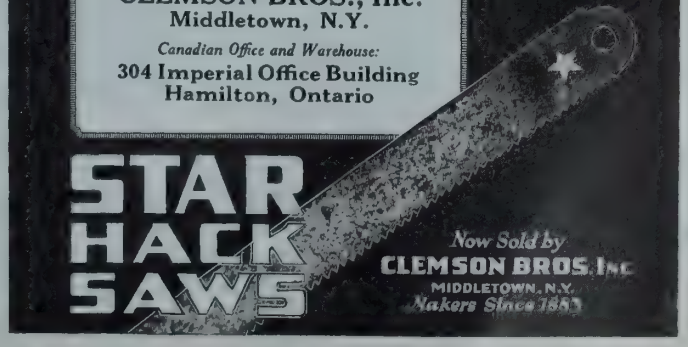
The quicker your stock turns over, the more money you make

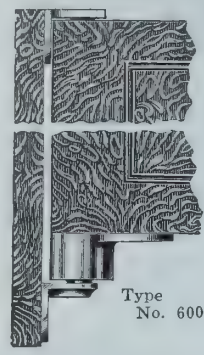
Star Hack Saws, in the famous green box, for 38 years have been the fastest selling hack saws. Remember that Star Saws are now sold by Clemson Bros., Inc., who have made them from the beginning in 1883.

CLEMSON BROS., Inc.
Middletown, N.Y.

Canadian Office and Warehouse:
304 Imperial Office Building
Hamilton, Ontario







Type No. 6007

TRADE CSB CO MARK

TRADE CHICAGO MARK

SPRING HINGES

This type of hinge is for office gates. It is known as the Chicago "Sagless" Gate Spring Pivot Hinge.

It has Ball Bearings.

No matter if the gate is **heavy** or **wide**, it will swing it **easily** without **sagging**.

The spring does not carry the weight of the gate and a very light tension is applied—a desirable feature on office gates.

Backed by a world-wide reputation.

Chicago Spring Butt Company.

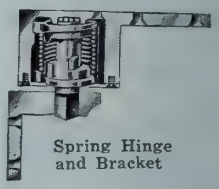
CHICAGO NEW YORK

Send for Catalogue 36



Top Pivot.

Top Socket



Spring Hinge and Bracket

BALE TIES

NAILS WIRE

Laidlaw

Time-Tested Efficiency

Laidlaw Bale-Ties are made from Bessemer Steel. Our Ties have been thoroughly tested in general use throughout the Dominion and most of the foreign countries of the world. Practical use has convinced buyers of Laidlaw efficiency. This has made Laidlaw Bale-Ties the

Dominion and World-Wide Choice

Strong, reliable and of practical design, Laidlaw Bale-Ties make good and prevent broken bales and consequent commercial loss. Laidlaw Bale-Ties are made in "Single-Loop" and "Cross-Head" styles of fastening.

The Laidlaw-Bale Tie Company
Limited

Hamilton Canada

Agencies:
A. T. Diggins, Stair Bldg., Toronto
H. E. O. Bull, 184 Mance St., Montreal
M. Bryan, 24 Aldgate, London, Eng.
Norman Jessiman, 505 Hastings St. West, Vancouver, B. C.

MADE IN CANADA

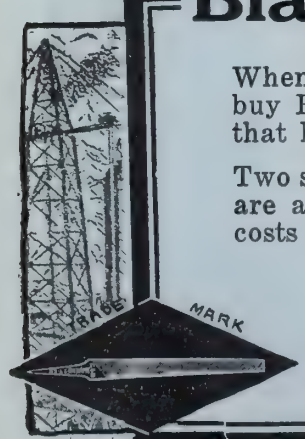
Blacksmiths' Boiler Makers' Machinists' AND Pipe Fitters' Tools

Write for Catalogue

A. B. Jardine & Co.
LIMITED

HESPELER, ONT.

Black Diamond for Cutting



When you buy a file, you buy cutting service. For extra cutting value, buy Black Diamonds. Made since 1863 to a standard of file quality that has won highest honors at expositions and at the bench.

Two simple steps will lead to better filing except where Black Diamonds are already used. Our catalog is free for the asking. A shop trial costs nothing and will show convincing results.

Established 1863

Black Diamond File Works

G. & H. Barnett Company 1078 Frankford Ave. Philadelphia, Pa.

Owned and Operated by Nicholson File Co.



TANKS OF ALL KINDS



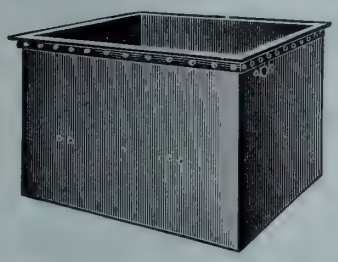
ROUND STEEL WELDED TANKS

Top End Open

Made any gauge iron from 20 G. to ¼" plate, welded throughout (making them practically one piece), these tanks are guaranteed to be absolutely leak-proof. The welding process makes this guarantee possible. We specialize on heavy tanks for manufacturers, finished round top with heavy angle steel if desired.

SQUARE STEEL WELDED TANKS

Another leak-proof, one-piece tank of similar quality to our Round Tanks; finished around top with heavy angle steel and the larger ones with extra cross and upright braces. Any size tank or pipe fittings can be supplied.



Also Air Pressure and Gasoline Tanks

Write for price lists. We also make baths, dairy equipment, gasoline tanks, truck tanks, etc.

The Steel Trough & Machine Co., Ltd.
TWEED, ONTARIO, CANADA

Demon Grip



Pump Rod Couplings

The new "Demon Grip" Welded Steel Pump Rod Coupling has many superior features, features that assure the consumer faithful service, and the dealer easily closed sales.

Made of Steel—same as the rod.
Hot Forged—perfect hex.
Welded—makes solid job.
Strongest—over three times as strong as a malleable.
Packing—twenty-five in a box to go on your shelf.
Novel—the above advantages make a novelty of a very staple article. The DEMON GRIP cannot help attracting attention.

Manufactured by

Edward E. Johnson, Inc.
2304 Long Ave., St. Paul, Minn.

"Business was demoralized—I jumped in all the harder"

"In 1894," says Mr. L. S. Starrett, founder and active president of the L. S. Starrett Company, "business was demoralized, manufacturers discouraged and laborers thrown out of employment. I believed that the ebb in business would be followed by a flood tide. Therefore, instead of being discouraged, I 'jumped in all the harder,' and built an addition to my plant."



To-day, as in 1894, the Starrett program is for "jumping in all the harder."

Every hardware dealer today—for his own interest and the national good—should join in the Starrett policy of faith and courage—and "jump in all the harder" to hasten and heighten the tide of business in its returning flood.

Send for Catalog No. 22 MA.

The L. S. Starrett Co.
The World's Greatest Toolmakers
Manufacturers of Hack Saws Unexcelled
Athol, Mass.



Sell Starrett Tools

42-170

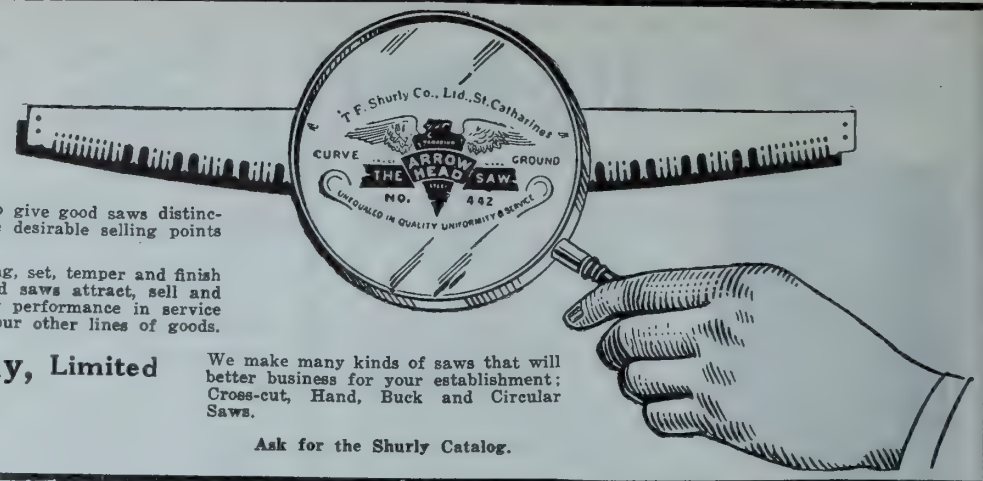
If interested tear out this page and place with letters to be answered.

Arrowhead Saws

Vanadium Steel

How you sell saws depends partly on your salesmanship. You can sell a poor saw but once; to sell saws successfully and build yourself a permanent business you must sell good saws. To give good saws distinction and individuality they must have the desirable selling points of superior saws.

Arrowhead saws have those points; the hang, set, temper and finish are right, and they sell right. Arrowhead saws attract, sell and satisfy your customers. Their satisfactory performance in service creates confidence in your store, and in your other lines of goods.



T. F. Shurly Company, Limited
St. Catharines
Ontario

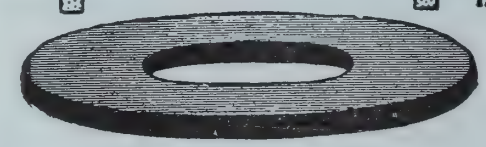
We make many kinds of saws that will better business for your establishment: Cross-cut, Hand, Buck and Circular Saws.

Ask for the Shurly Catalog.

Wrought and Steel Plate WASHERS OF ALL DESCRIPTIONS

ROUND AND SQUARE

PLAIN OR GALVANIZED



Annealed Rivet Burrs; Felloe Plates; Sheared and Punched Plates; Malleable Washers and Cast Iron Washers.

PROMPT SHIPMENTS

We Guarantee Quality and Service.

Wrought Washer Mfg. Co.
Milwaukee, Wis.



Service Counts!

Eavetrough, Conductor Pipe and Elbows, Ridge Roll, Valleys, Corrugated Iron, and a large stock of Galvanized and Black Sheets.

"We Ship While Others Are Thinking About It."

Wheeler & Bain
Toronto, Canada

PINK'S LUMBERING TOOLS

The Standard Tools in every province of the Dominion, New Zealand, Australia, etc.

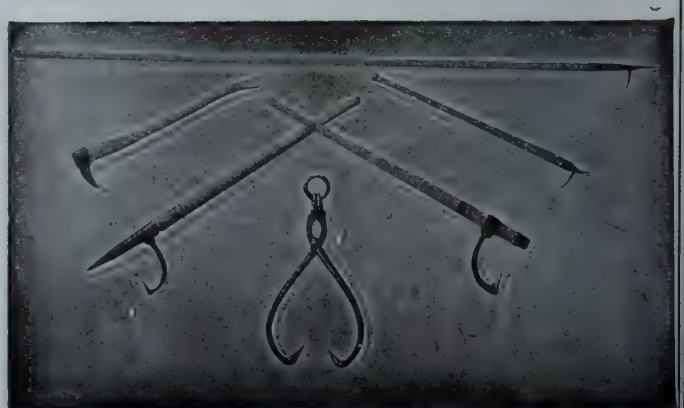
We manufacture all kinds of lumber tools. Light and Durable.

LONG DISTANCE PHONE No. 87.

Send for Catalogue and Price List.

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

THOS. PINK COMPANY, LIMITED
Manufacturers of Lumber Tools
pembroke Ontario



TRADE M MARK

Roofing and Building Papers That Continually Boost Your Store

Building Papers, Tarred Felt, Sheathings and Tar Products, and Wrapping Paper of all kinds that give service in use, reflecting credit on the dealer and inspiring confidence in all the lines he sells—that's the McArthur line.

Drop us a line for an interesting little booklet on Roofing Materials. It will tell you of each one of our lines—reasons why they sell, and serve the consumer so that you hold his future trade.

We cannot tell of all the lines here, but, for instance, "Black Diamond" Tarred Felt is pure wool tarred roofing felt, from selected woollen rags saturated with pure coal tar, producing the most durable roofing felt possible to make.

Ask for Literature

Alex. McArthur & Co., Ltd.

Established 1879

82 McGill Street Montreal, Canada

WHY EXPERIMENT ?

WE DID IT FOR YOU YEARS AGO



IMPERIAL GENUINE



For Heavy Engines and Extraordinary Hard Work

HARRIS HEAVY PRESSURE

THE COPPER COATED CAKE

For Donkey Engines, Saw Carriages, Small Motors, Transmission Line Shafting and all steady heavy pressure duty.



Matchless

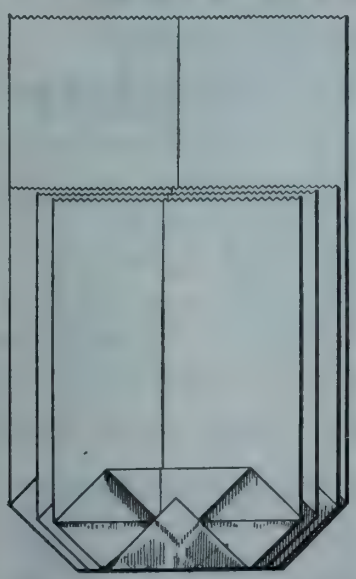
Suitable For Slow-Moving Bearings

Write For Prices

THE CANADA METAL CO., LIMITED

TORONTO HAMILTON MONTREAL WINNIPEG VANCOUVER

Kraft Hardware Sacks



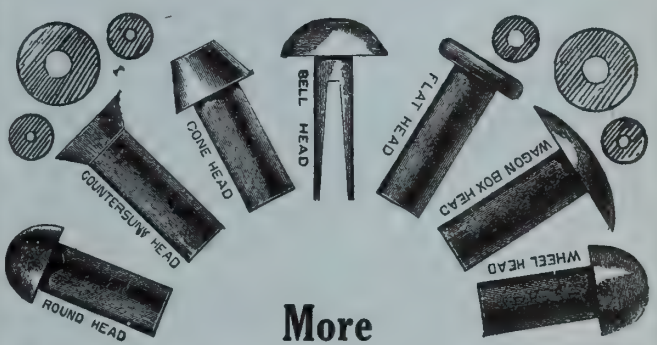
We are manufacturing a line of Extra Heavy Re-inforced Bottom Kraft Sacks specially made to withstand heavy usage.

"The bag of Leathery toughness."

Request samples and prices. You will be more than satisfied.

The Continental Paper Products, Ltd.

OTTAWA - CANADA



More Profitable Lines for the Hardware Dealer



Our products earn maximum profits for the dealer. A trial order will convince you of their great sales-producing qualities.

We manufacture—

Iron, Copper and Brass Rivets
Small Washers and Burrs
Wire Nails
Countersunk Clout Nails
Escutcheon Pins (Brass and Steel)
Tubular and Bifurcated Rivets
Copper and Steel Boat and Canoe Nails, Etc.

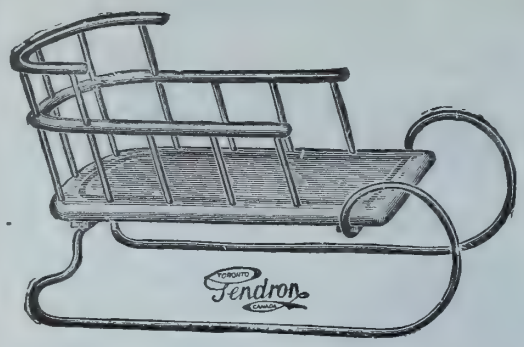


The Parmenter & Bulloch Co., Ltd.

GANANOQUE, ONTARIO

John R. Anderson, 36 Dizier St., Montreal. E. Fielding & Son, 9 Front St. East, Toronto. David Philip, 138 Portage Ave. East, Winnipeg. W. O. Webster, 1220 Hamilton St., Vancouver.

If interested tear out this page and place with letters to be answered.



THE GENDRON MFG. CO., LIMITED

Makers of

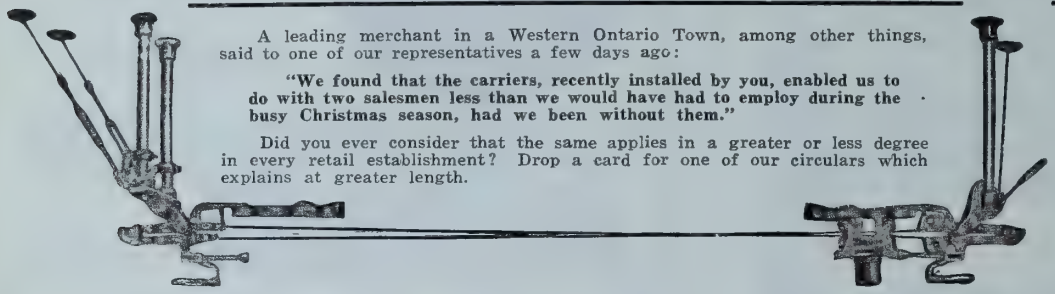
Baby Sleighs

Boys' and Girls' Sleighs

Bob Sleighs

Order now for early delivery

THE GENDRON MFG. CO., Limited, TORONTO



A leading merchant in a Western Ontario Town, among other things, said to one of our representatives a few days ago:

"We found that the carriers, recently installed by you, enabled us to do with two salesmen less than we would have had to employ during the busy Christmas season, had we been without them."

Did you ever consider that the same applies in a greater or less degree in every retail establishment? Drop a card for one of our circulars which explains at greater length.

Gipe-Hazard Store Service Co. Ltd.

113 Sumach St.

TORONTO, ONT.



THE PROGRESSIVE MANUFACTURING CO.

Torrington, Conn., U.S.A.

FORSTNER BITS

bore their way right through tough, hard, knotty, cross-grained wood and leave a smooth hole and clean surface. That's performance. THEY DIFFER FROM ALL OTHER BITS, BEING GUIDED BY THE RIM INSTEAD OF THE CENTRE. That's scientific construction. They bore any arc of a circle and can be guided in any direction. That's adaptability. Made for Brace-made Machines. Packed singly; packed in sets That's convenience. And they sell to Wood Workers, Carpenters, Cabinet Makers and others. That's why you should sell them. Order through your jobber to-day.

WIRE WORKING MACHINERY

of Every Description

Spring and Wire Coiling Machines, Nail Machines, Staple Machines, Lock Washer Equipment, Flexible Shaft, Tubing and Casing Machines.

SLEEPER HARTLEY, INC.

WORCESTER, MASS.

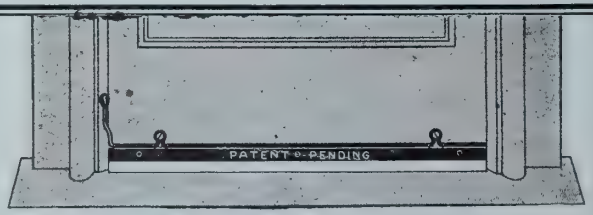
Kester Acid-Core Wire Solder

—a self-fluxing solder for automobile and general work. Flux and solder are applied in one. In great demand by all solder users because it saves half of the workman's time and gives a strong bond the first time. Comes in convenient packages and spools that are easily stocked. Write for free sample—investigate this easy-to-stock, easy-to-use, easy-to-sell solder.

Kester Rosin-Core Wire Solder is also manufactured for delicate electrical work.

CHICAGO SOLDER CO.

4225 Wrightwood Ave. Chicago, U.S.A.



The Automatic Door Strip

A rubber attachment made in lengths to fit any door; works automatically; no friction; cannot wear out; no draughts; saves coal and time. Easily adjusted; satisfaction guaranteed. Write to-day.

Atlas Iron, Wire and General Metal Works

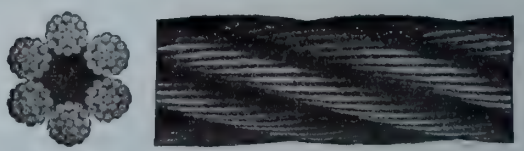
815 Queen St. West, Toronto. Phone Adel. 3889

Manufacturers of

Elevator Enclosures; Works for Banks, Offices, etc., a specialty; Ornamental Iron Fence; Wire Window Screens; Guards for Machinery Protection.

"While we stand still we rust."

WIRE ROPE AND FITTINGS



OF ALL CONSTRUCTIONS

The demand is steady. Are you getting your share of this business? We co-operate with you.

Have you a copy of our Catalogue?

We also manufacture Wire Cloth, Iron Stairways, Fire Place Screens, Window Guards

CANADA WIRE & IRON GOODS CO.

HAMILTON

An Axe is as Strong as its Handle

STILL'S

—will give you a stronger working tool, for **STILL'S HANDLES** are made from the best of Canadian Woods.

The sale of

STILL'S HANDLES

far exceeds all other makes.

There's a reason.

Axe, Pick, Sledge and Hammer Handles, Cant Hook and Peavie Handles.

It pays to sell **STILL'S.**

J. H. Still Mfg. Company
ST. THOMAS -:- ONTARIO

UNION TRANSIT CO.

FREIGHT CONTRACTORS
STEAMSHIP AGENTS
INSURANCE BROKERS
WAREHOUSE KEEPERS AND
DISTRIBUTING AGENTS

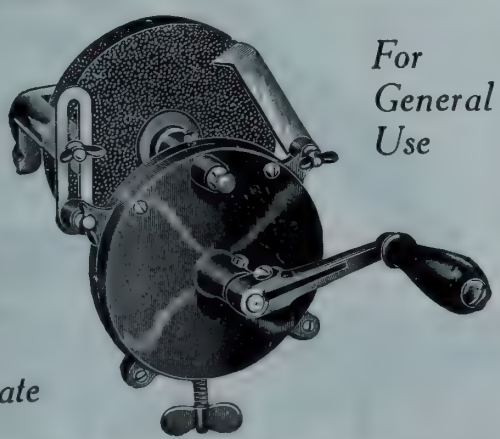
ALLOW US TO CO-OPERATE WITH YOU IN YOUR EFFORTS TO DEVELOP TRADE WITHIN THE EMPIRE.

We are TRANSPORT SPECIALISTS and our combination of facilities enables us to undertake the handling of all classes of Transport Business on the BEST POSSIBLE TERMS CONSISTENT WITH EFFICIENT SERVICE.

CHIEF OFFICE:
381 ARGYLE ST., GLASGOW.

Cables and Telegrams: TRANSIT, GLASGOW.
Codes: { Western Union, Scott's (10th Edition) / Marconi, A.B.C. (4th & 5th Editions)

Bull Dog Enclosed Cut Gear Tool Grinders



For General Use

Easy To Operate

A strongly built grinder for general use. All gears and steel pinions are machine cut, entirely enclosed with dust-proof case. All bearings are properly fitted with oilers to insure ease of operation and long life. Baked black finish, with tool rest, slide and bracket. With Vitrified Corundum Wheel. Made in four sizes.

Western Hardware Mfg. Co.
Milwaukee, Wisconsin

UNIMECO
MADE IN CANADA
WROUGHT WASHERS

Prompt Shipments

of this wide and useful range of wrought washers of every variety —in round and square, plain or galvanized.

Annealed Rivet Burrs of the same high degree of excellence can also be supplied.

"Unimeco" are the better kind with an unusual finish. They are profitable to handle. Write today for prices and information. It will pay you.

THE UNION IRON & METAL CO.
LIMITED
1951 DUNDAS ST. W.
TORONTO CANADA

If interested tear out this page and place with letters to be answered.

OUR COLORED GRADES
1B, 1A, 7, 1, 5

OUR WHITE GRADES
Jap, XC, X, XX, XXX

We can supply you with cotton waste at prices lower than any others for equal quality. Better write us your needs to-day.

ACME WASTE MFG. CO., LIMITED
492 Wellington St. W., Toronto

HOYT METALS

It Pays to Stock Hoyt Metals

There is a wide field for profitable sales in every town. Tinsmiths, newspaper offices, publishers, factories, etc., are all good prospects for some variety of Hoyt Metal. Their superior qualities have made them popular with experienced manufacturers, of which annual sales of $10,000,000 is ample proof.

HOYT METAL COMPANY
MONTREAL TORONTO WINNIPEG

JOSEPH RODGERS & SONS LIMITED

SHEFFIELD, ENG.

Avoid imitations of our
CUTLERY
By seeing that this exact mark is on each blade.

REGISTERED TRADE MARK
GRANTED 1682.

SOLE AGENTS FOR CANADA
James Hutton & Company
MONTREAL

Fittings Limited



Manufacturers of Malleable and Cast Iron Pipe Fittings

Oshawa

EMPIRE LEVELS

HAVE CONVINCING SELLING POINTS

The dealer will find them a constantly moving line because they are extremely accurate, durable and very striking in appearance.

The EMPIRE line includes a level for every use — aluminum, wood, and brass-bound, in many sizes and styles.

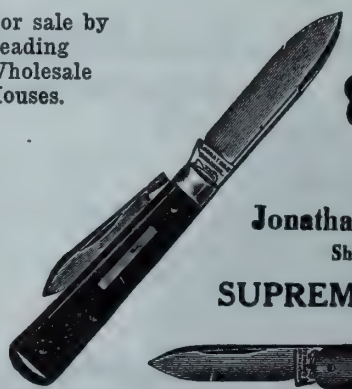
Complete catalogue on request.



The EMPIRE ADJUSTABLE ALUMINUM LEVEL, shown above, is the biggest selling level on the market. The improved adjustable and interchangeable vial case enables the user to repair broken glasses without impairing the use of the tool.

EMPIRE LEVEL MFG. CO.
MILWAUKEE, WIS., U.S.A.
Western Agents--L. T. Walls Sales, Ltd., Confederation Life Bldg., Winnipeg

For sale by Leading Wholesale Houses.



Corporate Mark



Granted 1780.

Jonathan Crookes & Son
Sheffield, England
SUPREME CUTLERY





OAKEY'S "WELLINGTON" KNIFE POLISH

The original and only reliable preparation for Cleaning and Polishing Cutlery, etc.

John Oakey & Sons, Ltd.
Manufacturers of
Emery, Black Lead, Emery Glass and Flint Cloths and Papers, etc.
Wellington Mills, London, S.E.1, Eng.
Agents:
F. Manley, 147 Bannatyne Ave. East, Winnipeg
Sankey and Mason, 839 Beatty Street Vancouver

Pedlar's

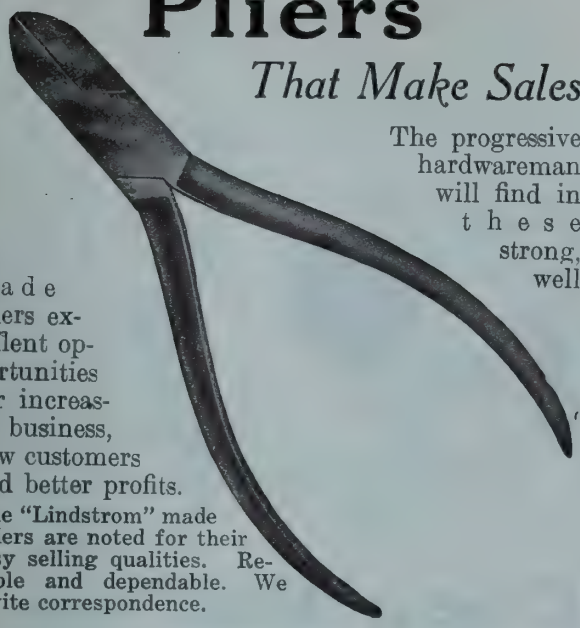
Galvanized Steel Shingles
Corrugated Iron Siding
Plain and Stone Pattern Siding
Metal Ceilings and Walls
Eaves Trough and Conductor Pipe, Etc.

Write for Price List and Illustrated Catalog H.M.

The Pedlar People Limited
Established 1861
Executive Office and Factories: Oshawa, Ont.
Branches: Montreal, Quebec, Halifax, St. John, Ottawa Toronto, Winnipeg, Calgary, Vancouver

If interested tear out this page and place with letters to be answered.

Pliers
That Make Sales



The progressive hardwareman will find in these strong, well made pliers excellent opportunities for increased business, new customers and better profits.

The "Lindstrom" made pliers are noted for their easy selling qualities. Reliable and dependable. We invite correspondence.

Canadian Agent:
F. W. Lamplough & Co.
46 St. Alexander St., Montreal

Manufacturer
F. E. Lindstrom
SWEDEN

Butler's FAMOUS SHEFFIELD CUTLERY

"CAVENDISH" CUTLERY & PLATE

"KEEN" RAZORS



TRADE MARK

NON-STAIN CUTLERY

GOLD MEDALS. GRAND PRIX.

JAMES BUTLER, Head of the Butler Firm 100 years ago.

Regd A.D 1681 | "BUTLER" 1768 | ART 1861

GEO. BUTLER & CO., LTD., Sheffield, England
London Showroom, 62 Holborn Viaduct, E.C. 1.
Address correspondence to TRINITY WORKS, SHEFFIELD

STERLING £ TWINES

Made in Canada by
The Sterling Twine Company, Limited
Walkerton, Ontario

Samples and prices upon application to

WILKINSON PAPER CO., LIMITED
76 Bay Street, TORONTO

Exclusive Selling Agents for Ontario

WILKINSON & KOMPASS
TORONTO HAMILTON WINNIPEG
IRON AND STEEL
HEAVY HARDWARE
MILL SUPPLIES
AUTOMOBILE ACCESSORIES
WE SHIP PROMPTLY.



Again in Demand

The wooden tub is back—the high cost of the metal is largely responsible, but a wooden tub has other advantages.

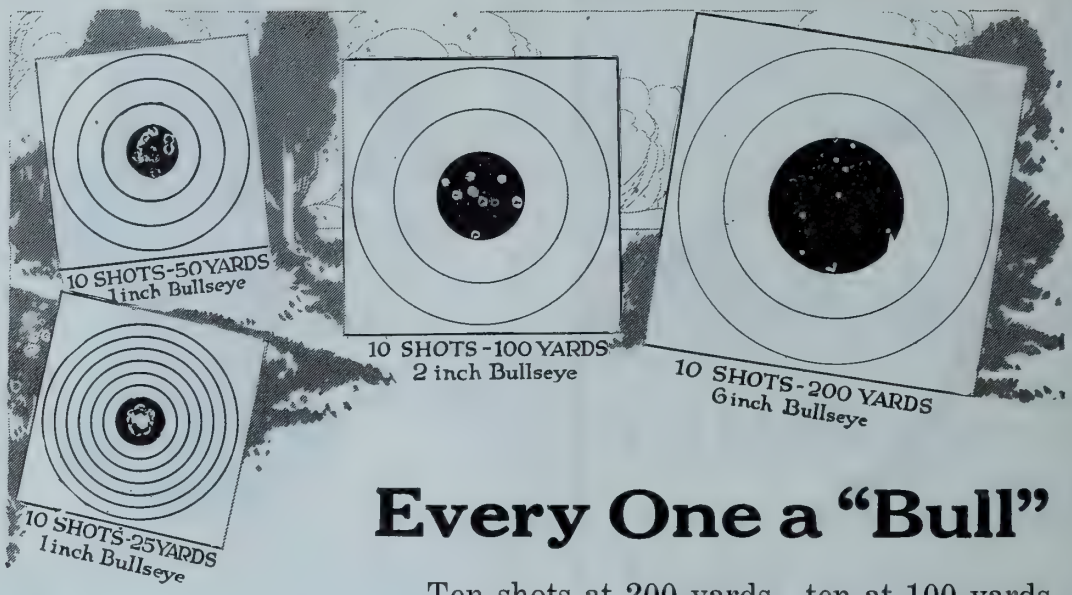
There is no galvanizing or plating to fall off. No rust to spoil clothes, and hot water retains its heat longer.

Cane's wash tubs will be favored. They last a lifetime and are built with the workmanship that has made Cane's Woodenware popular for over thirty-five years.

Order a supply of Cane's Tubs from your dealer for a source of Good Revenue

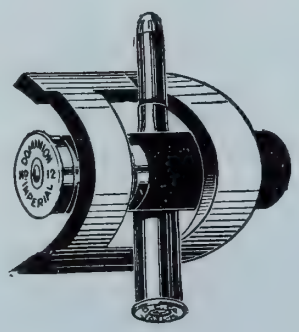
The Wm. Cane & Sons Company, Ltd.
Manufacturers NEWMARKET, ONTARIO

If interested tear out this page and place with letters to be answered.



Every One a "Bull"

Ten shots at 200 yards—ten at 100 yards —the same at 50 and 25 yards—every one a bullseye, and all made with



Dominion .22's

These are not unusual targets that Frank Morris made. They simply show what good shooting will do when backed by dependable ammunition—the kind that builds sales for the dealer.

These are the cartridges that the majority of Dominion Marksmen are shooting, and Dominion Marksmen are now officially recognized by the Dominion Rifle Association.

Are you making the most of this by stocking Dominion .22's? Order from your jobber to-day.

IF there is no Dominion Marksmen's Club in your town, organize one. Many dealers are doing this to help promote sales of ammunition. Write us for method of procedure.

Dominion Cartridge Co.

Limited

Owned and Operated by Canadian Explosives, Limited

Halifax	**Montreal**	**Toronto**
Sudbury	**Winnipeg**	**Vancouver**

If interested tear out this page and place with letters to be answered.

The Only Weekly Hardware Paper in Canada

Member Audit Bureau of Circulations *Member Associated Business Papers*

Hardware and Metal

CANADA'S NATIONAL HARDWARE WEEKLY

Vol. XXXVII. TORONTO, MAY 28, 1921. No. 22

Important Amendments to Budget 35
Interesting Points in Retailer's Test Case 36
Window Displays That Will Sell Goods 37
Objects to Present Administration 38
Will Prices Return to 1914 Levels? 39
Editorial Comment 40
Half Holidays and Daylight Saving 41
News of Western Canada 42-43
Catalogues and Booklets — Hardware Letter Box — Trade Enquiries 44
Events in the Trade 45
New Hardware Goods 46
Weekly Market Reports—Montreal, Toronto, London, Winnipeg, Pittsburgh 47-52
Weekly Paint Markets 53-54
The Brush Department 56
Develops Paint Trade Among Artisans 58

The MacLean Publishing Company, Limited

JOHN BAYNE MACLEAN, President. H. T. HUNTER, Vice-President.
H. V. TYRRELL, General Manager.

Publishers of Hardware and Metal, The Financial Post, MacLean's Magazine, Farmers' Magazine, Canadian Grocer, Dry Goods Review, Men's Wear Review, Printer and Publisher, Bookseller and Stationer, Canadian Machinery and Manufacturing News, Power House, Sanitary Engineer, Canadian Foundryman, Marine Engineering of Canada, Canadian Motor, Tractor and Implement Trade Journal, Druggists' Weekly.

Cable Address, Macpubco, Toronto; Atabek, London, Eng.

ESTABLISHED 1887.

HARDWARE AND METAL

GEO. D. DAVIS, Manager.

CHIEF OFFICES:

CANADA—Montreal, Southam Bldg., 128 Bleury St., Phone Plateau 946. Toronto, 143-153 University Ave., Telephone Adel. 5740; Winnipeg, 901 Confederation Life Bldg., Telephone A. 3773; Vancouver, 314 Carter-Cotton Building, 198 Hastings St. West.

GREAT BRITAIN—London, The MacLean Company of Great Britain, Limited, 88 Fleet Street, E.C., E. J. Dodd, Director, Telephone Central 12960. Cable Address: Atabek, London, England.

UNITED STATES—New York, A. R. Lowe, Room 1606, St. James Building 1133 Broadway (corner 26th St.), Telephone Watkins 5869; Boston, C. L. Morton, Room 734, Old South Building, Telephone Main 1024; Chicago, H. A. Maguire, 405-6 Transportation Bldg., 608 So. Dearborn St., Telephone Wabash 9430.

SUBSCRIPTION PRICE—Canada, $4 a year; Great Britain, South Africa and West Indies, 16s. 6d. a year; United States, $4.50 a year; other countries, $5 a year. Invariably in advance.

"QUEENS HEAD" GALVANIZED IRON CANADA

"QUEEN'S HEAD" GALVANIZED IRON

is always ordered by those who want

THE BEST

Can you afford to take a chance and use inferior material?

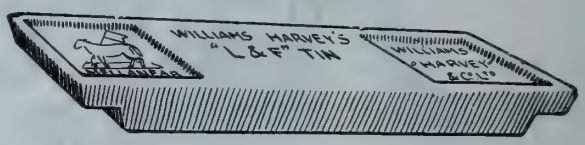
JOHN LYSAGHT, Ltd.
Manufacturers
BRISTOL, ENG.

A. C. LESLIE & CO., Ltd.
Canadian Agents
MONTREAL

When You Are Buying

INGOT TIN

Specify This Brand:

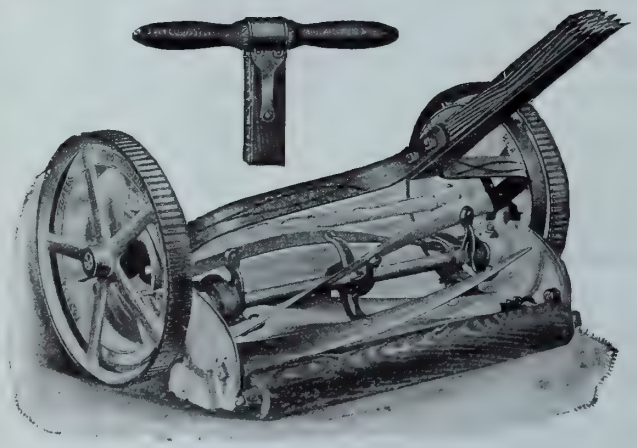


The best brand of "Lamb & Flag" TIN on the market and for many purposes equally as good as straits —while appreciably lower in price.

STOCK AND IMPORT

A. C. LESLIE & CO., LIMITED

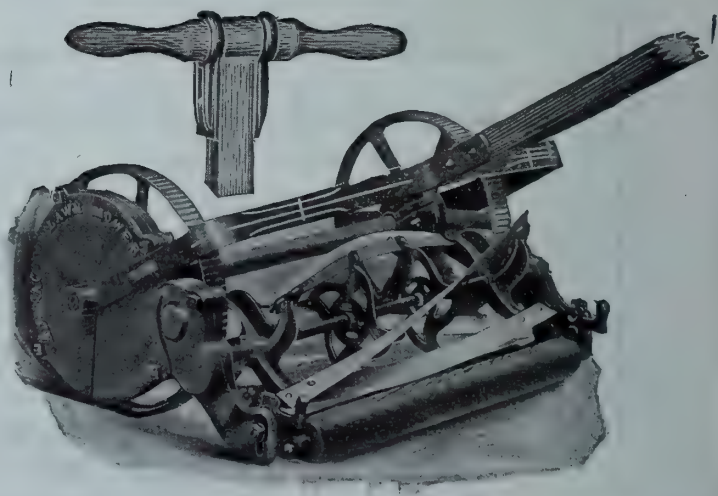
560 St. Paul St. West
MONTREAL



The following makes are always in demand:

"ADANAC" "STAR"
"DAISY" "WOODYATT"
"ONTARIO" "EMPRESS"

How is your stock of mowers? We are in splendid shape to fill rush orders. Write, phone or wire—immediate shipment.



Taylor-Forbes Company, Limited

Head Office and Works
Guelph, Canada

Montreal Branch: 246 Craig St. W. Toronto Branch: 1088 King St. W.
Vancouver Branch: 1070 Homer St.
Maritime Provinces Agents: H. C. Rogers, Limited
147 Prince William St., St. John, N.B.
Western Agents: Harry F. Moulden & Son,
Confederation Life Bldg., Winnipeg, Man.

Canada's National Hardware Weekly

Hardware and Metal

Published Every Saturday Since 1888

Vol. XXXIII. TORONTO, MAY 28, 1921 No. 28

Important Amendments to Budget

Binder Twine Exempted From Proposed Taxation Which Would Handicap Canadian Manufacturers in Favor of Those of U.S.—Sales Tax Must be Shown Separately on Invoices to Extent of 1½%—Reduce Lumber Tax to Help Building—Importers Make Protests.

A NUMBER of changes in the budget tax proposals have followed the careful investigation which has been made by business men into the various provisions outlined in the original announcement.

Exempt Binder Twine

In presenting the case for the binder twine manufacturers, it was stated that such manufacturers were forced to pay a sales tax of 2½ per cent. on their flax fibre and 3 per cent. on their sales of the finished article. On the other hand manufacturers in the United States were only compelled to pay the sales tax of 4 per cent. on importation. This handicapped the Canadian manufacturer to the extent of 1½ per cent. Sir Henry Drayton agreed that binder twine should be exempted and announced that an Order-in-Council would be passed to that effect, making the exemption retroactive.

Sales Tax to be Shown Separately

The question of showing the sales tax separately on invoices has been debated in the House of Commons since the original resolution was introduced which left it optional with manufacturers and wholesalers as to whether they absorbed this or showed it on invoices as a separate item. This resulted in the amendment proposed by the minister of finance, which provides that the purchaser shall be furnished with a written invoice of any sale stating separately the amount of the tax to at least the extent of 1½ per cent. and such tax must not be included in the manufacturers', producers' or wholesalers' costs on which profit is calculated.

Manufacturer Shows Same Tax as Wholesaler

On being questioned as to why the full amount of the tax should not be shown Sir Henry Drayton explained that the change now proposed would mean a return to the system in vogue last year. A wholesaler when making a sale showed 1½ per cent. only. If a manufacturer made a sale direct to a retailer and if he had to show the full tax he would have to show twice as much tax as was shown by the wholesaler. The manufacturer desired the opportunity of showing the same tax as the wholesaler and that is given him by the new amendment. The amendment was carried.

Reduce Lumber Tax to Help Building

The original resolution provided for an excise duty of three per cent. on lumber. A government amendment alters this tax to two per cent. on lumber sold and delivered by the Canadian manufacturer and three per cent. on imported lumber. No further excise taxes will be made on lumber other than those mentioned. To encourage building and eliminate obstructions from construction are the causes for the change.

Importers Protest Customs Valuation Charge

Importers, chiefly those importing German goods, have been making strong protest to Ottawa concerning the provision that customs valuation shall disregard depreciation in foreign currency below 50 per cent. These importers claim that at least five million dollars worth of German goods are at present en route for Canada and a big decrease in trade is feared if the clause referred to is adopted. The deputation was informed that consideration would be given their protest. It was pointed out that taking a two-cent basis for the value of the German mark at present, this will be increased for customs valuation to twelve cents and upon that basis the importer will pay.

Advance in Import Rates Greater Than Advance in Sales Tax

"Just what effect this taxation will have on general hardware, domestic and imported, we do not know, as we are manufacturers of tools only, but so far as it affects us, we are of the opinion that what little effect it has, will be beneficial as the advance in the rate on imports is slightly greater than the sales tax on domestic manufactures, and we will be benefited to that extent at any rate. The manufacturers will also be benefited by the placing of a tariff on the exchange based on the value of the U. S. dollar," said F. S. Laythe, Ass't. Treasurer, Butterfield & Co., Rock Island, Que., to Hardware and Metal.

"We are entirely satisfied with the way the sales tax has been and will be applied, and we have no suggestion to make regarding the collection of the taxes. We believe that the present method is efficient and entirely satisfactory, and so far as we are concerned, we are entirely willing to let the collection of taxes continue as at present."

Interesting Points in Retailers' Test Case

Recent Hearing of Case to Determine Status of Various Branches of Trade Decided in Favor of Retailers—No Steps to Have Refund Made to Tinsmiths.

THE judgment in the test case which was taken by the Dominion Government against Messrs. Pedrick and Palen, merchant tailors, Bank Street, Ottawa, to compel them to take out a manufacturer's license and pay a sales tax, was rendered in favor of the defendants, and incidentally in favor of thousands of retail merchants throughout Canada, including tinsmiths.

The decision is vastly important, because it settles once and for all the question of what constitutes a retail merchant. It will be a precedent for other courts throughout Canada in settling questions of a like nature. This case was defended by the Retail Merchants' Association of Canada, and it took up a lot of time and attention, but it was well worth both the time and the expense because it practically covers every case that has come up in every section of the retail trade since the War Revenue Act came into operation, and it proves beyond doubt that the association's contention was right. The question of what constitutes a manufacturer, a wholesaler and a retailer has been one that has caused contention and discussion over a period of forty years. Latterly when governments have undertaken to put restrictions on any of these classes, the clerks in the various departments of the government, who are not familiar with commercial conditions, have placed their own interpretation on it. For instance, not so long ago the department of statistics was asked by the department of labor to gather certain facts concerning manufacturers. This department immediately took it upon itself to classify certain retailers as manufacturers, with the result that the retailers in question were put under the inconvenience of filling out forms, which caused them an immense loss of time and much expense. When such cases as these arise in the future there can be only one basis of settlement.

The decision will likewise be a precedent for the other courts when questions arise, such as under what class, in the Assessment Act, a merchant would come. For instance, the assessment in Ontario is 60 per cent. on manufacturers; 70 per cent. on wholesalers and 25 per cent. on retailers. The decision will help the revision and county courts of each province to settle this question, which has been a most contentious one for years.

The Judgment

In referring to the word "manufacturer" the judge states that it is an elementary rule of statutory construction that every word ought to be construed in its ordinary or primary sense, unless a secondary or more limited sense is required by the subject matter of the context. He then goes on to say what is the primary and natural meaning of the word.

"From its etymology the word obviously means to make by hand. Under this primary signification every human being, it must be conceded, is a manufacturer in the sense that, owing to the rigor of the punitive dispensation to which our race was condemned after the fall of Adam, he has to use his hands. But that is not the meaning that is to be attached to this word 'manufacturer' in the present issue. The object of the act cannot be to weld into the class of manufacturer all classes of men who manufacture, who make or do any work, or part thereof, with their hands.

"Apart from any legal rule of construction would it not seem to submit the word to an undue straining, to do violence to the English language to hold for instance a humble seamstress, dressmaker, making a few dresses for consumers, to be a manufacturer—or, as in the present controversy, a humble merchant tailor making suits for consumers to be a manufacturer. If a meeting of manufacturers were called to discuss matters relating to their business, neither dressmakers nor retail merchant tailors would be expected or even allowed to attend such a gathering. There is but one sane conclusion to be arrived at, if one is to be guided by common sense, and that is the retailer is not a manufacturer in the general acceptance of the word."

Costs Large

Commenting on this judgment, E. M. Trowern, secretary of the Retail Merchants' Association of Canada, said: "It is a disagreeable position for any association to take—that of opposing any government legislation, but the case which has just been settled was one of such importance to the retail trade of Canada that we found it could not be settled in any other way. We were forced to take it to the courts. The costs have been large, but the result of the action means that every line of the retail trade will be benefited and the result emphasizes the importance of all retail merchants being united in one big organization, and not divided into separate groups, or separate single lines of trade associations.

"The head office being located in Ottawa, and having the facilities for giving the Act close study when it was first prepared, and following its passage through the House of Commons and the Senate, enabled us to understand its intent and meaning, and we were certainly surprised when we found the Department of Customs and Inland Revenue endeavoring to classify all retail merchants who do a small amount of assembling and manufacturing in almost every line of retail trade as manufacturers.

"We presented our views to the Department and also to the Government, but we secured no redress. We then engaged the best counsel obtainable in Ottawa and explained our case to him, and a suit was commenced in the Exchequer Court. We asked our members not to take out manufacturers' licenses, or to collect or pay a sales tax, pending the result of this suit. A very large number of members in all parts of Canada stood loyally behind us in our request, and by doing so they have been saved considerable annoyance as well as a great expense, which should show them once more the value of being members of one big, united organization such as ours.

"A few of our members, and many who are not members, who took out manufacturers' licenses and paid the sales tax have asked our opinion as to the advisability of their requesting the Government to have the sums so paid returned to them, but we have advised them that we do not feel that we should be called upon to take this matter up with the Government, especially as we requested the retail trade generally not to take out a manufacturer's license or to collect or pay a sales tax.

"There is another suit still pending in another court in Ottawa against retail confectioners, which was instituted by the Government and which is being defended by our association. There is a slight difference between the two cases, as this one involves the question of the luxury tax as well as the question of the sales tax, but we have every reason to believe that we will also succeed in our contention in this matter."

SUGGESTS BETTER LIGHTING FOR DISPLAY WINDOW

Merchants' lack of taste and foresight in window illumination was emphasized by an electrical engineer in a recent address in Toronto. His principal criticism was that the apparent objective of the business man was to create a glare which would outshine that of his neighbor.

He criticized the strong, unprotected nitrogen lamp window illumination as so dazzling as to repel customers. The source of illumination, he said, should not be seen at all, the light being gently reflected on the goods from above.

A Cash Basis Means Better Service

The More Accounts in a Town Which Tries to Get Away as Far As Possible From a Credit Business, the Better it Will Be for The Town, Because Credits From Banks Will Be More Easily Obtained

By C. R. BARNHILL, Amherst, N.S.

THE manufacturer's job can be classified in two parts—to manufacture the goods—to get a good profit. One main factor lies between these two principles, namely, "Distribution." This factor is flexible, can be handled in many ways. The principal or prime factor in handling distribution is the line of "Credit" which is the bugbear of many business houses to-day, is non-essential in a great number of cases, and is certainly the beginning and the end of the sale of manufactured lines.

The Shortest Route to Consumer

The automobile industry to-day is one line of business which ranks high among the world's commercial industries because distribution is worked out the shortest possible way; in other words, the line connecting manufacturer with consumer has no curves, but is followed by the shortest route, and is worked out on the principle that a straight line is the shortest distance between two points.

In many other lines of business the short route is not followed, and it takes time from the distribution to the point where you realize profit. For instance, in a house doing business on a cash basis, the time from distribution to realizing profit is short. A house working distribution on a credit basis may mean months before realizing profit.

If a manufacturer invests $100.00 in raw material, from the time the finished product reaches the dealer to the time it takes a dealer to pay, ranges all the way from thirty days to ninety days, and in a large number of cases even longer. If manufacturer makes 10 per cent. on his investment for ninety days, his profit is $2.50. If he could realize this on a turnover twelve times a year, or paid cash for goods, his margin would be much greater.

Would Seek Credit Elsewhere

If some of the retail merchants were asked to pay cash by their wholesale house, many no doubt would at once cease to buy from that particular house, and would seek credit from some other house. This would happen in the majority of cases where the retailer does not look into this question thoroughly, and if he did so would in order to do as requested have to notify all his customers that he will have to sell for cash, or get after his accounts in earnest, which he is very loath to do because he is afraid of losing trade. Some would say, "No use, I have a good trade, have a few accounts which are only 25 per cent. collectable, but this cannot be helped." Others would say, "Should be doing cash business, but have been es-



FOR JUNE BRIDES AND "SHOWER" GIFTS

June, the bride's month, will be here in a few days and according to prospects there is every indication that the usual spring crop of marriages will be as large as ever, if not more so. For the hardware merchant selling cutlery, cut glass, chinaware, electric washers, vacuum cleaners and many other household adornments or labor-saving equipment, the spring marriage, preceded by numerous "showers" to the bride, provide a good opportunity for business. This year the dollar spent on such gifts will go further than for some time and a little effort to show such prospects that you are really catering to this business will help a good deal. The hardware store offers, perhaps, the most complete assortment of lines suitable for the shower and the wedding gift. Let your customers know this through your display and advertising. Here is a good suggestion for a timely window display of such gift lines.

tablished here for years, and could not, or would not, be advisable to change my business," and still others are afraid to change, while still others are dilatory, able as they are to pay all their accounts, and because of that feeling of safety they let accounts grow; in many cases they lose all, and in larger number of cases collect a few dollars at a time, which means they are banker for some accounts for months and even years.

Can Give Better Service

All the above reasons which retailers give are worthy of serious consideration because of the fact that it would not do to spring all at once, the idea that they intend to work on a cash basis only. The idea would have to be conveyed, would need grading, trimming, building up, and the retail dealer would have to realize the worth of a cash business. To this end the wholesaler can be of great assistance, and not follow the line of least resistance, but seek out a path in his distribution that will give him returns in least possible time, and this would automatically be followed by the retailer, who would have to see to it that his goods must be paid for in a certain time. His customer in turn would realize that his store is in a better position to serve his wants, both in quality and price, as from the manufacturer down to the customer the cash basis would have a tendency to give better service than can be done on a credit basis.

Money Easier and Business Better

The more accounts in a town or community, which tries to get away as far as possible from a credit basis, though they may not all do a cash business, the better it will be for the town or community because of the fact that the nearer an account gets to a cash basis, the easier it is to get credit from his bankers. This would have a tendency to make money easier and business better, and turnover for both manufacturer and buyer is speeded up, which means better times.

The main factor in any business, particularly in this present period, for both wholesaler and retailer, and applies more particularly to the average retailer, is not only to keep his accounts down to the minimum, but to collect his bad and doubtful accounts.

Relation of Collections to Turnover

Profit Does Not Depend So Much Upon the Amount of Money Invested in a Business as it Does Upon the Way in Which That Money is Made to Work—It Should be the Merchant's Chief Occupation to Make His Dollars Work

TURNOVER of stock is the goal of of every business undertaking and frequent turnover is the profitable turnover. An investigator for Armour & Co. has given an analysis of turnover and the essentials that enter into sales and frequent turnover.

To obtain turnover the merchant must make sales. Sales are the life blood of the profitable turnover of working capital. Those two factors are more inter-related than any other two in business. Time was when some manufacturers considered their sale completed when they shipped their goods to the retailer and the retailer considered his sale completed when the transaction across the counter had been closed. But now both of them realize that the sale is not completed until satisfaction has been given, and that satisfaction has not proved until the customer has been brought in again. The sale that every merchant wants in his store is the sale that reproduces itself in repeat business.

Meaning of Turnover

Turnover means the investment of dollars in goods, the sale of those goods, reinvestment, resale—repeating the process often and at a profit. When the merchant invests money in merchandise, then sells the merchandise and extracts his profit, that is one turnover. When he invests again and resells, that is another turnover. The merchant does not turn over goods. He sells goods and that turns over the working capital invested in them. Every merchant should know how many times a year he turns over his invested capital. Profit does not depend so much upon the amount of money invested in a business as it does upon the way in which that money is made to work. Dollars are workmen and the faster they work, the more they accomplish for the merchant. It should be the merchant's chief occupation to make his dollars work, to repeat investment and sale, to get immediate collection of accounts. Turnover is just as definitely connected with collection as salesmanship is with service and satisfaction.

The Essentials of Turnover

Here are the essentials of turnover:

First—The merchant must study the needs of his community. He must anticipate his community's needs.

Second—He must stock the goods, and there should be a variety of products; but too large a variety of brands of each different product is a scattering of investment, that is certain to complicate buying, selling and bookkeeping, with a resultant slowing-up of turnover. Every product selected should be judged as to sale quality. The trade mark should be well known, so that it will not need an introduction. It must be of a quality that will bring repeat calls.

Third—Customers must be given facilities to buy. In other words, the merchant must have adequate space for an attractive display of his goods.

Fourth—Collections must be made promptly. Past due accounts are obligations for the merchant. The moment payment becomes overdue, the merchant ceases to be a merchant giving credit accommodations, but becomes a banker who lends money without interest.

Advertised quality goods make quicker turnover than any other kind. Recently a well known newspaper of national reputation discovered that advertised goods were turning over three or four times faster than those that were not advertised and comparison of advertised and non-advertised goods was made by this newspaper. The amount of capital invested in stock was the same in each case—$10,000. It was assumed that profits were 10% of the sales.

Here are the results:

	Non-Advertised Goods
$10,000	Capital.
40%	Mark-up.
$14,000	Retail value of stock.
3	Number of Turnovers.
$42,000	Total business for the year.
10%	Percentage of net profit.
$4,200	Net profit at end of year.
	Advertised Goods
$10,000	Capital.
20%	Mark-up.
$12,000	Retail value of stock.
6	Number of turnovers.
$72,000	Total business for the year.
10%	Percentage of net profit.
$7,200	Net profit at end of year.

It will be seen that, though the mark-up was twice as large in the case of non-advertised goods, yet they yielded a smaller profit than the advertised. This is due solely to the fact that the turnover of the latter was twice as fast.

STIMULATING SALES OF WIRE

Kingston, Ont.—Local hardware merchants are booming the sale of wire. "You need wire to keep the chicks out of the garden," is the heading of an interesting advertisement one merchant is carrying in the local newspapers. The advertisement also points out that wire is needed in the garden for sweet peas and nasturtiums to climb on. With warm weather the sales are expected to be large.

Will Prices Return to 1914 Levels?

Comment of Manufacturers on This Topic of Current Interest—Four Primary Elements in Cost of Production—Transportation and Labor are Important Items to be Adjusted

DISCUSSING the possibility of a return to 1914 price levels in hardware, or to an even lower scale of prices, as a result of the present tendency toward lower levels, a number of manufacturers and wholesalers have expressed some interesting views.

"It is wonderful what a balloon will do in the way of collapsing if it is properly perforated," said A. T. Enlow, president Dominion Sheet Metal Corporation, Hamilton, Ont., to Hardware and Metal. "When we consider how anxiously everyone is now stewing around to try to determine whether the selling prices will go lower than in pre-war times, it causes one to smile when he thinks of the unanimous decision of all the wise ones that prices would never revert to old figures because standards of living had raised to such an extent that people would never be satisfied to go back to pre-war prices."

Four Elements in Production Costs

"There are four primary elements in the cost of production which can never be dissolved, however much they might be distorted," said a stove manufacturer, when interviewed by Hardware and Metal. "These are: The cost of raw materials; overhead expense; transportation charges, and labor costs."

It was stated that in dealing with a general reduction in the scale of prices, these elements are vitally affected, either separately or collectively. During the war period, a general decline in production efficiency became evident, traceable to the advent of military duties among experienced and mature help, which thus brought the introduction of much "green" or inexperienced labor into many branches of trade. This culminated in a higher plane of overhead and operating expense, which in turn brought its proportionate bearing upon inflation of prices, and owing to the resultant concentration of public attention to items of an overhead nature these have now been cut to a minimum.

Gradual Reductions

It was pointed out that a review of prices during the past few months shows a gradual trend of reductions in numerous hardware commodities. These have naturally been dependent upon material costs, which also show recent slight declines in the raw product markets. The two important factors remaining are transportation and labor charges; which elements, having a retroactive effect, are not only hindering the reduction of raw material prices, but also greatly retard the decrease of prices to a pre-war basis, which might otherwise develop.

While transportation rates are considered to be unusually high, yet a return to 1914 or earlier scales can hardly be expected, either now or in the future, said this manufacturer. Several reasons were given for this, chief among them being high maintenance charges and prohibitive construction costs. These would possibly be minimized in time, but not to the degree which would bring them within reasonable distance of figures belonging to earlier days.

An accurate forecast, or reliable prediction as to the future prices is therefore dependable upon the trend of these factors. Until the transportation and labor elements in production reduce in proportionate scale simultaneously with the efforts made to bring down overhead and raw product charges, the general move will be restricted in a minor way, and confined to only a few lines. By remaining at present levels, transportation and labor factors will automatically combine to govern the trend of prices. Labor in some cases, has already shown a small reduction, but the movement is not yet general.

Factors Are Interdependent

It will be seen that all these four primary elements are interdependent; each apparently waiting for the other to move, and revolving in a circle of counter-effect. But a careful study reveals that a commencement on the downward grade has been made; and with intelligent consideration of the forces operating in this direction, substantial progress towards price reduction will be achieved.

Whether prices will again reach to a pre-war basis generally, or whether they will sink even to a lower level in some cases, is a difficult proposition to determine at this time; depending as it does upon the ratio of future reductions apparent in the contributory elements.

Liquidation of Stocks

But there is also one other important

Continued on page 42



Don't stop, you're almost out of the woods.
—Chapin in St. Louis "Star."

Hardware and Metal

Canada's National Hardware Weekly

Member Audit Bureau of Circulations Member Associated Business Papers

The Only Weekly Hardware Paper in Canada

PUBLISHED EVERY SATURDAY SINCE 1888 BY

The MacLean Publishing Company, Limited

Montreal TORONTO, CANADA Winnipeg

SATURDAY, MAY 28, 1921

SUCH protest has been made that the proposed firearms legislation will restrict tourist traffic in Canada, that a recent deputation to Ottawa was assured by F. H. Keefer, M.P., that an amendment would likely be made which would eliminate any hardship on tourist traffic. Parliament is anxious to rush legislation to end the present session and it would surprise no one if the suggested amendments re firearms were left over for some time.

* * *

IT HAS been the custom in many cases with those offering premiums to people who sell articles for them to give .22 calibre rifles to boys who win. The Ontario Provincial Police Department have had enquiries as to whether this is against the law. Superintendent Joe Rogers states that no rifle can be given, sold or even loaned to a minor by anyone, as it is contrary to the Act. The provincial officials have been trying to stamp the practice out, especially since there have been several fatal accidents as the result of boys handling rifles. "You had better get rid of those rifles as soon as you can," said Superintendent Rogers to this merchant. "It might go hard with you if your premises were searched and the rifles found there."

Liquor and Collections

COLLECTIONS are reported by wholesale hardware merchants to be fairly good, but in this connection it is noted that some trades are finding collections to be slow, for which a number of interesting reason are given. In Ontario and other provinces which have recently voted for prohibition, it is unfortunately stated that numbers of retail merchants have so tied up their money in securing stocks of liquors, sufficient to last for as much of the "dry" period as possible, that they have been unable to fully meet their obligations. One wholesaler who investigated the situation in Ontario recently is alleged to have found that in many cases the average small retailer had from $500 to $2,500 invested in liquor.

Wholesale hardware merchants either through respect for their trade or more probably as a statement of fact, indicate that this tendency has had little if any effect on their collections. It is pointed out that this would normally have no more effect on collections than would the purchase of automobiles. Taking the province or the country as a whole the opinion was expressed that far more money was invested in cars than in liquor and that this investment did not affect collections unduly. An investment in an automobile is obviously sounder than one in liquor. However, the period of drought has not yet arrived and as the effect would not be felt until the expiration of the usual 30 or 60 days, failure to meet current accounts would hardly yet be noticeable.

Further evidence of the effect of this legislation is seen in the recent report of the head of a large mortgage company who stated that of approximately six hundred mortgages issued during the month of April by one company the mortgagers admitted that at least a portion of the funds were to be used in the purchase of a stock of liquor.

It has been held by many hardware merchants that business has been much better since the liquor business has been curtailed and it is to be hoped that in its dying struggles its efforts to further hamper business at this time will not be far-reaching.

Dollar Will Buy More Hardware

THERE are many factors in the present condition of business which the hardware merchant should be able to turn to good advantage in increasing the sale of hardware in his community. The decline in costs not only of hardware but of other commodities not only enables the customer to get better value for the money spent over the hardware counter, but the decline in groceries, dry goods, etc., should increase the customer's buying power. This point was well illustrated in a sketch which appeared in last week's issue of Hardware and Metal showing the increased buying power of the dollar in groceries. True there has been some reduction in wages to offset this but to date this tendency has become by no means general and champions of a higher standard of living in the community think this would offer little solution.

It is therefore evident that the average customer has more money to spend on hardware than for some time and that this money will have a greater buying power. This combination should be an effective aid for the merchant who will put his shoulder to the wheel in his community to overcome the inertia of those who should be good customers at this time. It is held by some authorities that the slackness evident in some districts is due to a popular sentiment of retrenchment which at present prices has little justification. The retailer is the individual who is in personal touch with the ultimate buyers of hardware and just as he is the man whose co-operation must be secured to successfully market a new line of goods, so he is the man who, by this personal contact, is best able to dissipate the aforementioned sentiment.

Willing To Take Advice

EVEN the critics of the Minister of Finance and his budgets are compelled to admit that Sir Henry Drayton is not above accepting the advice of competent business men and altering regulations to comply with their suggestions. True he was slow to accept the advice of retail merchants concerning the Luxury Tax as outlined in the 1920 budget but that was his first effort along this line and to make radical changes immediately after issuing it would seem to give evidence of weakness or lack of thought. However it was adjusted satisfactorily and Sir Henry still contends publicly that the Luxury Tax served its purpose.

Much the same situation has arisen with the 1921 Budget as recently outlined fully in Hardware and Metal. A number of the obvious difficulties of the first proposals were the subject of vigorous protest and this has resulted in a number of changes being made. The plan to allow wholesalers and manufacturers to absorb the sales tax and not show it separately would lead to great confusion, and it has now been definitely ruled that at least 1 1-2 per cent. will be shown on each invoice from the manufacturer or wholesaler. This was the plan early agreed upon by wholesalers and manufacturers in Toronto. The tax on binder twine has been removed, as it was obviously unfair to handicap the Canadian manufacturer to the extent of 1 1-2 per cent. as compared with the U.S. manufacturer selling on this market. The decrease in the sales tax on lumber should also be of assistance in encouraging construction, or at least in removing additional burden on an industry which requires careful nourishing at this time.

Half Holidays and Daylight Saving

Partial List of Cities and Towns Throughout Canada Showing Half Holidays Being Observed by Merchants and Whether Standard Time or Daylight Saving is in Effect—List Will Be Completed Shortly—Send in Your Report if Not Already Listed

ONTARIO

ACTON.—Wednesday half holiday from 12.30 p.m. May to October. Close 6 p.m. except Friday and Saturday. Standard time.

ALMONTE.—No half holiday. Close 6.15 p.m. except Saturday. Standard time.

ALLISTON.—Friday half holiday, May to September. Close 6 p.m. except Wednesday and Saturday. Standard time.

ARNPRIOR.—Wednesday half holiday July and August. Close 6 p.m. Tuesday and Saturday. Standard time.

ALEXANDRIA.—No half holiday. Close 6.30 p.m. Monday, Wednesday, Friday. Standard time.

BURLINGTON—No half holiday for hardware stores. Close 8 p.m. Standard time.

BURK'S FALLS.—Thursday half holiday from 12 noon June, July, August. Close 6 p.m. except Saturday. Standard time.

BRUCE MINES.—No half holiday. Close 6 p.m. Monday, Wednesday, Friday, all year round. Standard time.

BLIND RIVER. — Wednesday holiday from 12.30 p.m. May 4 to October 5. Close 6 p.m. except Saturday. Standard time.

BRACEBRIDGE.—Thursday half holiday from 1 p.m. from May 1 to October 1. Close 6 p.m. except Saturday and evening prior to holiday. Standard time.

BRANTFORD.—Wednesday holiday from 1 p.m. July and August. Close 6 p.m. except Saturday.

BLENHEIM. — Wednesday holiday from 12 noon in some cases only, from May till October. Close 6 p.m. except Tuesday and Saturday. Standard time.

BRIGHTON.—Wednesday holiday from 12 noon, May to September, inclusive. Close 7 p.m. except Saturday. Standard time.

BELLEVILLE. — Wednesday half holiday from 12 noon, during June, July, August. Close 6 p.m. Standard time.

BARRIE.—Wednesday half holiday from 12 noon from June to September. 6 p.m. closing except Saturday. Standard time.

BRAMPTON.—Wednesday half holiday from 12.30 May to August. Close 6 p.m. except Saturday. Standard time.

COBALT.—Wednesday half holiday May to September inclusive. Early closing at 6 p.m. Saturday 10 p.m. Standard time.

COLBORNE.—Wednesday holiday from 12 noon May 1 to October 1. Open evenings except Wednesday. Standard time.

COBOURG. — Wednesday holiday from 12.30 May to September inclusive. Close 6 p.m. except Saturday. Standard time.

COLLINGWOOD. — Wednesday holiday 12.30 p.m. June to August, inclusive. Close 6.30 p.m. except Saturday. Standard time.

COPPER CLIFF. — Thursday holiday from 12.30 p.m. May to August, inclusive. Close 6 p.m. except Saturday. Daylight saving June 1 to Oct. 15.

CREEMORE.—Thursday holiday from 12.30 noon, May to September. 6 p.m. closing except Wednesday. Standard time.

CAMPBELLFORD. — Friday holiday from 12.30 May to September. Close 6 p.m. except Wednesday and Saturday. Standard time.

CLINTON.—Wednesday holiday from 12.30 p.m. May to September inclusive. Close 6.30 p.m. except before holidays. Standard time.

CHATHAM.—Thursday half holiday from 12.30 p.m. from May to August inclusive. Close 7 p.m. Saturday 10 p.m. Standard time.

CHATSWORTH.—Wednesday half holiday May to September. Close 6 p.m. Standard time.

DUNNVILLE.—Wednesday half holiday from 12.30 p.m. May to October. Close 6 p.m. except Saturday. Standard time.

DUTTON.—Close Wednesday from 12 noon May 1 to October 1. Close 6 p.m. except Saturday. Standard time.

DRAYTON.—Thursday half holiday from 12 o'clock from May 15 to September 15. Close 6 p.m. Monday, Tuesday, Friday. Open Wednesday and Saturday evenings. Standard time.

ELORA.—Wednesday holiday from 12 noon May 1 to Nov. 1. Close 6 p.m. Standard time.

EXETER.—Wednesday holiday from 12.30 p.m. June to August. Close 6 p.m. except Saturday. Standard time.

ELMIRA.—Wednesday holiday from 12.30 p.m. April 1 to Nov. 1. Close 6.15 except Saturday. Standard time.

EMBRUN. — No holiday. Close Monday, Wednesday, Friday, 7 p.m.

FINCH. No half holiday. Close 7 p.m. Monday, Wednesday, Friday. Standard time.

FERGUS.—Wednesday holiday from 12 noon except December. Close 6 p.m. except Saturday. Standard time.

HESPELER.—Wednesday holiday from 1 p.m. all year. Close 6.15 p.m. except Friday and Saturday 10 p.m. Standard time.

HENSALL—Thursday holiday from 12.30 May 1 to October 1. Early closing evenings except Wednesday and Saturday. Standard time.

HAGERSVILLE.—Thursday holiday from 12 noon May to August. Close 6 p.m. except Wednesday and Saturday. Standard time.

HAILEYBURY. — Wednesday holiday from 12 noon, May to September, inclusive. Close 6.30 p.m. Standard time.

HAMILTON. — No general half holiday. No early closing regulations. Some hardware stores close Wednesday afternoon July and August. Standard time.

HARROW.—Thursday half holiday from May to September. Standard time.

HIGHGATE. — Wednesday holiday from 12 noon, April to October, inclusive. Close 6 p.m. Monday, Wednesday, and Friday. Standard time.

INGERSOLL. — Wednesday holiday from 12.30 May to Nov. inclusive. Close 6.30 except Saturday. Standard time.

KENORA.—Wednesday half holiday from 1 p.m., May to September inclusive. Close 6 p.m. except Saturday. Standard time.

KITCHENER.—Wednesday holiday from 12.30 p.m. May to September, inclusive. Close 6.15 p.m. Daylight saving.

LANSDOWNE. — No half holiday. Close 6 p.m. Monday, Wednesday, Friday. Standard time.

LISTOWEL. — Wednesday holiday from 12 noon, May to September, inclusive. Close 6 p.m. except Saturday. Standard time.

MILLBROOK.—Thursday half holiday from May to September inclusive. Close 6 p.m. except Wednesday and Saturday. Standard time.

MARKHAM.—Wednesday holiday 12 noon May 1 to October 1. Close 6 p.m. except Saturday. Standard time.

MILTON.—Wednesday holiday from 12.30 p.m. May to September. Close Monday, Wednesday, Friday, 7 p.m. Standard time.

MORRISBURG.—No half holiday. No early closing. Standard time.

MARMORA.—Wednesday half holiday from 12 noon from June to August inclusive. Standard time.

MITCHELL.—Wednesday holiday from 12.30 May to October inclusive. Close 6.30 p.m. except Saturday. Standard time.

MOUNT ALBERT. — Wednesday half holiday May to October. Close 6 p.m. except Thursday and Saturday. Standard time.

MILDMAY. — Thursday half holiday from 1 p.m., from May to August inclusive. Close 6.30 p.m. Standard time.

NIAGARA FALLS. — Wednesday half holiday from 12 o'clock from January to November. Close 6 p.m. Saturday 9 p.m. Daylight saving May 1 to Oct. 15.

NORTH BAY.—Wednesday holiday from 1 p.m. May to October inclusive. Close 6 p.m. except Saturday and before holidays. Standard time.

NEW LISKEARD.—Wednesday half holiday from 1 p.m., June to September. Close 6 p.m. except Saturday. Standard time.

NEW HAMBURG.—Wednesday holiday from 12.30 p.m. May to August. Close 6 p.m. except Saturday Standard time.

NIAGARA-ON-THE-LAKE. — Wednesday holiday from 1 p.m. June to September. Daylight saving to October 1.

NAPANEE.—Wednesday half holiday from 12 o'clock from June 15 to August 30. Close 6 p.m. except Saturday. Standard time.

ORANGEVILLE. — Wednesday holiday from 12 noon May to September. Close 6 p.m. except Saturday. Standard time.

ORILLIA. — Wednesday holiday from 12 noon, May to Octobed 1. Close 6 p.m. except Saturday. Standard time.

OSHAWA.—Wednesday holiday from 1 p.m. June to August. Close 6.30 except Saturday. Standard time.

OTTAWA.—Saturday half holiday from 1 p.m. during July and August. Close 6 p.m. Daylight saving May 1 to October 1.

PETROLIA.—Wednesday half holiday from 12 noon from June to September inclusive. 6 p.m. closing, except Saturday. Standard time.

PICTON.—Thursday half holiday from 12 noon during July, August, September. Close 6 p.m. all year. Standard time.

PARIS.—Wednesday half holiday all year round. Close 6 p.m. Standard time.

PRESCOTT.—Wednesday holiday from 12 p.m. July and August. Close 6 p.m. except Saturday. Daylight saving to September 30.

PORT BURWELL.—Wednesday holiday from 12 noon May till October. Standard time.

PENETANGUISHENE.—Wednesday half holiday from 12.30 noon, May 13th to September 15th. Close 6 p.m. except Saturday. Standard time.

PARKHILL. — Wednesday holiday from 12 noon May to September, inclusive. Close 6 p.m. except Saturday. Standard time.

PARRY SOUND.—Wednesday half holiday 12.30 p.m. during June, July, August, September. Close 6 p.m. except Saturday and evenings before holiday. Standard time.

PRESTON.—Wednesday holiday from 12.30 noon throughout year. Close 6 p.m. except Saturday. Standard time.

RODNEY. — Friday holiday from 12 noon May to September 30. Close Monday, Wednesday, Friday, 6 p.m. Standard time.

RENFREW.—Half holiday not decided vet. Closed Wednesday p.m. last year. Close 6 p.m. Standard time.

SAULT STE MARIE.—Wednesday half holiday at 12 o'clock, during every month except December. Closing 6 p.m. nightly. Standard time.

STURGEON FALLS.—Wednesday half holiday 12 noon, June, July, August. Close 6 p.m. except Monday and Saturday. Standard time.

Continued on page 45

News of Western Canada

Hold "Made in Winnipeg" Exhibition

Many Hardware Firms Among Those Exhibiting —Educational Effort to Encourage Use of Goods Manufactured Locally

WINNIPEG.—The Made-in-Winnipeg Exhibition held for a whole week is stated to have been very successful. Crowds thronged the Board of Trade Auditorium throughout the week and the valuable prizes given each day to visitors were an added inducement. Intelligent interest was shown in the various products put on exhibition by Winnipeg manufacturers and wholesalers and it is felt that the affair will help greatly to stir up interest in local products.

The exhibition had considerably over 100 booths. It was opened by the Mayor and during the week three bands provided entertainment. The executive committee has decided on a follow-up campaign. Billboards will be used and other publicity effort made in the surrounding district. Competitions in securing "Made-in-Winnipeg" labels from parcels taken into the home will also be held for children and a "Home Book" setting forth Winnipeg goods procurable is already in course of preparation and will be distributed throughout Winnipeg and suburbs.

The numerous booths all had excellent displays. These included the following hardware firms: D. Ackland & Son, Simmons Ltd., Canadian Insulation Co., J. Pickles, W. H. Whyte Co., Canadian Community Cut Glass, Vulcan Iron Works, G. F. Stephens & Co., Globelite Battery Co., Canada Dry Cells Co., Guarantee Iron & Drop Forgings, Burgess Batteries Ltd., Home Appliances Mfg. Co., Anthes Foundry Co., Guarantee Sheet Metal Co., Eternal Battery Co., Canadian Broom Mfg. Co., North Star Oil Co.

The project had its inception in the mind of Mayor Parnell and arrangements were soon made by a strong executive committee. Among the members of this committee were: L. R. Baker, Burgess Batteries Co.; W. E. Milner, managing secretary Board of Trade; J. M. Davidson, Winnipeg Board of Trade; J. H. Curle, R.M.A.; G. E. Carpenter, C.M.A.

WESTERN NOTES

Kamsack, Sask.—Settlers, Ltd., hardware and garage suffered recent fire loss. Building, stock, fixtures and several automobiles were destroyed.

POSTPONE SASKATCHEWAN R. M. A. CONVENTION

The secretary of the Saskatchewan branch of the R. M. A. writes to Hardware & Metal as follows:

"The sudden decision of the Saskatchewan Government to hold the provincial elections on the 9th of June, has made it necessary for us to postpone our annual convention for one week. The new dates are Tuesday to Thursday inclusive, June 14th, 15th and 16th.

"No change will be necessary in the program and judging from the response we are receiving from our members we do not think the attendance will be affected in any way.

"We are arranging with Bram Thompson, M.A., editor of 'The Canadian Law Times,' to give us a talk on the Bankruptcy Act on the last day, Thursday morning."

VARNISH OUTLOOK IS GOOD

"Business in Canada is improving all the time; in fact, we are away ahead of last year so far," said the general sales manager of a varnish manufacturing firm to Hardware and Metal in discussing the varnish outlook. "I have just completed a trip from Vancouver clear through to Toronto and I find business improving all along the line. There is only one exception and that is down around Lethbridge. However, they were getting good rain when I was there which indicated that they are going to get a crop. If this rain will continue for a while until the seeds take root there is no doubt but what they will get a crop and as you know when they do get one they get a big one, so that will clean up the whole of the Dominion in good shape. The outlook for business is good."

SPECIAL BRUSH WEEK IN VANCOUVER

Special effort to encourage the sale of brushes was concentrated by the representative of the Boeckh Co., Ltd., Toronto, in Vancouver, B.C., by means of a special "Boeckh Week." Twenty-one merchants in Vancouver and New Westminster made brush displays exclusively and three others combined paint and brush displays. Three prizes were offered for the best windows. First prize of $25 was won by W. J. Burr, buyer for T. J. Trapp & Co.; second prize of $10 to W. J. Jefferies, Fraser Hardware Co., and third prize of $5 to A. McCallum, Owen McCallum Hardware Co. Advertisements were run by the company in the company in the local newspapers backing up the effort of the dealers.

OPEN NEW BRANCH OF WESTERN HARDWARE STORE

Suffield, Alta.—The executive of the McGregor Hardware Co., Ltd., J. D. McGregor, Hilt McGregor, A. W. McGregor, of Brandon, Man., together with L. A. Leavens, their Alberta representative, have made an inspection of their Alberta branches. They completed arrangements to open a branch store at the new irrigated town of Vauxhall, the new store to be 26 x 60. This firm has stores at Suffield, Retlaw, Travers, and Cluny, and it is their intention to put in a large chain of retail stores in Southern Alberta. They would be pleased to receive particulars from manufacturers of new hardware goods.

WILL PRICES RETURN TO 1914 LEVEL?

Continued from page 39

feature which must be acounted for previous to the bringing of prices back to their old standards, and that is the automatic reduction or liquidation of present stocks. Until stocks on hand, which were accumulated when the pinnacle of high prices prevailed, are not only substantially reduced but can also be replaced at more reasonable cost, dealers and merchants will be reluctant to follow the gradual but sure descent to pre-war levels.

In many cases, the replacement cost is already a little less than it was a year or so ago. But manufacturers cannot afford to produce for stock alone, neither can they endeavor to compete at pre-war price figures on a present-war operating basis.

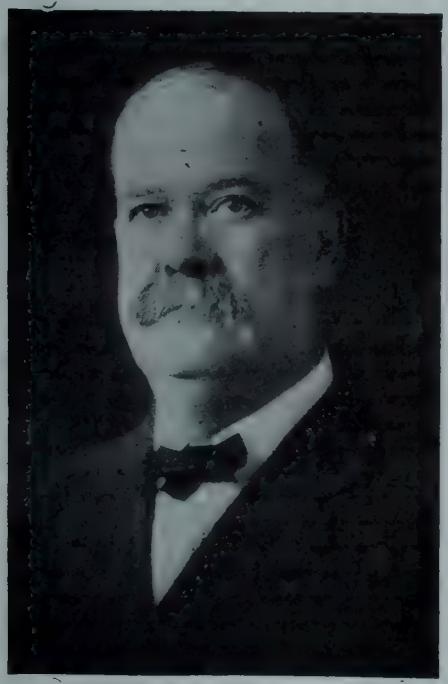
Sask. R.M.A. Will Have Big Program

Annual Convention on 14th, 15th and 16th of Next Month in Saskatoon Will Have Many Interesting Speakers on Subjects of Vital Importance to the Retailer

THE eighth annual convention of the Saskatchewan Provincial Board, the Retail Merchants' Association of Canada, Inc., will be held in the Regent Pavilion, Twentieth Street, Saskatoon, on the 14th, 15th and 16th of next month, it having been postponed one week on account of the provincial elections taking place on the 9th. The program for the same is as follows:

Tuesday Morning, June 14

Nine o'clock — Registration of delegates. Address of welcome: His Worship the Mayor, Dr. A. McG. Young; Mr.



S. D. McMICKEN,
of Moose Jaw, who will preside at the forthcoming annual convention of the Saskatchewan R.M.A.

Harley Henry, president Saskatoon Chamber of Commerce. Reply to address of welcome by representative merchant.

10.30—President's address.

11.00—Treasurer's report.

11.30—Secretary's report.

11.45—Appointment of nominating and resolutions committees. Announcements.

All sessions start promptly on time.

For information ask anyone wearing a red badge.

Tuesday Afternoon, June 14

1.30—Drive around city as guests of the United Commercial Travellers' Association, including a visit to the Quaker Oats plant and other points of interest.

3.30—Address by J. A. Banfield, Winnipeg, president Dominion Board, "The Work of the Dominion Board during the Past Year."

4.30—Address by F. J. Martin, president, Northwestern Mutual Fire Association of Seattle, "Mutual Fire Insurance."

5.30—Discussion on Retail Merchants' Underwriters' Agency.

Tuesday Evening, June 14

8.00 p.m.—Joint banquet with United Commercial Travellers' Association, Address: Prof. W. W. Swanson, University of Saskatchewan. U.C.T. male voice quartette and other features by commercial men.

Wednesday, June 15

TRADE SECTION MEETINGS

Grocers and Butchers

9.00 a.m.—Joint meeting with all wholesale grocers and packers operating in Saskatchewan. Object: To secure closer co-operation.

4.00 p.m.—Grocers: Resolutions and election of trade section executive.

Butchers

2.00 p.m. — Discussions: Slaughter house regulations and sale of meat by other than retail butchers. Dr. M. M. Seymour, Provincial Commisssioner of Health, has been invited to address the meeting and take part in the discussions.

4.00 p.m.—Resolutions and election of trade section executive.

Druggists

9.00 a.m.—Saskatchewan Temperance Act. Narcotics Drug Act.

2.00 p.m.—Resolutions and election of trade section executive.

Hardware

9.00 a.m.—Offensive Weapons Act. Explosives Act. Other business.

2.00 p.m.—Resolutions and election of trade section executive.

Boots and Shoes

9.00 a.m.—Discussions:

Marketing conditions—buying "Made in Canada" goods.

Window display—the greatest drawing card in any business.

Advertising—false representation of values.

Store arrangement.

Salesmanship—how to increase turnover.

2.00 p.m.—Resolutions and election of trade section executive.

Clothiers

9.00 a.m.—Discussions:

Store arrangement.

Salesmanship—how to increase turnover.

Window display—the greatest drawing card in any business.

Advertising—false representation of values.

Marketihg conditions—buying "Made in Canada" goods.

2.00—Resolutions and election of trade section executive.

Sectional meetings will be arranged for any other line of trade if sufficient delegates are present.

5.30 p.m.—Visiting delegates will be the guests of the local association at a Western Canada League ball game.



J. A. BANFIELD
President of the Dominion R.M.A., who will speak on the work of the Dominion Board at the forthcoming annual convention of the Saskatchewan R.M.A.

8.30—Public meeting. Address by Hon. C. A. Dunning, Provincial Treasurer, "The Natural Resources of Saskatchewan."

Moving pictures showing national industries. (Supplied by the Federal Department of Trade and Commerce.)

Thursday Morning, June 16

9.00 a.m.—Address by Bert R. Masecar, B.Acc., auditor to the Retail Merchants' Association, Saskatchewan Branch. Subject: The income tax. Questions and answers.

10.00—Address by Dean Rutherford, University of Saskatchewan. Subject: A new line of endeavor for the retail merchant.

11.00—Debate "A Cash Business vs. Credit," two prominent country merchants.

Thursday Afternoon, June 16

2.00—Receiving resolutions and considering same. New business.

Continued on page 46

Events in the Trade

BUSINESS CHANGES

Toronto.—Jones & Co. hardware has been succeeded by the Greenside Hardware.

Prescott, Ont.—W. F. Macpherson has sold hardware business to W. Glassford, of Beaverton, Ont., who will take charge at once.

Sudbury, Ont.—Arthur Goddard, formerly with Cochrane Hardware, Ltd., for eight years and with the Fowler Hardware, Ltd., for the past wo years, has taken over the stock of E. C. Ricard and launched the Goddard Hardware Co. Mr. Ricard is opening up business in Timmins. Goddard Hardware request hardware catalogs and price lists.

NEW FIRMS

Graydon & Wickham are opening a hardware business at 1466 Danforth Ave., Toronto, on June 1.

OBITUARY

Robert N. Peck, for thirty-eight years with The Stanley Rule and Level Co., and who was elected vice-president of the Stanley Works, New Britain, Conn., when the former company was merged with the latter about a year ago, is dead.

FIRE LOSS

Kingston, Ont.—In the fire which swept a portion of the village of Verona, E. L. Amey, general merchant, suffered a severe loss in oils and paints, gasoline engines and sewing machines. He had quite a large stock on hand. His storehouse, store, mill, and an addition to his store, under construction, were all destroyed with the contents. His loss will reach $20,000 with insurance to the extent of $4,000.

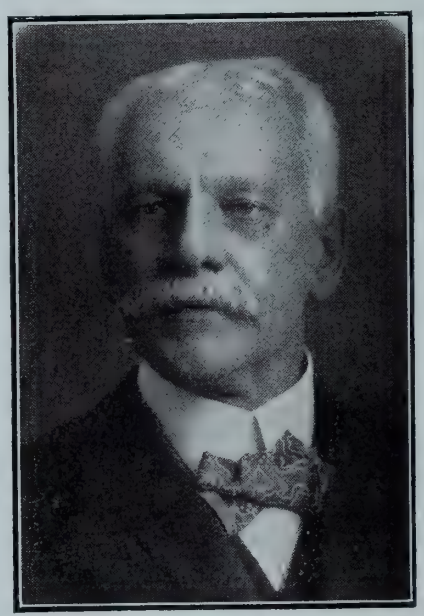
TO TAKE UP PERMANENT SECRETARIAL WORK

W. F. Macpherson, Prescott, Ont., secretary of the Ontario Retail Hardware Association, has disposed of his hardware business in Prescott, Ont., and will be in position to take up the permanent secretarial work of the association by June 1, as outlined in a report of the executive committee meeting in a recent issue of Hardware and Metal.

Kingston, Ont.—Howard Marshall, hardware merchant, had his fine glass front window shattered as the result of an accident when a returned soldier ran his car into the window, having lost control.

Starke-Seybold Ltd. Make Presentation

MONTREAL.—Mr. and Mrs. J. P. Seybold, Montreal, celebrated their golden wedding quietly on Monday of this week with their family. During the day they were presented with a mahogany grandfather's clock by



J. P. SEYBOLD

the firm of Starke-Seybold, Limited, while a number of other gifts were made by their friends.

After the reception and presentation at the family residence Mr. and Mrs. Seybold left in the evening for a second honeymoon to revisit the scenes of Mrs. Seybold's early youth, over half a century ago at St. Catharines, Ont., where they will make a two weeks' holiday.

The children who joined in the celebration included Messrs. H. B. and G. C. Seybold, Mrs. George Ernest Blackburn, E. L. Seybold and Lieut. J. C. Seybold, O.B.E., who served with distinction overseas during the war. There were also present seven grandchildren.

Mr. Seybold is an old-time Montrealer, having been born here on May 15th, 1848, a son of the late Christian Seybold. He was married on May 25th, 1871, exactly 50 years ago, to Miss M. A. Bricker, of Waterloo, Ont.

Mr. Seybold was educated at the Montreal High School, and after graduating joined the Joseph N. Hall Co., of which his father was a partner. On the death of Mr. Hall the firm was re-constructed as Seybold, Son & Co., when J. P. Seybold became a partner in the firm.

On the death of Mr. Christian Seybold some 20 years ago the firm was reorganized as Seybold & Sons Co., continuing in business on St. Paul street until 1907, when they amalgamated with the Starke Hardware Co., with the firm name of Starke-Seybold, Limited, under which name the firm still continues.

Since the reorganization Mr. Seybold retired from active work with the firm, but refused to drop his business activities, carrying on since then as representative of the Independent Cordage Co., which he still holds.

PERSONAL

Frank Moore, who has been with Colin Fingland, hardware merchant, Blyth, Ont., has moved to Goderich.

S. H. Whyte, of the S. H. Whyte Manufacturing Co., Ltd., of Winnipeg, is on a business trip visiting the important centres.

The wedding was solemnized at the Methodist parsonage in Wallaceburg, Ont., of Wilfred Ratz, of Ratz Bros. hardware at Mitchell, Ont., and Miss Mina Wilson.

E. P. Marnell, recently of A. Ramsay & Co., Montreal, has joined the staff of the S. C. Johnson & Co., Brantford and will cover the province of Quebec.

Montreal.—Jno. A. Frazer, sales-manager, Lewis Bros., Limited, was re-elected president of the Montreal Publicity Association at their annual meeting held last week, and was presented with a gavel by the honorary president, F. W. Stewart. H. S. Van Scoyce, Canada Cement Co., was elected first vice-president.

Directors chosen from the hardware field of Montreal include: H. S. Beecher, Gillette Safety Razor Co. of Canada, Ltd.; E. M. Putnam, Dominion Cartridge Co., Ltd.; J. A. Lapres, Canada Cement Co., and W. J. Delaney, Sherwin-Williams Co.

OPEN NEW ELECTRICAL DEPT.

Allins, Ltd., hardware merchants of Lindsay, Ont., recently added to the present store a new department for electrical work. House wiring and contract work will be specialized in. A room at the rear of the store has been fitted as a supply room and is very complete.

WESTERN ONTARIO NEWS

H. Edge, hardware merchant at Seaforth, Ont., has commenced remodelling the Royal Hotel which he purchased recently into a modern store with apartments above.

Fleming & Son, hardware merchants, at Blenheim, Ont., have commenced work on a new store.

Crane, Limited, have secured property on Wellington Street near King William, Hamilton, Ont., and will erect a large building there.

Parsons Fair at Goderich, Ont., purchased the stock of Wesley Walker and put on a special sale this week in connection with the lines secured.

Plans are under way for a large new auto factory in East London for London Motors, Limited, and that work will proceed during the summer. The first car to be manufactured by the firm was turned out in the down-town plant this week.

MERCHANTS OBSERVE HOLIDAY ON JUNE 3.

Kingston.—Local merchants this year decided to remain open on May 24 and to observe June 3 (King's birthday) as a whole holiday. Owing to the fact that the two holidays come so close together, it has been found that the observance of both these days interfered a great deal with business. Until this year it was the custom of the merchants to observe both holidays.

INCORPORATIONS

National Household Appliances, Ltd., has been incorporated at Ottawa with capital of $400,000 and head office in Sackville, N.B., to manufacture and deal in washing machines, wringers, dishwashers, furnaces, stoves, boilers, toilet wares, etc.

Canadian Sanitary Can Co., Ltd., has received Dominion incorporation with headquarters at Toronto and capital stock of $400,000 to manufacture cans, containers, boxes, etc.

Hold-Mar Vacuum Piston Co., Ltd., has received Dominion incorporation with capital stock of $150,000, head office in Montreal, Que., to manufacture and deal in automobiles, bicycles, trucks, motor boats, accessories and parts.

Spiral Nail Co., Ltd., has received Dominion incorporation with capital stock of $100,000, head office in Toronto, to manufacture and deal in nails, screws and other articles of iron, steel or other metals.

CHANGE NAME OF LOUIS McLAIN CO.

Application has been made to Ottawa to change the trade name of the Louis McLain Company, of 2480 Dundas Street W., Toronto, to the Ideal Aluminum Products, Limited. This follows on the withdrawal from this corporation of Louis McLain, which was recently announced in Hardware and Metal.

The branch office of this firm hitherto located at Kitchener, Ont., will be absorbed into the head office and factory at Toronto, and Ontario representatives will make this point their unit base in the future.

It is stated that other branch offices will be installed within the next few weeks at Montreal, Halifax and St. John. According to General Manager E. Roderick, new selling agencies have recently been organized in the United Kingdom, South Africa, Australia, New Zealand, the West Indies, South America and Mexico.

"DOLLAR WEEK" BRINGS GOOD RETURNS

London, Ont. — The "Dollar Week" which the merchants of Wheatley, Ont., put on this week, following the success of their previous "Dollar Day" campaigns, brought out the largest number of buyers in the history of the town. Last week there were such heavy rains that farmers found it impossible to get on the land. This week it was fine enough for them to motor to town but the land was still too wet to plow and seed. Farmers with their wives and families arrived in their motor cars in scores and many of them had long lists of wants to supply. Many of them planned to buy as much as possible while they had the opportunity, realizing that with the coming of warm weather they are going to be very, very busy. This situation was just what the merchants wanted and meant a heavy turn over for them. Hardware merchants did a splendid business in seasonable lines, including considerable quantities of paint. The farmers are prosperous and are looking for an excellent season. This means good business ahead in the opinion of merchants.

HALF HOLIDAYS

Continued from page 41

ST. CATHARINES.—Wednesday half holiday all year except when holiday in same week. Close 6 p.m. except Saturday. Daylight saving till September 30.

ST. MARY'S.—Wednesday holiday from 12:30 p.m. May to September. Close 6 p.m. except Saturday. Standard time.

SUDBURY.—Thursday holiday from 12.30 p.m. May to August. Close 6 p.m. except Saturday. Standard time.

SEAFORTH.—Wednesday holiday 12.30 p.m. June to September. Close 7 p.m. Standard time.

SIMCOE.—Wednesday half holiday from 12 noon June to September. Close 7 p.m. except Saturday. Standard time.

SHELBURNE.—Wednesday half holiday May to September. Close 6 p.m. except Saturday. Standard time.

TORONTO (WEST).—Wednesday half holiday all year round. Daylight saving for summer.

THESSALON.—Wednesday holiday from 12 noon, May to September inclusive. Close 6 p.m. except Saturday all year. Standard time.

TWEED.—Wednesday half holiday from 12.30 p.m. June, July, August. Close 6 p.m. except Saturday. Standard time.

TILLSONBURG—Wednesday holiday from 12 noon May to September. Close 6.30 p.m. except Saturday. Standard time.

TOTTENHAM.—Wednesday holiday from 12 noon May 4 to September 28. Close 6 p.m. Monday, Wednesday, Friday. Standard time.

UXBRIDGE.—No holiday. No early closing.

VANKLEEK HILL.—No half holiday. No early closing regulations. Standard time.

WINCHESTER.—Wednesday half holiday, 12 o'clock, during June, July, August. Close Monday and Friday 6 p.m. Standard time.

WATERLOO.—Wednesday half holiday from 12.30 p.m., May to October. Close 6.15 p.m. except Saturday. Daylight saving. May to October.

WEBBWOOD.—No half holiday. Close 6 p.m.

WHITBY.—Wednesday holiday from 1 p.m. except December. Open till 8 p.m. Standard time.

WINGHAM.—Wednesday half holiday May to October 1. Close 6 p.m. except Saturday. Standard time.

WALLACEBURG. — Thursday half holiday from 12 noon from Feb. 1 to Nov. 1. Close 6 p.m. except Wednesday and Saturday. Standard time.

WIARTON. — Wednesday holiday from 12 noon June to August. Close 6 p.m. except Saturday. Standard time.

WELLAND.—Wednesday half holiday from 12 noon, from May 1 to September 30. Close 6 p.m. except Saturday. Daylight saving May 1 to September 1.

QUEBEC

BUCKINGHAM.—No half holiday. Close 6 p.m. except Saturday.

BLACK LAKE.—No half holiday. Close 7 p.m. except Saturday. Daylight saving till October 1.

COATICOOK. —No half holiday. Close 6 p.m. except Saturday. Daylight saving May to September.

GRAND MERE.—No half holiday. Close 7 p.m. Saturday. Daylight saving May 1 to October 1.

LAKE MEGANTIC.—Close 7 p.m. Tuesday, Wednesday and Thursday. Standard time.

MONTREAL.—No half holiday. Close 7 p.m. Monday, Tuesday, Wednesday and Thursday. Daylight saving May 1 to October 1.

NICOLET.—No half holiday. No early closing regulations.

RIVIERE DU LOUP.—Close 9 p.m. except Saturday. Standard time.

SHAWINIGAN FALLS.—No half holiday. Close 7 p.m. Tuesday, Wednesday and Friday. Daylight saving May 1 to October 1.

SHERBROOKE.—Some observing Saturday half holiday from June to Nov. 1. Close 6 p.m. except Friday. Daylight saving May to October.

THETFORD MINES.—No half holiday. Close 7 p.m. Daylight saving all summer.

VALLEYFIELD. — No half holiday. Close 6.30 p.m. Wednesday, Thursday, Friday. Standard time.

NEW BRUNSWICK

CHATHAM.—Not decided yet. Close 5.30 p.m. except Saturday. Standard time.

DORCHESTER.—Thursday half holiday from 12.30 p.m. May 19 to Sept. 15. Open Tuesday and Saturday night. Standard time.

FREDERICTON. — Thursday half holiday 12 noon, July and August. Close 6 p.m. except Saturday. Daylight saving till Labor Day.

MONCTON. — Saturday half holiday from 1 p.m. June to September inclusive. Open Friday evening till 9 p.m.

SHUBENACADIE.—Wednesday half holiday June to October, from 12 noon. Close 6 p.m. Monday, Wednesday, Friday. Standard time.

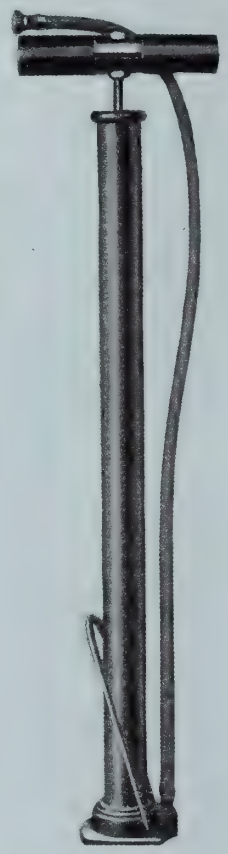
MANITOBA

BRANDON.—Thursday half holiday May to September. Close 6 p.m. except Saturday. Standard time.

New Hardware Goods

OFFERED TO CANADIAN HARDWAREMEN

COLEMAN TIRE PUMP



The Coleman Lamp Co., Ltd., Toronto, is marketing the Quick-Fill pump. This is a tire pump, and the manufacture of such a line by this company is said to be the outcome of manufacturing pumps for the Coleman lamps. Features of the new pump include the permanent fixing of the handle so that it cannot come unscrewed or jar off in the tool box and lock nut under handle bar to give double strength against pressure. The pump has an ebonized handle, cap and plug, no metal screw cap being used. The barrel of the pump is of brass, nickel plated, and is claimed to be rust-proof. The brass barrel is also said to facilitate pumping. The Quick-Fill plunger is claimed to seat itself directly above the check valve right against the bottom of the barrel so that all the air in the stroke is forced past the check valve, thus eliminating waste compression. The entire base of the pump unscrews from the barrel, leaving the check valve exposed for cleaning and loosening if necessary. The pump has a three-inch base to enable its use in sand or soft dirt and it has a nickel spring foot rest. The hose is attached parallel to the barrel so it will not be cracked when put away. The hose connection is also claimed to be an improvement in preventing loss of air.

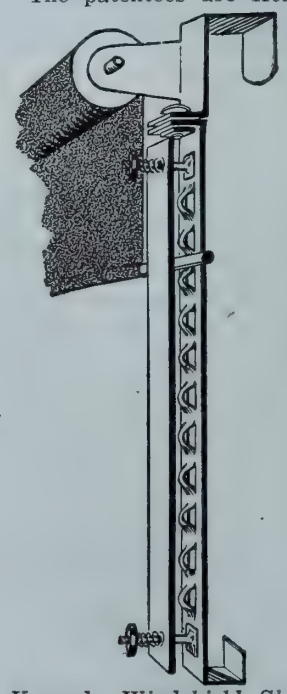
DETACHABLE MICA PLUGS

A new feature of the products of the Apollo Plug Mfg. Co., Ltd., of Birmingham, England, and represented in Canada by British Canadian Distributors, Ltd., Ottawa, is the I.D. detachable mica plugs. These detachable mica plugs are said to be specially designed for the heaviest duty purposes and particularly for tractors. They are made in seven different models. The detachable feature of the plug does not mean the fact that the plug can be removed from the engine, for this applies to all, but a plug of which the central electrode may be removed from the body for purposes of cleaning. Mica has been substituted for porcelain as insulating material and is said to be much more satisfactory in service, it being capable of withstanding unlimited heat and the danger of cracking is very remote.

KENNEDY WINDSHIELD SHADE

For the automobile driver a new windshield vision shade, known as the Kennedy shade is shortly to be placed on the market. This device, designed as a glare eliminator and sight protector, has several novel features claimed for it by the makers.

It consists of a Hartshorn roller, blue shade of linen, and a spring ratchet bracket. The device fits on to the inside of the windshield, and is easily adjustable for any position. Other improvements over the customary motor windshield visor are claimed for this innovation. The patentees are Kennedy & Kennedy, of King street, E., Toronto. A four-page folder illustrating the shade is also being distributed.



Kennedy Windshield Shade

"UNIVERSAL" ELECTRIC RANGE

The "Universal" electric range is a new line which is now ready for the market, and the makers, Landers, Frary & Clark, New Britain, Conn., state that it has been designed with the idea of incorporating in a single stove the various selling features usually found only in a wide variety of numbers and types. The Universal electric range is said to be of strong and rigid construction and requires less floor space (27 x 29 in.) than other ranges of equal capacity. The elevated oven, size 14 x 14 x 19 inches, contains two broilers, is stated to be well ventilated and the entire oven equipment can be easily and quickly removed for cleaning. The hot plates, four in number, are of the enclosed type, heating quickly and retaining cooking heat for a long time after current is turned off. Overlapping rims prevent spilled grease or other liquids from running under the plates. Another feature is that body and frame of stove are entirely free from objectionable screw heads which make stoves so difficult to clean. All electrical connections are thoroughly insulated and elements and other parts can be replaced if necessary, it is stated, easily without the aid of a mechanic. Wires and terminals are numbered to prevent errors in reconnecting. Elements are separately fused and fuse plugs placed directly below controlling switch are readily accessible, and the slanting dial switches are easy to read and of the three-heat type. In appearance the "Universal" range is attractive. The body is black enamelled with oven door and back splasher of white enamel with nickel plated trimmings. The weight of stove is 295 pounds.

SASKATCHEWAN R.M.A. WILL HAVE A BIG PROGRAM

(Continued from page 43)

5.00—Election of officers. Adjournment.

Thursday Evening, June 16

8.00—Public meeting:

Address by Prof. W. W. Swanson, University of Saskatchewan, Subject: The contribution of the retail merchant to the community.

Moving picture showing national industries. (Supplied by the Department of Trade and Commerce.)

During the three days' convention, the Department of Agriculture, Ottawa, will demonstrate egg candling methods to all interested delegates.

Weekly Hardware Market Reports

STATEMENTS FROM BUYING CENTRES

MARKETS AT A GLANCE

THE downward trend of prices is again reflected this week in several reductions of a minor nature. Chief among the declines noted is a substantial reduction in the prices of automobile tires and inner tubes. Gasoline and coal oil are reduced, this being the second decrease shown on these products during the month.

A new price list on scales, showing lower quotations, and a revised discount on radiators are numbered among the reductions. These also include some lines of roofing paper and sheathing, screw hook and strap hinges, also stocks and dies. Range boiler quotations are unsettled, and a new price list is expected shortly.

There is little new business in iron and steel, with prices still unchanged. Lead and zinc products have developed a firm tendency, with solder being maintained at last week's advance. Ingot metal prices remain steady with quotations unchanged on boiler tubes, compression goods, conductor pipe and eavestrough, pipe fittings, corrugated sheets and scrap metals.

Dealers' stocks generally are lower this season and active buying is expected in staple lines. Business in summer lines is good and repeat orders are commencing. Wholesalers and jobbers anticipate a fair volume of trade through the summer and fall seasons. Orders are more numerous but still small and frequent.

Montreal Markets

MONTREAL, May 26.—The trend of a few important lines of hardware is downwards again this week, chief among them being lower prices on some lines of paper and sheathing. Screw, hook and strap hinges also feature, the discount being increased from 15 per cent. to 25 per cent. off list prices. Handled hammers, not including sledge hammers, is another line that shows reduced prices, a decline of 10 per cent. being noticed. To those interested, radiator prices have been lowered through a change in discount.

Other staple commodities, including nails, rope, sheet, pipe and pipe fittings, lead products, bar iron and steel, are holding unchanged and many of these lines are somewhat firmer than they have been in past weeks, more especially in steel and lead products.

Business is now active on summer goods and the first of repeat orders are now coming to the hands of wholesalers and jobbers who expect a good volume of business well through the summer and fall months, as buying on staple, seasonable lines has been comparatively light up to the present, leaving dealers' stocks lower this year than other seasons.

Snow Shovel Net Prices

Montreal.

As announced in last week's issue, a reduction had been made in steel snow shovels. Following are the new net prices: Prince $7.40 doz.; King, $9.90 doz.; Queen, $8.25 doz.; D. handle furnace scoop, $7.40 dozen.

Cross-cut Saws Revised

Montreal.

The Simonds Canada Saw Co. have made revision, with slight reductions on their line of cross-cut saws. Although this is the first change in prices the jobbers have received from saw manufacturers, it is generally thought that saws will be slightly lower for Fall bookings this year.

Bars Are Quiet

Montreal.

Prices are holding unchanged both on local and foreign markets in bar iron and steel, although recent wage reductions in many sources was thought to be an indication of lower prices. Inactivity continues among the wholesalers, and while this condition remains, there seems little chance of much lower quotations as buyers are firm in their opinion that reduced prices would have no effect on stimulating sales. Following are the unchanged quotations:

IRON AND STEEL BARS

Common bar iron, 100 lbs.	3 70
Refined iron	5 20
Iron finished machinery steel	3 75
Mild steel	3 70
Band steel	3 70
Single reeled machinery steel	5 75
Spring steel	5 00
Sleighshoe steel	3 70
Tire steel	3 90
Toe calk steel	4 60
Harrow tooth steel	3 85
Mining tool steel, per lb.	0 23
Black Diamond tool and cast steel	0 23

NOTE.—Refined iron is aproximately $1.50 per 100 lbs. over base, but fluctuates owing to unsettled market.

Band steel in scroll bdles., 50c per 100 lbs. extra.

Flats, iron and steel, 3-16 and thinner, 50c per 100 lbs. extra.

New Prices on Blind Hinges

Montreal.

Blind hinges will now cost less, and following are the new prices announced: No. 1, $2.55 dozen; No. 5, $3.80 dozen pairs.

Hinge Discount Revised

Montreal.

The discount has been increased, thus lowering the prices on screw hook and strap hinges. These are now quoted at 25 per cent. off, formerly being 15 off. List prices will be found on current market pages.

Oil Stoves Big Sellers

Montreal.

Oil stoves are the lines now active in stoves and ranges, with the seasonable demand following the warmer weather of the past few weeks. Although the bookings were lighter than in previous years, the immediate deliveries are emptying the jobbers' warehouses. The combination gas and coal range has proven o good seller during the spring moving period, one manufacturer claiming the sale of these is still good.

Bookings for fall on stoves, ranges and heaters is somewhat less than other years, but the fact that dealers are buying, even if in smaller quantities, seems satisfactory in so far as the manufacturer or jobber is concerned who realizes that the fall trade will be active in these

lines. Prices on stoves, ranges and furnaces were reduced last March and few further changes are expected at present.

Handled Hammers Lower

Montreal.

All handled hammers, including claw and machinists' hammers, of the Whitman & Barnes make show a reduction of approximately 10 per cent.

Cast Stove Dampers

Montreal.

A reduction of about 10 per cent. is made on cast stove pipe dampers.

Sheet Prices Unchanged

Montreal.

A limited demand continues on sheets and plates, and only small orders are being shipped. Quotations are unchanged with the same range of prices noted. While the tendency was to lower prices a few weeks ago, buyers are now of the opinion that reduced prices would not help sales, and conditions and prices on the foreign markets do not warrant lower levels at present. The future of steel products, sheets playing a prominent part, seems doubtful; but with the demand continuing small little change from present prices may be expected. Present nominal quotations follow:

PLATES—		
10 gauge	5 25	6 25
12 gauge	5 30	6 30
14 gauge	5 45	6 45
16 gauge	5 55	6 55
BLACK SHEETS—		
14 gauge	5 45	6 45
16 gauge	5 55	6 55
18-20 gauge	6 15	7 15
22-24 gauge	6 25	7 25
26 gauge	6 35	7 35
28 gauge	6 50	7 50

.. Sheets 36 in. wide, 10c per 100 lbs. extra.

GALVANIZED SHEETS—		
U.S. Standard—		
10¾ oz.	8 75	9 75
28 gauge	8 25	9 25
26 gauge	8 00	9 00
22 to 24 gauge	7 85	8 85
20 gauge	7 65	8 65
18 gauge	7 65	8 65
16 gauge	7 50	8 50
14 gauge	7 50	8 50
12 gauge	7 50	8 50
	Queen Head	Fleur-de-Lis
English Standard—		
28 gauge	10 00	9 25
26 gauge	9 75	9 00
24 gauge	9 15	8 60
22 gauge	8 80	8 15
18 and 20 gauge	8 10	8 00

NOTE.—These prices are for full bundles, an extra charge of 25c to 35c per 100 lbs. is made for broken lots. These quotations are nominal.

Rope Demand Fair

Montreal.

The seasonable demand for rope can only be said to be fair, and sales are not up to those of previous years at this time. Manufacturers and jobbers, however, are hopeful of an active trade in the later summer months as dealer stocks are low, and harvesting time alway creates an increased demand. The opening of navigation brought with it a certain demand, but not up to expectations as yet. Prices are held at the advance of last week.

Radiators Reduced

Montreal.

To those interested, lower prices have been made on radiators, effective May 20th. Hot water radiators are now quoted at 53 per cent. off list prices, steam 54 per cent off. Wall radiators are also lowered from 45 to 50 per cent. off.

Nails Now Sell Well

Montreal.

Although business in wire nails is still being done in small orders the movement is now reported active, merchants throughout the country no doubt experiencing a good seasonable demand. Building construction is still backward in this province, but has opened up considerably during the present month. No change has been made in quotations in recent weeks and wire nails now cost $4.55 base, cut nails $5.10 base.

Light Corrugated in Fair Demand

Montreal.

The 28 gauge corrugated sheets are in fairly active demand at present, while the heavier gauges are still dull. The new prices brought into effect a few weeks ago have not yet stabilized the market, and lower prices than those given below are offered to obtain business. List prices are as follows:

CORRUGATED SHEETS—	Per 100 Sq. Ft.
No. 28 gauge	8 50
No. 26 gauge	9 25
No. 24 gauge	13 00
No. 22 gauge	16 00
No. 20 gauge	18 00
No. 18 gauge	24 00

Less 7½%.

Range Boiler Sales Fair

Montreal.

Business in range boilers is reported fair, but the recent price lowering has had no further stimulating effect as yet. Present prices are considered below the actual value, one manufacturer stating he would not be surprised if a readjustment was made in the near future, bringing prices to where they would show a profit to the maker. It is claimed that present prices do not represent true value, and are the result of recent price-cutting between the different jobbing houses. Following are quotations that were brought into effect two weeks ago:

RANGE BOILERS—	Standard	Ex. Heavy
30 gallon	8 75	11 25
35 gallon	11 25	.....
40 gallon	13 50	16 00
52 gallon	20 00	.....
66 gallon	28 00	.....
82 gallon	35 00	.....
100 gallon	45 00	.....
120 gallon	54 00	.....

Wrought Pipe Unchanged

Montreal.

Wrought iron and steel pipe remain unchanged, and are still selling under list No. 51, which will be found on current market pages.

Lead Products are Held

Montreal.

No further advances have been made this week in the quotations on the different lead products, but the firm feeling still exists on the raw materials in the primary markets, and further slight advances would not be surprising within the near future. Lead and tin have not shown an increase but remain strong, while tin advanced slightly again in the last few days. Following are present prices:

Lead pipe	0 12½
Lead waste	0 13½
Note.—Lead pipe is subject to a discount of 10%.	
CouplingsLead traps and bends	10% off
Lead wool, lb.	0 13½
Lead sheets, 2½ lbs.	0 11
Do., 3 to 3½ lbs. sq. ft., lb.	0 10¾
Do., 4 to 8 lbs.	0 10
Cut sheets ¼c lb. extra and cut sheets to size, ¾c lb. extra.	
Solder, guaranteed, lb.	0 29
Do., strictly, lb.	0 27
Do., commercial, lb.	0 24
Do., wiping, lb.	0 24¾
Do., wire, lb.	0 37½
Zinc sheets, casks	0 13
Do., broken lots	0 13½

Sheathing Prices Lower

Montreal.

The market on roofing and sheathings shows reductions in prices on a few lines, including Cyclone tarred sheathing now quoted at $1.55 per roll. White Monarch sheathing is lowered to $6.75 per hundred pounds; gray to $5.50.

Prepared roofings are unchanged in price, and a seasonable activity is reported from wholesalers, who state the volume of business is still confined to small orders, but are satisfied that a good season is ahead of them. Following are quotations on a standard line of roofing papers.

SHEATHING	
Dreadnought, 1 ply, per roll	2 50
Dreadnought, 2 ply, per roll	2 90
Dreadnought, 3 ply, per roll	3 35
Capitol, 1 ply, per roll	2 30
Capital, 2 ply, per roll	2 60
Capital, 3 ply, per roll	3 10
Favorite, 1 ply, per roll	2 10
Favorite, 2 ply, per roll	2 50
Favorite, 3 ply, per roll	2 95
Frontenac, 1 ply, per roll	1 90
Frontenac, 2 ply, per roll	2 30
Frontenac, 3 ply, per roll	2 75

No Change in Fittings

Montreal.

Pipe fittings are unchanged at present with a general sorting demand experienced on the different lines. Following are the quotations:

PIPE FITTINGS.	
Cast iron fittings	20%
Bushings, cast	30%
Do., malleable	30%
Flanges	27%
Plugs	22½%
Flange Unions	20%
Malleable Unions	40%
Dart Unions, black	29%
Do., galv.	8%
Nipples, ⅛ to 4 in. close and short	40%
Do., long	50%
Do., 4½ to 8 in., close and short	30%
Do., long	40%
Couplings, 4 in. and under	20%
Do., 4½ in. and larger	Net list

Pound goods—	Black	Galv.
Class B	0 20	0 28
Class C	0 13	0 20

Scrap Market Dull

Montreal.

Nominal quotations on scrap metals are held unchanged with little interest being shown on the market. Prices have undergone some recent heavy reductions with little response, and dealers are now satisfied that low prices will not stimulate business but that conditions generally are unfavorable. Until the steel situation both in the United States and the European markets improves, little betterment will be shown for local dealers. Nominal prices are the following:

DEALERS' BUYING PRICES.	
Automobile tires	0 75
Yellow brass	0 05
Red brass	0 08½
Light brass	0 04
Scrap zinc	0 04

Lead, heavy	0 04½
Light copper	0 07¾
Lead, tea	0 02
Heavy copper	0 10½
Wrought iron, R. Rd., No. 1, per gr. ton	10 50
Malleable scrap (ton)	10 50
Pipe scrap (ton)	7 00
Stove plate, per ton	14 50
Heavy melting steel	6 50
No. 2 busheling	4 00
Boiler plate	10 00
No. 1 machinery cast, per gr. ton	22 50

Ingot Prices Firm

Montreal.

The recent fluctuations in ingot metals have resulted in slightly higher prices on most metals on the local market. Present indications are for a quiet market, but on the whole more or less steady. It is thought that the demand will have to increase before any market change will be shown.

TIN.—In spite of the light demand, tin holds fairly steady, with an advance of one-half cent made in local quotations this week, now being quoted at 41 cents.

SPELTER.—Spelter continues easier in the U.S.A., but holds firm in London. If the London market advances much more, American spelter will be on an export basis, which will mean advance on this side. Local price unchanged at 8½ cents.

COPPER.—This metal is quite strong, with considerable buying in New York for export account. Whether the strength will last or not is hard to determine, and a reaction would not be surprising. Local prices advance ¼ cent, quoted at 18¼ for electro and 17¾ for casting.

LEAD.—Although quieter than last week, lead is now steady to firm. This tendency is expected for some little time as the reaction of last week was soon recovered. 7½ cents continues the ruling price.

ANTIMONY.—The market in the East on antimony has been weak, being disappointing as it has not responded to market fluctuations as have the other metals. Local prices, Chinese 7½ cents, high grade English 8¼ cents.

ALUMINUM. — Aluminum continues dull on the market, with price unchanged at 34 cents.

Toronto Markets

TORONTO, May 26.—Price reductions of a minor nature are again evident in the general market quotations this week. Among the declines noted are automobile tires and inner tubes, gasoline, Royalite oil, one line of stocks and dies, and a new price list on Champion scales, giving net quotations, which include stamping.

The reduction in gasoline amounts to 1 cent per gallon and is the second decrease recorded on local markets this month. Discounts on radiators have been revised, showing an approximate decline of 10 per cent. Unsettlement is still very prominent in range boiler quotations, the current list having been withdrawn, due to price-cutting by dealers to a range far below market values. A readjustment of range boiler prices is expected shortly, and a new list will be issued.

Sport goods are in demand, especially golf requisites, baseball goods and fishing outfits. Little new business is evident in iron and steel, and current prices are generally being maintained. The new rope prices announced last week are holding firm and solder is also showing a strong trend at the recent advance.

Prices on other basic products remain unchanged, and the demand in seasonable lines continues good. The gradual trend to lower price levels is now producing effects in more numerous sales although orders are still small and frequent. Conditions are expected to develop favorable improvement during the ensuing months.

Little New Business in Iron and Steel

Toronto.

Sentiment in iron and steel is developing a more cheerful tone, due, however, to an improving outlook rather than to actual new business, which is still reported as light. Reports of cut prices being made on southern markets are not numerous, and at the most they refer to exceptional cases, which would not make the common market.

It is considered in many quarters that the really serious test of stability in the steel and iron trade is still to come. It is felt that better prices cannot be developed until the reduction in wages becomes reflected in values, and also until there is further liquidation evident in freight rates. Some time must elapse before these factors thoroughly materialize, and in the meanwhile present prices have a great deterrent influence on consumption. According to this viewpoint, production in steel is likely to either remain stationary or sink below present levels before showing any considerable improvement.

Demand is expected to be contingent upon prevailing prices subject to governing conditions. The great increase in capacity, operates adversely to the present rate of production, and reduced costs and stimulated activity are the primary elements needed. In this connection, there are persistent rumors on the market that some of the larger independent steel mills in the United States are now considering the advisability of a further wage cut. This is suggested in order to enable them to lower quotations. In some quarters, price-cutting is favored as a means of reviving demand. The report, however, cannot be definitely confirmed, but while no direct admission has been made that such a course is contemplated, yet the feasibility of such action in the future is not denied.

As reported last week, local conditions are unsettled, with no great amount of buying in evidence. More enquiries and the waiting attitude still generally prevails. Current quotations remain unchanged as follows:

STEEL AND IRON		
Mild steel, 3-16 in.	....	4 50
Do., ¼ in. and heavier	....	4 00
Bar iron, 3-16 in.	....	4 50
Do., ¼ in. and heavier	....	3 75
Angle base	....	4 00
Horseshoe iron	....	4 10
Tire Steel	4 70	5 95
Band steel	....	4 50
Spring steel	10 75	12 75
Crucible cast sheet steel	30 00	35 00
Mining drill steel	....	23 00
Cast tool steel	....	20 00
Sleigh shoe steel	4 10	4 50
Norway iron	....	15 00
Toe caulk iron	5 40	6 40
Hoop steel	....	6 00

Sport Goods in Demand

Toronto.

Some lines of sporting goods are reported to be in good demand at this season. Dealers report very favorable activity in orders for baseball outfits of all kinds, as well as numerous sales in golfing requisites, while brisk sales in rods and tackle reflect the fishermen's enthusiasm. The demand for these various lines is said to be even greater than was apparent last year.

Tube Prices Unchanged

Toronto.

Boiler tube quotations still remain at previous levels, with little indication of any marked future changes. The market in this product has shown no improvement, but a better demand is anticipated in the smaller sizes. Following are the current prices:

BOILER TUBES—	Seamless.	Lapweld.
1 inch	$26 00	.....
1¼ inch	27 25	.....
1½ inch	26 25	.....
1¾ inch	29 75	$25 00
2 inch	29 25	22 00
2¼ inch	33 00	25 00
2½ inch	41 75	27 00
3 inch	49 25	35 00
3½ inch	63 50	40 00
4 inch	85 00	50 25

Coal Oil Prices Down

Toronto.

Royalite coal oil is shown at a reduction of 2 1-2 cents on the previous quotations, and is now selling at 20 1-2 cents per gallon. This is the second revision noted during this month, and corresponds with the further decline in the price of gasoline.

Compression Prices Hold

Toronto.

Prices on compression work still remain at the recently announced readjustment of discount quotations, and no direct change as regards market conditions or demand has, as yet, been experienced. Some improvement is looked for due to these reductions, coupled with the

advent of summer weather. The following quotations remain in effect:

Compression work, standard	37%
Fuller work, standard	30%
Bath cocks, compression	29%
Do., Fuller	25%
Flatway stop and waste cocks, standard	40%
Roundaway stop and waste cocks, standard	34%
Brass steam cocks, standard	10%
Globe, angle and check valves, standard	5%
J.M.T.	20%
J.M.T. C.	25%
J.M.T. Gate Valves	15%
Gate or straightway	16/10%
Jenkins Globe	10/10%
Radiator valves, standard	23%
Do., removable disc	38%
Basin Cocks—	
No. 1 and 1, Fuller pattern	30%
Quick opening No. 3633	37%
Emco J. D. Valves	10%
Emco Check Valves	10%
Webber Gate Valves	15%

Scale List Revised

Toronto.

Quotations on Champion scales have now been reduced; the new prices also include stamping. The revised list is shown on the current market pages.

Eavestrough Quotations Remain Unchanged

Toronto.

A small improvement in demand for conductor pipe, eavestrough and elbows has been noted; but the weather conditions and the holiday are both credited with having some effect in restricting building activities through the week. Price quotations still remain at the new discount levels recently announced, and a slightly better demand for these products is looked for during the summer months. Following are current prices:

TROUGH (Eave)

O. G., Square Bead and half round. Size in girth:

Per 100 ft.		Per 100 ft.	
8-in.	$15 90	15-in.	$28 80
10-in.	17 70	18-in.	36 50
12-in.	21 20		

Less 60 per cent.

PIPE (Conductor)

Plain, round or corrugated.

	Per 100 ft. in 10 ft. lengths.
2 in., in 10-ft. lengths, list	$18 40
3 in., in 10-ft. lengths, list	22 30
4 in., in 10-ft. lengths, list	29 60
5 in., in 10-ft. lengths, list	40 00
6 in., in 10-ft. lengths, list	49 00

Less 60 per cent.

CONDUCTOR ELBOWS—

2 inch, list	$5 25
3 inch, list	6 00
4 inch, list	10 50
5 inch, list	24 00
6 inch, list	29 00

Less 55 per cent.

Gasoline Price Down One Cent Per Gallon

Toronto.

Another reduction of one cent is announced this week in the price of gasoline. This is the second decrease shown during the present month, and brings the price down to 35 cents per gallon.

Prices on Fittings Remain Steady

Toronto.

No change of any importance has been announced this week in either prices or conditions on pipe fittings. The market demand remains just fair, with the various lines holding steady. Following are the current figures:

PIPE FITTINGS

Cast iron fittings	20%
Plugs, cast iron	27½%
Do., solid	10%
Do., countersunk	net
Bushings	30%
Unions, ¼-in. to 2-in.	40%
Do., ⅛ in., 2½ to 4 in.	35%
Flanged Unions	20%
Dart Unions, blk., ¼ to 2 in.	29%
Do., ⅛ in., 2½ to 4 in.	14%
Do., galvd., add to black	30%
Nipples, blk. and galvd., ⅛ to 4 in., close and short	40%
Do., 4½ in. and larger	30%
Do., long, ⅛ in. to 4 in.	50%
Do., 4½ in. and larger	40%
Do., running thread	20%
Couplings, ¼ in. and under	20%

MALLEABLE FITTINGS

	Black.	Galvanized
Class A	0 60	0 75
Class B.	0 24	0 34
Class C	0 15	0 24

Rope Prices Hold

Toronto.

Following on the increase announced last week in rope and cordage business in this industry has been conservative. The firmer tendency in the market has produced a sorting up demand, but no marked increase in activity is looked for.

Favorable conditions and crop reports have stimulated domestic business in binder twine, but nothing above the normal average is anticipated.

Orders are now moving quietly, and with the strengthened market no further changes are expected.

Copper Market Firmer

Toronto.

With the prevailing tendency to increased quotations on the primary copper markets, a corresponding stiffening in sheet copper conditions is evident. Prices, however, are still maintained at previous levels by local dealers, although any marked demand would tend to promote higher quotations. Present prices follow:

BRASS—	
Sheets, base, per lb.	$0 29
Rods, base, per pound	0 26
Tubing, base, per lb.	0 36
COPPER—	
Rods, base, per pound	0 34
Soft sheets, plain, 16-oz. and heavier, lb.	0 34
Do., plain tinned " " " "	0 40
Do., polished and tinned " " " "	0 45
Tubing	0 39

Pipe Quotations Unchanged

Toronto.

Wrought iron and steel pipe are maintained at List No. 51, which recently came into effect. A sorting movement has been in progress, and stocks are now said to be in good shape. Improvement in conditions, if any, has been very slight, sales being irregular and generally on a small scale.

Lead and Zinc Prices Remain Firm

Toronto.

Bar solders of all grades are maintained at the increased quotations shown last week. The firm tendency in the lead and zinc products still continues, and the opinion is expressed that it would not be surprising if other lines followed on with higher prices ruling in the near future. Lead remains strong on the primary markets, and production is reported as below normal. The tone in zinc is fair and easier. Current local quotations remain unchanged as follows:

LEAD AND ZINC GOODS

Lead pipe, list, per lb.	0 12½
Lead waste pipe, list, per lb.	0 13½
Do., over 8 in., list, per lb.	0 14½
Lead pipe is subject to a discount of 10%.	
Lead traps and bends	10%
Lead sheets, 4 to 6 lbs. sq. ft., in rolls, lb.	0 09½
Cut sheets, ½c to ¾c lb. extra and cut sheets to size 1c lb. extra.	
Solder, wire, per lb.	0 36½
Do., strictly, lb.	0 26
Do., commercial, lb.	0 24
Do., guaranteed, lb.	0 29
Do., wiping, lb.	0 24
Zinc sheets, per lb.	0 16

Stocks and Dies Reduced

Toronto.

A new discount sheet has been issued for the Butterfield stocks and dies, showing a reduction of approximately 10 per cent. The new quotations are 30 and 5 per cent. off list, with solid bolt dies at 17½ per cent. off.

Corrugated Demand Only Fair

Toronto.

The anticipated tendency to improvement in demand for corrugated sheets failed to materialize to any noticeable extent, and this is attributed to poor weather conditions and the holiday having a combined effect in holding up outside building trade activity. Prices still remain at the recent lower quotations, and seasonable improvement in market conditions is looked for. Present price list follows:

CORRUGATED SHEETS—	Per 100 Sq. Ft.
No. 28 gauge	8 50
No. 26 gauge	9 25
No. 24 gauge	13 00
No. 22 gauge	16 00
No. 20 gauge	18 00
No. 18 gauge	24 00

Less 7½%.

Lighter than 24 gauge and wider than 27 inches, 75c a square extra.

Sheet Prices Unchanged; Market Variable

Toronto.

Sheet conditions, which are most directly affected by the automobile demand, reflect the clearest signs of betterment. This corresponds with the material expansion of general operations and the recent improvement evident in the automotive industry. Reports from southern markets indicate that sheet production has recently increased. Coupled with this fact, producers are now receiving more releases, which has enabled the mills to slightly increase their operations.

Local business is still below normal, with orders mainly of the small variety. The average market price trend is in a downward direction, but no changes are reported in current quotations this week. The following prices are generally prevailing:

PLATES

10 gauge	from $5 00 to $6 00
12 gauge	5 05 6 05
14 gauge	5 10 6 10
16 gauge	5 20 6 20

BLACK SHEETS

14 gauge	5 10 to 6 10
16 gauge	5 20 6 20
18-20 gauge	5 75 6 75
22-24 gauge	5 80 6 80
26 gauge	5 85 6 85
28 gauge	6 00 7 00

Prices shown are for full cases. An extra charge of from 25c per 00 lbs. is made for less than case lots. An extra 10c per 100 lbs. is also charged on sheets 36 in. wide.

GALVANIZED SHEETS

Premier and Apollo

10¾ oz.	8 40 to 9 40
U. S. 28	8 00 9 00
U. S. 26	7 90 8 90
22 and 24	7 75 8 75
18 and 20	7 60 8 60
16	7 45 8 45
12 and 14	7 40 8 40

An extra 40c per 100 lbs. is charged for Keystone brand copper bearing sheets.

An extra is now charged on galvanized sheets, 10¾ oz. and 28 ga., when shipped out in sheets 3 feet wide. The extra charged over prices shown above is 20c per 100 pounds. Other gauges show no change for different widths.

Prices shown are for full cases. An extra charge of 25c per 100 lbs. is made for less than case lots.

Scrap Markets Show Little Change

Toronto.

The scrap metal market remains about the same as previously described, with no marked improvement in evidence at present. There continues to be a good demand for scrap copper, following on the improved tone of the copper markets; heavy scrap is especially prominent. But the other metals remain practically unchanged, the market conditions being unaltered. Scrap lead is reported to be a shade weaker, while aluminum scrap is very scarce. Brass wastes are as usual and still neglected. On the whole the markets this week are featureless. The following are nominal prices for fair-sized quantities:

WASTE MATERIAL

No. 2 busheling		$13 00
Stove plate, per ton	18 00	19 00
Yellow brass	6 50	7 50
Red Brass		10 00
No. 1 machinery cast	22 50	23 50
Heavy melting steel	13 50	14 50
Heavy Copper	10 50	11 00
Scrap zinc	4 00	4 50
Light brass	4 00	4 50
R.Rd. wrought iron, No. 1, gr. ton	13 50	14 50
Scrap pipe	8 00	9 00
Heavy lead pipe	4 00	4 50
Old rubbers, boots and shoes	3 00	3 50
Overseas lumbermen's rub. boots	2 00	2 50
Auto tires	0 50	1 00
Tea lead	2 00	2 50
Solid tires	0 75	1 25

Boiler Prices Withdrawn

Toronto.

Unsatisfactory conditions are still apparent as regards range boiler prices, and the unsettlement previously referred to in last week's issue of Hardware and Metal remains in evidence. Quotations are reported showing a range far below what the actual value warrants, but the low prices are attributed solely to price cutting among dealers. The 30-gallon boiler is practically the only size moving, and all orders are much smaller when compared with other years. Whether lower prices will tend to stimulate business to any extent seems doubtful, as buying is confined to actual needs. Drastic revisions on a greatly reduced scale, however, are calculated to induce activity in some quarters. The current list has been withdrawn, pending the announcement of a new list.

Auto Tires Reduced

Toronto.

Substantial reductions in prices on automobile tires and inner tubes have been announced. The amount of the decrease varies from 10 to 20 per cent. on the different lines and sizes. The declines have been made with a view to stimulating business in all lines, and the range is noted when compared with prewar values on these commodities. Prices are now lower than at any time during recent years. Following are the new quotations on some of the most popular sizes:

AUTO TIRES—Cord, 30x3½, $28 each; Traction tread, 30x3½, $20 each; Cord, 33x4, $54.50 ch; Fabric, 33x4, $35 each; Cord, 34x4½, $63 ch; Fabric, 34x4½, $37.50 each.

TUBES—30x3½, $2.60 each; 33x4, $4.70 each; 34x4½, $6.05 each.

Hammer Prices Lower

Toronto.

Reductions are announced on maul, ball pein, and engineers' riveting hammers. The decline amounts to 15 per cent.

Radiation Discount Revised

Toronto.

Effective May 20, some lower prices have been announced on radiation. The discount has been increased, which results in an approximate price reduction of 10 per cent. Hot water radiators are now 53 per cent. off list, and steam 54 per cent. off. Wall radiators are now quoted at 50 per cent. less, whereas the previous discount was 45 per cent.

Ingot Metal Quotations Remain Steady

Toronto.

Contrary to recent indications no change in prices is recorded this week in the ingot metal markets. Copper continues to strengthen in tone, due to the prevailing foreign demand, but the upward trend of prices is not yet reflected locally. Quotations on tin have shown signs of fluctuating, but while domestic consumers have apparently been adopting a waiting policy, the foreign demand has continued and prices have been generally maintained.

COPPER.—Foreign demand continues to be the chief support of the copper market, and due to the strengthening tone higher quotations are in evidence. Domestic consumers, however, while making many inquiries, are not buying in any large quantities. A conservative factor in the trade expresses the opinion that the present foreign demand will not remain for any considerable length of time nor develop any market increase over existing levels. The upward trend of prices is reflected in some local circles, but quotations generally remain at 18 cents, with a very firm tone.

TIN—Buying for speculative purposes is reflected in quotations on tin, which have shown signs of fluctuating during the week. Foreign demand is, however, the life of this market, with domestic consumers apparently waiting for further developments. With the recent rise in prices a falling off in business is reported. Local activity still shows lots of room for improvement, with the nominal quotation remaining at 40½ cents.

LEAD.—The lead market has recently developed some slight evidence of unsteadiness, but no changes in price are recorded. Buying in small lots still prevails, and an easier tone is expected. A range in quotations on the southern markets is reported, but local prices still remain at last week's figure of $6.75.

SPELTER.—In spite of the fact that large surplus accumulations are evident in spelter, producers are showing no signs of receding from their previous position of selling only to consumers. Operations, however, have been materially curtailed, but there is little possibility of any shortage developing for some time. Foreign activity has failed to exert any marked influence on prices here, due to the absence of local demand. The price of $7.50 remains unchanged, which includes the recent slight increase.

ANTIMONY.—Judging by the amount of business in antimony during the past few weeks the present quotations are not proving very attractive to buyers. Offerings are free, but very little activity is reported. The present prices are far below the market values in effect at this time last year. Local current prices are maintained at from 8 to 10 cents.

ALUMINUM.—The market in aluminum is unchanged, remaining generally dull as regards domestic demands, but some foreign orders maintained the current market value. The price of 30 cents is still in effect locally.

London Markets

LONDON, May 26.—Hardware prices have generally remained firm again this week, very few changes having been recorded. Linseed oil registered the only advance on the market, the price of 87 cents for raw and 90 cents per gallon for boiled being 2 cents higher than the previous quotation. No change is reported on turpentine prices, but the market maintains a firm tone. The recent advance in rope and cordage served to strengthen this commodity.

Among the reductions, which are of a minor nature, are noted clout nails and tacks, also mop wringers. The movement in seasonable lines is good, with refrigerators, hammocks, ice cream freezers, screen doors and windows, wire cloth, electric fans, and paint products all selling well. Some lines of sporting goods, particularly fishing tackle and baseball goods, are in strong demand. The warmer weather is reflecting an increase in the sale of summer lines, and business locally is showing an improvement, with present prospects of an optimistic nature.

Linseed Oil Prices Advance

London, Ont.

Linseed oil continues to be a feature on the current market quotations, and a further advance of 2 cents per gallon has been noted again this week. The price of raw is now 87 cents, and the quotation on boiled is 90 cents for 1 to 2 barrel lots. The new revisions are as follows:

LINSEED OIL—	Raw	Boiled
1 to 2 barrels, Imp. gal.	0 87	0 90
3 to 5 barrels, Imp. gal.	0 86	0 89
6 to 9 barrels, Imp. gal.	0 84	0 87

Less barrels, add 15 cents per gal.
5 gal. jacketed cans, $1,25 each.

Turpentine Prices Firm

London, Ont.

Quotations on turpentine remain at the recently advanced figures shown last week, and no change is reported on the current market. Some authorities consider that further increases are probable, but a readjustment of values is expected in the future. The higher quotations have not restricted sales to any great extent; and stocks on hand are not heavy. Following are prevailing prices.

TURPENTINE—	
1 barrel lots, Imp. gal.	$1 15
2 to 4 barrel lots, Imp. gal.	1 14
5 gallon lots, Imp. gal.	1 30

White Lead Steady

London, Ont.

Orders for white lead in oil continue to be fairly numerous, and the increases apparent in the oil and lead markets have resulted in a strong tone on white lead in oil. No change in price is reported, however, and the demand is seasonable and well-sustained. Following are the market quotations:

WHITE LEAD IN OIL	Tons.	Less Tons.
Pure, per 100 lbs.	$14 95	15 30
Elephant, per 100 lbs.	15 45	15 80

Putty Demand Fair

London, Ont.

A fair demand for putty is reported locally, and is attributed to annual spring activity. It is considered that building construction would stimulate sales proportionately, but the present movement is well up to normal expectations. The following unchanged quotations prevail:

PUTTY—	Per 100 lbs.
Standard, in 100-lb. drums	7 05
Do., in 25-lb. drums	7 30
Pure, in 100-lb. drums	8 55
Do., in 25-lb. drums	8 80

Cordage Prices Firm

London, Ont.

Rope and cordage are maintained at the recent new prices announced in Hardware and Metal market quotations last week. The firmer tone has resulted in a small sorting movement, but no brisk activity is anticipated at this season of the year. The revised figures are contained on the current market pages.

Lawn Mower Demand Only Fair

London, Ont.

There is evident a fair seasonable demand for lawn mowers, but sales in this line cannot be classed as numerous. Sales, however, are reported better than expected in some quarters. Current prices follow:

LAWN MOWERS—Taylor-Forbes make: Woodyatt and Star, list less 10%; Empress and Daisy, list less 15%. Brockville make: Net list.

Netting Sales Numerous

London, Ont.

Brisk activity is reflected in poultry netting and numerous sales of the Canadian make, 1-inch and 2-inch mesh, are reported. The current price is unchanged at list, plus 10 per cent.

Garden and Harvest Tools Brisk

London, Ont.

A good demand continues to be evident for garden and harvest tools. Sales in these seasonable lines are fairly prominent, with prevailing quotations remaining at list less 50-10 per cent.

Sport Goods Sell Well

London, Ont.

Among the best selling seasonable lines at present are various sporting goods, including fishing rods and tackle, also baseball outfits and sundries. There has been no revision of prices on these commodities, the demand being good and quotations remaining firm.

New Tack Discount

London, Ont.

Net prices on some of the best selling lines of tacks figured at the recent new discount of 70-15 per cent. are shown below:

BLUED CARPET TACKS—6 oz., 49c doz.; 8 oz., 62c; 10 oz., 76c.

TINNED CARPET TACKS—6 oz., 57c doz.; 8 oz., 73c; 10 oz., 90c.

CUT TACKS—1 oz., 20c doz.; 1½ oz., 26c; 2 oz., 28c; 2½ oz., 29c; 3 oz., 33c; 4 oz., 38c; 6 oz., 54c; 8 oz., 68c; 10 oz., 80c; 12 oz., 93c; 14 oz., $1.07; 16 oz., $1.22; 18 oz., $1.36; 20 oz., $1.55.

Clout Nails Revised

London, Ont.

Clout nail prices have been revised as follows:

BLUED CLOUT NAILS—⅝ in., 26c lb.; ½ in., 21c; ⅝ in., 20c; ¾ in., 20c; ⅞ in., 19½c; 1 in. and longer, 19½c.

TINNED CLOUT NAILS—⅜ in., 29c lb.; ½ in., 24½c; ⅝ in., 24c; ¾ in., 24c; ⅞ in., 23c; 1 in. and longer, 23c.

Mop Wringers Revised

London, Ont.

New lower prices are announced on mop wringers, complete with pail. Following are the revised quotations: Domestic, $34.50 per dozen; Standard, $38.50 per dozen; Janitor, $47.50 per dozen.

Washing Machines Steady

London, Ont.

Washing machines and wringers are at present in brisk demand, and satisfactory sales are reported from several quarters in these products. Prices remain unchanged at list, less 25 per cent.

Floor Wax Popular

London, Ont.

With the advent of spring cleaning and combined with the annual clean-up campaign, sales in floor wax are reported distinctly more numerous. Prices prevailing at present are: Johnson, one pound tins, 67 cents; Old English, one pound tins, 67 cents.

Furniture Polishes Seasonable

London, Ont.

A seasonable spring demand has resulted in increased sales in lines of furniture polish and liquid veneer. Following are current prices:

O'CEDAR—4 oz. bottles, $2.40 doz.; 12 oz. bottles, $4.80 doz.; quart cans, $12 doz.; ½ gal. can, $20 doz.; 1 gal. cans. $28 doz.

LIQUID VENEER—4 oz. bottles, $2.40 doz.; 12 oz. bottles, $4.80; 32 oz. cans, $10 doz.; 64 oz. cans, $1.34 each; 128 oz. cans, $2.34 each.

Solder Prices Increase

London, Ont.

Solder.—An advance of 3½ cents per pound is now effective on all lines of solder. The revised quotations center around higher prices on tin and lead, and advices regarding the market in England.

Winnipeg Markets

Linseed Prices Firm

Winnipeg.

No changes have been recorded this week in the quotation on linseed oil. The market, however, remains very firm, and the demand continues to be fairly good in spite of the advanced prices. Nominal prices prevailing are: raw, $1.05 per gallon, and boiled, $1.08.

Sheet Brass Revised

Winnipeg.

A slight reduction has been made on a few sizes of sheet brass and the present quotations are as follows:

SHEET BRASS—¼ in., 50c; 3-16 in., 50c; 10 to 18 ga., 48c; 20 to 24 ga., 50c; 26 ga., 50c; 28 ga., 55c; 30 ga., 60c.

Braziers' Copper Reduced

Winnipeg.

Prices are reduced slightly in braziers' and stencil copper and following are the latest quotations:

BRAZIERS.—28 ga., 52c; 26 ga., 42c; 24 ga., 40c; 12 ga., 36c; 29 ga., 36c; 18 ga., 36c; 14 ga., 36c; 12 ga., 36c; 10 ga., 36c.

STENCIL— 52 x 20 x 24, 52c; 26, 55c; 28, 65c; 30, 70c.

Range Boiler Stands Decline

Winnipeg.

Prices are lower this week on range boiler stands and are quoted as follows:

RANGE BOILER STANDS—12 in., $2.70; 13 in., $2.84; 14 in., $2.93; 16 in., $3.15; 18 in., $3.60; 20 in., $4.15; 22 in., $4.50; 24 in., $4.95.

Wire Rope Clips Reduced

Winnipeg.

A reduction has been made in the prices of wire rope clips and they are now as follows:

WIRE ROPE CLIPS—¼ in., 6c each; 5-16 in., 7c; ⅜ in., 8c; 7-16 in., 10c; ½ in., 12c; 9-16 in., 15c; ⅝ in., 16c; ¾ in., 22c; ⅞ in., 30c; 1 in., 35c; 1⅛ in., 55c; 1¼ in., 68c; 1⅜ in., $1.05; 1½ in., $1.10.

Plaster of Paris Higher

Winnipeg.

The price has been advanced slightly in plaster of Paris this week and is now quoted at $6.75 for "F," $7.00 for "FF," and $7.50 for dental.

Corrugated Now Lower

Winnipeg.

A slight reduction in the prices of

Continued on page 54

Weekly Paint Markets

Montreal

MONTREAL, May 26.—Linseed oil registers the only change in prices on the paint market this week. This is again advanced 3 cents per gallon. The recent range in quotations is now withdrawn; wholesalers who were maintaining the lower prices have now advanced their quotations in line with the flaxseed market. A very strong feeling still exists and further advances would not be surprising in the next few days, flaxseed continuing to show strength on the market. Turpentine is now a little easier than it has been the last few weeks, and while quotations are unchanged at $1.20 per gallon in one-barrel lots, some fluctuations are expected and slightly lower prices are altogether probable in the very near future. The present level is thought to be the ruling prices, however, for some little time, and while the demand remains seasonably heavy, lower quotations will not likely exceed a few cents.

White lead in oil is also unchanged, but remains very firm. The tendency a few weeks ago was thought to be on the downward trend, but with linseed oil continuing firm and pig lead on the primary market also showing very strong the tendency now is upwards rather than any change in the downward direction. Shellacs are maintained at the advance shown last week, with gum shellac remaining very firm. Putty is holding and little change is expected in this product.

No change of importance is reported in the window glass situation, and it continues more or less unsettled.

Paint and varnish manufacturers are still kept busy, due to the seasonable demand for their lines. Prices on all paints, paint specialties and varnishes are holding unchanged, and little change is expected until the fall demand commences. Other years, changes in the paint markets for the fall trade are considered in the summer months; and it was thought in the earlier spring that a change to lower prices would in all probability be made at that time. However, with raw materials holding firm and gaining in price as they have recently, the chances for lower prices are now more remote.

Linseed Oil Price Advances

Montreal.

Linseed oil made a further gain of 3 cents per gallon this week and it is now quoted at 87 cents and 89½ cents in one-barrel lots. In a few quarters oil is maintained at two cents per gallon lower, but this is by no means uniform and the general uniform advance to the higher quotations will in all probability be made within the next few days. The tendency of the market is decidedly firm, and continued so all through the week. In the last two days a gain of 8 points was made in the seed market, and the fact that oil cake has again fallen off will also tend to stiffen prices on the oil product. A continuance of this condition is now thought altogether likely with further advances. The local and Argentine seed markets both report a strong tone, and there is little likelihood of the demand falling off for some time yet. New prices are the following:

LINSEED OIL—	Raw	Boiled
1 to 2 barrels	0 87	0 89½
3 to 4 barrels	0 85	0 87½
Broken lots, add 10c gal.		

Turpentine Prices Hold

Montreal.

Although local quotations are maintained at $1.20 per gallon, it would not be surprising if a decline of a few cents a gallon was made in the following few days, as an easier tone is reported from outside markets.

The European demand, which in recent weeks caused a gain of 30c to be made on the Southern market, has fallen off considerably during the past week, this allowing the market to again depend on the United States and domestic demand. Producers still claim that turpentine cannot be produced at present prices and are holding supplies, awaiting higher levels. Therefore it is anticipated that any spurt in the demand will in all probability again boost prices. However, present prices are expected to hold fairly well, with slight fluctuations, unless some unforeseen happening occurs, such as the above. Following are the quotations:

TURPENTINE—	Per Imp. Gal.
1 barrel lots	1 20
2 to 4 barrel lots	1 18
Broken lots	1 30

Shellac Prices Hold

Montreal.

Shellacs are holding at the advance of last week, with a firm tone continuing. Wholesalers who had not raised their prices last week have now increased them to the higher levels, and some have even advanced them further than those given below. Gum shellac continues firm, and further slight advances would not be at all surprising. Little change is noted in the demand, it continuing to move steadily in smaller orders than in previous years. Following are the present quotations:

Orange shellac, in barrels, $3.75; in one gal. jugs, $4.05; white, in barrels, or 5 gal. jugs, $4.10; in one gal. jugs, $4.50.

Putty Quotations Firm

Montreal.

Putty quotations remain unchanged and it is decidedly firmer than it was in the earlier months. With linseed oil continuing firm, the chances of lower prices on putty that were thought probable a little while ago are now much more remote. As the spring of the year is not the heavy season for putty, and it is dependent largely on building construction, improvements along these lines will have to be made before any greater activity is shown. Unchanged prices follow:

Standard Putty—	5 ton	1 ton	ton
Bulk barrels, 800 lbs.	$5 00	$5 25	$5 60
Bulk drums, 100 lbs.	6 00	6 25	6 60
Do., or tins, loose, 25 lbs.	6 25	6 50	6 85
Drums or tins, cased, 25 lbs.	7 00	7 25	7 60
1 lb. tins	9 75	10 00	10 35

Pure Linseed Oil Putty, $1.50 per 100 lbs. advance over above prices.

White Lead Holds Firm

Montreal.

White lead in oil remains unchanged in price, while the tendency is firmer than ever. The strength of pig lead on the primary market holds; the recent easier showings lasting only a few days were soon recovered and the firmness is again maintained. Linseed oil has again been increased this week, so that with these two raw materials in their present conditions lead can hardly be expected to show any easier prices, although in the earlier months it was thought by some that lower prices would be given for the fall.

Corroders are still very busy keeping stocks parallel with the demand and very little surplus of supplies is carried at present either by the corroders or jobbers. Quotations are $14.00 in 5-ton lots, $14.50 in one-ton lots and $14.85 in less quantities.

Window Glass Unchanged

Montreal.

Locally no change is made in glass quotations, and little change is shown in the demand. Sales are still small and made from prices that vary among the different jobbers and wholesalers. The market is reported somewhat steadier,

however, than it has recently been and a settlement is looked for in the near future.

Shipments of Belgian glass have been received, and wholesalers whose supplies are now replenished are holding quotations at 50 per cent. off Montreal list, and can hardly resell glass at any less and still maintain a profit.

The Belgian market is firm, the franc being now quoted at a higher rate than it has for any time this year.

Toronto

TORONTO, May 26.—No changes are reported this week in the current prices of either turpentine or linseed oil. A steady demand is evident, however, and the firm tone on both products continues. Some shipments of turpentine from southern points arrived during the last few days, and the turpentine situation is consequently a little easier, but local stocks are far from large.

Paint manufacturers and dealers continue to report a very busy season, and present demands for paints and varnishes are expected to be apparent all through the summer months. Following last week's revision in rosin prices local quotations remain unchanged. White lead in oil retains a very firm tone, and with continued strength of lead on the primary markets, coupled with the advance in linseed oil quotations, white lead in oil has reached a much firmer level.

Shellac prices are being well maintained, and a further advance is looked for at any time. Some dealers show a higher range, due to the steady increase apparent in the price of gum shellac. Putty prices are unchanged, and no developments have been recorded in glass markets. The Belgian franc rate is gaining, and glass quotations remain steady.

Paint Demand Active

Toronto.

A seasonable demand continues to keep the paint manufacturers and dealers very busy. Country orders especially indicate that much painting is being done. Paint and paint product prices continue firm, and little change is anticipated until the present season closes. With turpentine and linseed oil holding at higher quotations, and with the lead market producing a firmer tone, the hope of reductions which had been expressed earlier in the season is now very remote.

Although orders are smaller than in previous seasons, they are repeatedly more numerous. A good sorting movement is reported as in progress, with careful foresight being shown by jobbers and merchants as regards stock. The general volume of business is expected to be much greater than the turnover of last season, and smaller requisitions by dealers indicate that the paint movement should continue on a strong basis for several months.

Oil Prices Unchanged

Toronto.

No change is reported this week in linseed oil quotations, and the prices shown of 87 cents for raw, and 90 cents per gallon for boiled in 1 to 2 barrel lots, is still being well maintained. Flax seed is reported as a little higher on the market, but this increase has not yet been reflected in local circles.

Continued strength is evident in the Argentine markets, and a firmer tone is also reported in English oil. Foreign orders are unusually prominent at this time, and it is considered that higher price levels are likely at any moment. Local quotations continue as follows:

LINSEED OIL—	Raw	Boiled
1 to 2 barrels, per gal.	0 87	0 90
3 to 5 barrels, per gal.	0 86	0 89
6 to 9 barrels, per gal.	0 84	0 87
Less barrels, add 15 cents per gal.		

Turpentine Market Easier

Toronto.

The local turpentine situation is somewhat easier, and no further increases in price were recorded during the week. The quotation of $1.15 per gallon on 1 barrel lots is very firm, however, and while higher levels are reported from some quarters, the general tone is stationary at present. Some further shipments have now arrived from the southern markets, but local stocks are still very low, and up to the present there has been no inducement for any revision of prices. The following quotations prevail locally:

TURPENTINE—	Per Imp. Gal.
1 barrel lots	1 15
2 to 4 barrel lots	1 14
5 gallon lots	1 30

Rosin Prices Steady

Toronto.

A steady tone prevails in the rosin markets, and prices in the south continue to show a firm inclination to advance. The local increases quoted last week, however, are still maintained, and no exceptional revisions are anticipated, unless future ranges develop fluctuations. Prevailing local prices are contained in the current market pages.

White Lead Unchanged

Toronto.

White lead in oil prices are unchanged this week, but the market still retains a very firm tone. The continued strength and advances in pig lead on the primary markets, and the similar development in linseed oil quotations have reflected a decided firmness in white lead in oil. Whether the change is temporary, or indicates an all-round adjustment to higher levels, is too early to determine, but the present demand is well up to expectations. Local prices remain as follows:

WHITE LEAD IN OIL—
$15.30 per 100 lbs. in smaller quantities.
$14.95 per 100 lbs. in ton lots.

Shellac Price Very Firm

Toronto.

Shellac prices quoted at the higher levels recorded last week are being well maintained, and a further advance is looked for at any time. Gum shellac continues very firm, and dealers who have been forced to buy gum shellac at the new higher range are accordingly showing a more substantial advance in the price of shellac. With firms whose stocks were not entirely depleted, however, the increase registered last week continues general. Orange at $3.40 per gallon and white shellac at $3.90 are the average prices prevailing locally.

Glass Prices Unchanged

Toronto.

Practically no change has been reported in the glass situation this week. The Belgian franc rate continues to show improving strength, and a firmer tone in glass products has resulted. Prices on window and plate glass remain at previous levels, with no marked improvement having been noted in the demand. While business is below expectations just at present, brighter activity is anticipated during the summer and fall seasons.

Putty Prices Steady

Toronto.

Putty prices continue to be maintained at previous levels, with a general firm tone developing. While no changes have been recorded, yet it is likely that future revisions would be on an upward trend owing to linseed oil increases. The demand at this season of the year is not expected to show any marked volume, but an improvement is looked for during the summer and fall seasons. Prevailing prices are as follows:

PUTTY—	Per 100 lbs.
Standard in 100-lb. drums	7 05
Do., 25-lb. irons	7 30
Do., bladders in bbls.	8 30
Do., less quantities	8 55
Pure, in 100-lb. drums	8 55
Do., 25-lb. irons	8 80
Do., bladders in bbls.	9 80

GENERAL MARKETS

Continued from page 52

corrugated iron is recorded this week and they are as follows:

CORRUGATED SHEETS—Galvanized, 28 ga., $8.55; 26 ga., $9.45. Painted—28 ga., $7.20; 26 ga., $8.33.

Shingle Prices Reduced

Winnipeg.

A slight reduction is made in the prices of metallic siding and shingles, and following are the latest quotations:

METALLIC SIDING.—Galvanized, medium, $9; painted, medium, $6.98.

METALLIC SHINGLES—Galvanized, medium, $10.80; painted, medium, $8.55.

No Change in Turpentine

Winnipeg.

The price of turpentine is still holding at the figures quoted last week: $1.20 per gallon in barrel lots, smaller quantities 10 cents per gallon extra, containers 25 cents per gal. extra.

Continued on page 56



Results Insured

There's a sureness about the Glidden result that will cement your relationship with the painter and make the owner a steady customer for you both.

The results are insured by a policy of paint making that builds up the right quality first and then maintains that quality in every package.

Why should you or the painter run risks when you can get a sure Glidden product for every kind of painting in demand? Glidden "everywhere on everything" solves the problem for *everyone*.

Write to-day for our complete plan with prices and selling data.

There's no obligation.

THE GLIDDEN COMPANY, LIMITED

Toronto, Ontario

Branches: **Montreal and Winnipeg**



The Brush Department

Protect Brush Stock Against Moths

Brush Drawers or Boxes Should be Lined With Tar Paper for Protection—Keeping the Stock in Good Shape

IT is important that hardware merchants should make a careful inspection of the brushes they have in stock and see that all drawers or boxes are cleaned out and are lined with tar paper to keep the moths out. Flake camphor or moth balls can be used for this purpose, but if so should be replenished occasionally as the strength goes out of same when in the open air very quickly.

Very often new and old stocks of brushes are put in the same drawer and the old brushes may already have moth in them, and if this is the case it will not be long before the new stock will suffer as well.

Often dealers make complaints that brushes have been sent by the manufacturer with moth in them, but in the better and standard grades made by the larger manufacturers this could hardly be the case, as most of the large manufacturers have the bristles thoroughly cleaned out before being made up into brushes and also have a regular and careful system of inspection as well as using moth preventives.

On account of the season starting earlier than usual the danger will probably be greater than usual, and merchants should not lose any time in giving this matter their attention.

One of the big points in selling brushes is to have the stock in good condition, and at this time, when brushes should be moving actively in conjunction with paint sales, and when brushes are being kept more or less exposed, care should be given to curtail the depredations of the moth.

GENERAL MARKETS

Continued from page 54

Chain Quotations Revised

Winnipeg.

Slightly lower prices are quoted this week on cable chain and are as follows:

ELECTRIC WELD—3-16 in., $19.15; ¼ in., $17.65; 5-16 in., $15.20; ⅜ in., $13.20; 7-16 in., $12.80; ½ in., $12.40; ⅝ in., $12.05; ¾ in., $11.85.

B.B. SHORT LINK—⅜ in., $17.75; 7-16 in., $15.30; ½ in., $15.15; 9-16 in., $15.15; ⅝ in., $14.40; ¾ in., $14; ⅞ in., $13.65; 1 in., $13.20.

Eavestrough Prices Lower

Winnipeg.

Lower prices are recorded this week on eavestrough and conductor pipe and are as follows:

EAVESTROUGH—O.G., Square Bead—8 in., $6.53; 10 in., $7.20; 12 in., $8.78; 15 in., $12.15. O.G., Round Bead—8 in., $6.78; 10 in., $7.45; 12 in., $9.03; 15 in., $12.40. Half Round Bead—8 in., $6.84; 10 in., $7.60; 12 in., $9.18; 15 in., $12.78.

CONDUCTOR PIPE—2 in., $7.65; 3 in., $9.45; 4 in., $12.15; 5 in., $17.10.

CONDUCTOR ELBOWS—2 in., $2.34; 3 in., $2.61; 4 in., $4.14; 5 in, $11.70; 6 in., $13.95.

CONDUCTOR SHOES — 2 in., $2.88; 3 in., $3.38; 4 in, $5.04; 5 in., $13.05; 6 in., $15.30.

Bar Iron Reduced

Winnipeg.

A reduction has been made in the prices of bar iron this week. The revised quotations are given below.

ROUNDS AND SQUARES—3-16, ¼ and 5-16, $5.70 base; ⅜ to 2 in., and flats up to and including 1 x 4 in., $5.40 base; 2 in. up to and including 2¾ in., and flats 1 x 4 in. up to 6 in. wide, $6.15 base; rounds over 2¾ in. to 6 in., $6.65 base; band steel, $5.70 base.

Pittsburgh Markets

Pittsburgh, May 26.—Production of steel is declining at a slow rate. Measured by ingot output it was about 31 per cent. of capacity in April and is now a share below 30 per cent., while the indications are that a rate of 25 per cent, or less will be reached by July. That prediction is based on the fact that specifications and orders are coming in at a slightly lower rate now than a few weeks ago.

July is invariably a dull month in the steel market. Even in 1916, an extremely active year, the market was dull in both June and July, and this led to expectations in some quarters that the market would go off permanently, but it took a fresh start in August. Inasmuch as nothing good can be expected in July and we are only a few weeks from July now, it is regarded as certain that no definite improvement can occur in the near future. Predictions of improvement are now centering more definitely around the month of August, when a few weeks ago some predicted August, some September and some October. What is being predicted for later in the year is not a complete revival, but an improvement. Full operation of the steel industry is not expected before next spring at the earliest. It will be seen that if mill operations are 25 per cent. in July and become 50 per cent. in September, the 50 per cent. rate would be a very low one, but on the other hand it would represent a doubling in output, which would look very good. Before the war the steel industry had an idea that no combination of circumstances could put a demand to a point below 50 per cent. of capacity, and as a matter of fact there was never, before the war, an operation under 50 per cent. at any time. The capacity now, of course, is much larger.

Attitude of Steel Mills

A notable fact in the situation, one that does not attract the attention it deserves, is the complaisance with which steel producers view the situation. They are not alarmed or perturbed or even particularly impatient. What is their philosophy? It is one that is common to the majority of business men today, that there must be a general and complete readjustment and that no one can expect real business activity until the adjustment is finished. Indeed, the philosophy goes farther than that, that no one should want a revival in business until the adjustment is completed, because such a revival would represent a false start, on an unsound economic basis, and there would be fresh trouble later.

Of course everyone would be much better satisfied if the readjustment should be completed suddenly, but it is recognized that it cannot be and men therefore are patient. An important point is that business men know, or at least are convinced that they know, just what they are waiting on, and they can read signs from day to day of how the readjustment is proceeding so that they can judge of the progress being made. There are various things needed for completion of the readjustment, but two things are picked out as the hardest and slowest and it is assumed that all the others will come around in ample time for these two, so that they are the ones to be watched.

These two are declines in retail prices commensurate with the declines in wholesale prices, so that the cost of living will be lowered by reasonable amount, and declines in those wage rates that are too high. When the readjustment started no one knew how far prices would decline or how far they ought to decline to produce a safe basis. Now, however, there have been such declines in some commodities and some wage rates that they can be used as a measuring stick for the others. Perhaps some of the prices and wage rates are a little too low now and will advance, but the advance would not be large and the decreases awaited are large. Thus tin, copper, zinc, lead and antimony have lately been below their pre-war averages and possibly that is a little too low.



BOECKH'S FLOOR BROOMS

This beautifully made floor broom is exceptionally high quality. They give exceptional wear—your customers get the service they are looking for and therefore become satisfied customers. High quality that is backed by our guarantee, supported by the whole experience, reputation and prestige of the Boeckh Company, Ltd.

This organization, since its establishment in 1856, has maintained the very highest standards for all its products. Throughout its long history a special interest has been taken in co-operating with the merchant. To-day the organization works smoothly and quietly in the service of the trade and special attention is given to rush orders and orders by mail. Ask for free display cards.

THE BOECKH COMPANY LTD.

Toronto, Canada

Established 1856

Develops Paint Trade Among Artisans

Windows Used to Advantage in Selling Paint to Artisan Class Who Do Much of Their Own Renovating—Drawing Business From Outlying Districts.

AN attractive and seasonable window display of paints and similar products in connection with spring "paint up" activity, is shown in the illustration herewith. This photograph represents one of the weekly business endeavors of May Brothers, hardware merchants, Dundas street, W., Toronto.

When interviewed by HARDWARE & METAL, Mr. May stated that he attributed a large portion of his recently increased paint sales to the incentive in his line of business attained through the display. Especially did this apply to stains, varnish and paint brushes, all of which had been placed to good advantage in the window.

In keeping with the general trend of the paint situation at the present time, is the remark that sales in all these lines are more numerous this year than ever before, and that the final results of the season will not only show an increase in volume of this class of trade, but will also be credited with a record turnover in this department.

Appeal to Artisans

Confidence of this kind, although a decided asset, is being backed up with several practical suggestions for securing and enlarging the paint trade in this vicinity. May Brothers' store is situated in West Toronto, where a large number of artisans reside. A direct appeal was made to this class; and not only were the various lines of suitable coats for house painting purposes presented in an effective manner, but extension ladders were rented to customers for a nominal charge, thus facilitating the active perusal and consummation of the "paint your own home" slogan.

Along with floor finish products were shown polishing mops and handles, waxing brushes, floor wax, and similar commodities. A similar method was employed in grouping special products. Thus, with roofing, was shown tar paper and building paper, and with these products was presented roofing cement. Chicken incubators suggested poultry foods, regulators and disinfectants, as well as leg bands, oyster shell, and so on.

Appeal to Holiday Makers.

Another and more recent adaptation of May's method of concentration was a window display containing a direct appeal to the excursionist and holiday maker. This consisted chiefly of thermos flasks, hot water retainers, picnic baskets, and lunch boxes and motorists' luncheon outfits, in preparation for the holiday and all that the holiday involves. Ordinarily such a day is merely a chance for recreation, but to the progressive hardware merchant, it presents an opportunity for increased sales in special lines. Just prior to the holidays early in the year paint sales are active. This also applies to the week-ends during which the paint up spirit of the office or factory worker has an opportunity for expression.



A bid for a good share of the paint trade of the district is made in this paint display by May Bros., West Toronto, showing varnish stains, brushes, etc. In the background will be noticed a sketch showing the firm's delivery wagon on the way to Weston, Mt. Dennis and other points, thus emphasizing the large rural field covered by this service.

Moore's Paints

"Save the surface and you save all" *Paint & Varnish*



"Save the surface and you save all" *Paint & Varnish*

Sell the Goods that Hold the Trade

Moore's Wagon and Implement Paint is specially prepared for Wagons, Carts, Plows, Mowing Machines, and all other agricultural implements.

Produces a rich gloss, hard-wearing surface for the consumer, and increased business for the dealer. The hardwareman in rural districts has plenty of prospects for this service-giving paint.



This popular, durable, and lustrous enamel renews the appearance of automobiles and makes them look like new.

Easy to apply. Self-levelling and dries overnight.

Made in Black, Oriental Yellow, Auto Gray, Emerald Green, Vermilion, Jockey Red, Wine Color, Cobalt Blue, Brewster Green.

Ask about our Agency Proposition

Benjamin Moore & Co.

LIMITED

Paints, Varnishes and Muresco

Toronto **Winnipeg**

If interested tear out this page and place with letters to be answered.



Livingston Brand

"THE KIND YOUR GRANDFATHER USED"



With our extensive buying, manufacturing and selling organization, spread, as it is, from coast to coast, we are placed in a most favorable position to offer Livingston products to the Canadian trade.

The geographical location of our mills facilitates placing our products in the hands of the jobbers at a minimum cost.

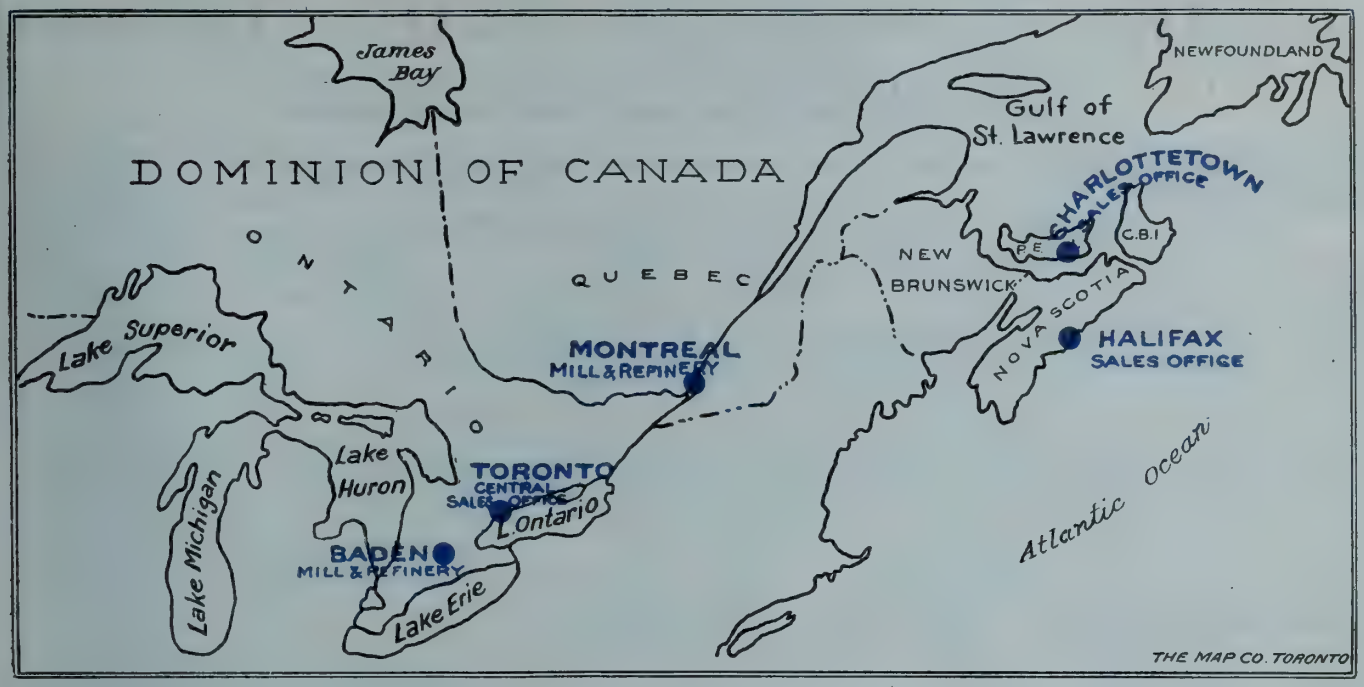
SALES OFFICES:

TORONTO, VANCOUVER
CHARLOTTETOWN
HALIFAX

THE
DOMINION LINSEED OIL COMPANY
LIMITED

Livingston Products

If interested tear out this page and place with letters to be answered.



—*for 50 years known as the old reliable Baden Oil*

With present new addition and extensive improvements to the parent mill at Baden, and further working accommodation at St. Boniface, you can depend on shipments as required.

Specify "Livingston" as the "buy-word" for linseed oil.

"The kind your grandfather used."



MILLS AND REFINERIES:

BADEN
MONTREAL
WINNIPEG

THE
DOMINION LINSEED OIL COMPANY
LIMITED

Known the World Over

If interested tear out this page and place with letters to be answered.

CURRENT MARKET QUOTATIONS

These prices are for such quantities as are usually ordered by retail dealers. Large buyers can frequently make purchases at better prices.

AMMUNITION, DOMINION

	Blk. List.	Lesmok List.	Smkless. List.
22 Short		$10 00	10 70
BB Caps			$ 7 00
22 S. Mush			11 50
22 Long		12 00	15 00
22 L. Mush.			16 00
22 L. R., do.			18 70
22 L. Rifle		14 00	17 50
25 Short	$23 50		
25 Long	33 00		
32 Short	23 50		
25/20	56 00		70 00
25 Colt Auto.			58 00
30 Mauser			91 00
32 S. & W..	38 50		42 00
32 S. Colt	38 50		
32 Colt Auto.			63 00
32/20	56 00		70 00
38 S. & W.			54 50
44 G. Getter			66 50
44/40	66 50		84 00
455 Target			85 00
250 Sav. H.P.			160 00
280 Ross			209 00
25/35			125 50
30/30			144 50
303 Savage			144 50
303 British			190 00
32/40	102 50		121 50
32 Special			144 50
32 Rem. Rim.			144 50
33 Win.			190 00
351 Self Ldg.			121 50
35 Rem. Rim			159 60
38/55	125 50		152 00
45/70-405	133 00		

Dominion Ammunition—Discount 30/20%.

AMERICAN AMMUNITION

Winchester and Savage advance 22½% on American list.

Remington Union Metallic list plus 22½%.

Shot, standard, 100 lbs., Toronto, $16.00; Montreal, $18.00; net extras, as follows, subject to cash discounts only: Chilled, $1.50; buck and seal, 80c; No. 28 ball, $1.20 per 100 lbs.; bags less than 25 lbs, ½c per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax freight equalized.

AXES

Boys' Axes	14 25	15 50
Hunters' Axes	13 00	14 50
Single Bits, doz.	18 00	20 50
Double Bit	24 50	25 00

On weights heavier than base add to list as follows:

Group 2	$ .25	Group 3	$ 50
Group 4	.75	Group 5	1.00
Group 6	1.25	Group 7	1.75
Group 8	2.25	Group 9	2.75
Group 10	3.25		

Axes, Bench, 45 per cent. off list.

BABBITT

Prices on babbit fluctuate with the metal markets and prices are quoted on application. Prices range from 10c to 75c a lb.

BELTING Leather)

Discounts apply to Revised List of Nov. 4th, 1920.

Extra Quality, 15/10 per cent.

Standard Quality, 15/10/10 per cent.

Side Lace Leather, lb., $1.75.

Cut Lace Leather, lb. $2.00 $2.50

F.O.B. Montreal, Toronto.

BITS, AUGER

Standard List Prices per dozen.

3-16	$ 6.00	18-16	$12.00
4-16	5.00	19-16	14.00
5-16	5.00	20-16	14.00
6-16	5.00	21-16	16.00
7-16	5.00	22-16	16.00
8-16	5.00	23-16	18.00
9-16	6.00	24-16	18.00
10-16	6.00	25-16	21.00
11-16	7.00	26-16	21.00
12-16	7.00	27-16	24.00
13-16	8.25	28-16	24.00
14-16	8.25	29-16	27.00
15-16	9.50	30-16	27.00
16-16	9.50	31-16	30.00
17-16	12.00	32-16	30.00

Discounts from Standard List prices:

Beaver, 22½ per cent.
Gilmour Auger Bits, 7½ per cent.
Gilmour Eye Augers.
Irwin Auger Bits, list plus 22½%.
Irwin Car Bits, add 15%.

F.O.B. Toronto, Montreal, London and Hamilton.

BOARDS, BAKE

	⅜ Rim.	¾ Rim
0—16 x 22	$ 8 90	$12 50
1—18 x 24	10 78	12 80
2—18 x 29	12 10	14 75
3—20 x 30	13 86	17 75

BOARDS, IRONING

	Dozen
No. 1, Daisy	$38 00
No. 10, Daisy	43 00
No. 33	21 00
No. 35	38 00
No. 36	43 00
Perfection	48 00

BOARDS, SKIRT—

No. 11, doz. $14 00

BOARDS, SLEEVE

No. 3, dozen ..... $ 7 00

BOARDS (Wash) Zinc.

	Dozen
Baby Globe	$ 3 00
Beaver (brass)	9 00
Canada Glass	9 00
Competition Globe (metal)	5 99
Diamond King (glass)	8 75
Enamel Queen	9 50
Glass Globe	8 75
Improved Globe	5 85
Jubilee	7 15
Neptune	6 50
Newmarket King	7 15
Pony	2 70
Royal Globe	6 00
Solid Back Globe	7 25
Standard Globe	6 00
Surprise	
Supreme Zinc	6 50
Western King (enamel)	9 50

F. O. B. Newmarket.
Subject to acceptance.

BOILERS (Range)

30-gal., standard $12.00
30-gal., extra heavy 15 00

Note.—New list being issued.

BOLTS AND NUTS

Discounts apply to standard list.
Carriage Bolts ($1 list), ⅝ in. dia. and smaller, 6 in. and shorter, 25%.
Carriage Bolts ($1 list), ⅝ in. dia. and longer lengths, 10%.
Carriage Bolts ($1 list), 7-16 in. dia. and larger, 15%.
Machine Bolts, ⅝ in. dia. and smaller, 4 in. and shorter, 40%.
Machine Bolts, ⅝ in. dia. and smaller, longer lengths, 15%.
Machine Bolts, 7-16 in. dia. and larger, 20%.
Sleigh Shoe Bolts, all sizes, 10%.
Coach and Lag Screws, 35%.
Bolt Ends, 20%.
Square Head Blank Bolts, 20%.
Plow Bolts, 1, 2, 3 head, 25%.
Plow Bolts, others, 25% net extra.
Elevator Bolts, large head, 10%.
Elevator Bolts, corrugated heads, 40%
Fancy Head Bolts, 10%
Shaft Bolts ($3 list), 10%.
Step Bolts, large head ($3 list), 10%
Whiffletree Bolts, 10%.
Tire Bolts, 50%.
Stove Bolts, 62½%.
Nuts, 2 in. and smaller, square Blank, add to list, $1.25.
Nuts, 2 in., and smaller, square—Tapped, add to list, $1.75.
Nuts, 2 in., and smaller, hexagon—Blank, add to list, $1.75.
Nuts, 2 in., and smaller, hexagon—Tapped, add to list, $2.25.
Terms—Cash in 30 days from date of shipment, less 2%.

BORAX

Lump Crystal Borax, lb. 13c-15c

F. O. B., Montreal, London, Toronto.

BRASS

	Base
Sheets, base, Montreal	0 30
Do., Toronto	0 29
Rods, base ½ to 1 in., round, Montreal	0 25
Do., Toronto	0 26
Tubing, seamless, base, Montreal	0 35
Do., Toronto	0 36

F.O.B. Montreal and Toronto.

BROOMS

	Doz.
No. 5, 4 strings	$ 6 65
No. 5, standard	7 50
Little Beauty	9 40
Royal Blue	13 90

BUTTS

	Wrought Steel—
No. 840	Net
No. 800	Net
No. 838	Net
No. 808	add 10%
No. 804	less 10%
No. 802	Net
No. 810	add 25%
No. 814	add 25%

F.O.B. Toronto, Montreal, London, Hamilton.

CANS

For discount on milk and cream cans, etc., see list under head of wares, etc.

CEMENT

Quotations withdrawn. Prices on application.

CHAIRS

	Dozen
Step ladder	$36 00
Step ladder stools	20 00

CHOPPERS, FOOD

Universal—Dozen, No. 0, $30; No. 1, $36; No. 2, $42; No. 3, $58.

Russwin—Dozen No. 0, $24.50; No. 1, $30.60; No. 2, $36.75; No. 3, $49.00.

Full case of half dozen.

F.O.B. Montreal, Toronto.

CHURNS

List price hand churns—No. 0, $12; No. 1, $12; No. 2, $13; No. 3, $14; No. 4, $16; No. 5, $19.

List prices power churns—No. 0, $11; No. 1, $11; No. 2, $12; No. 3, $13; No. 4, $17; No. 5, $20.

Discount of 10% f.o.b. Toronto, Hamilton, Fergus, London, St. Mary's.

Net list f.o.b. Montreal, Ottawa, Kingston.

CLIPPERS, HORSE

New Market, $3.50 per pair.

No. 1 B.B. Stewart Horse Clipper, $14 list, less 25 per cent.

CLOCKS—ALARM—

Big Ben	$ 4 00
Good Morning, each	1 90
Lookout	2 35
Sleepmeter	2 50

CLOTHES BARS AND DRIERS

	Per doz.
Clothes Bars, No. 1	14 40
No. 2	19 00
No. 3	14 40
No. 4	11 00
No. 5	16 00
No. 6	13 00

CLOTHES HORSE, Etc.

	Folding	Exten.
4 ft.	$13 50	$27 00
5 ft.	17 00	34 00
6 ft.	20 00	40 00

CLOTHES LINES (Galvanized)

No.	1,000 ft.
18—100 ft. lengths	$6 50
18—50 ft. lengths	7 10
19—100 ft. lengths	5 50
19—50 ft. lengths	6 75

F.o.b. Montreal, Toronto, London.

COBBLER SETS

Common, per set $1 35

CLOTHES LINES REELS

	Doz. net
No. 3	$20 [illegible]
No. 3½	21 60
No. 4	28 80

COIL CHAIN

	Fireweld Proof	B.B.B.
5-16 inch		19 40
⅜ inch	15 30	16 55
7-16 inch	13 15	16 15
½ inch	12 75	15 75
⅝ inch	12 00	13 65
¾ inch	11 25	13 40
⅞ inch	10 80	13 00
1 inch	10 40	12 60

F.O.B. Montreal and Toronto.

	Electric Weld Proof	B.B.B.
3-16 in.	18 50	24 25
¼ in.	17 25	22 55
5-16 in.	14 90	18 80
⅜ inch	12 90	
7-16 in.	12 50	
½ in.	12 20	
⅝ in.	11 45	
¾ in.	11 25	

F.o.b. Montreal, Toronto.

Cow ties, plus 37½%; trace chains, list, plus 25%; dog chains, add 20%; halter chains, net; tie-out chains, 32½%; stall fixtures, No. 1, or heavy, $2 doz.; stamped, No. 3 or Dominion, $2.80 doz. net.; breast chains, No. 220, ... doz. pairs.

F.o.b. Montreal, Toronto, Hamilton, London.

COMBS—CURRY—

	Doz.
No. 111	$2 00
No. 121	2 20
No. 127	2 90

CATTLE—

98	$2 60
100	3 70

F.O.B. Montreal, Toronto, Hamilton, London.

COPPER—

	Mont. Base	Toronto Base
Casting ingot, see weekly report.		
Rods, ½ to 2 in.	0 32	0 34
Soft sheets, plain, 16 oz. and heavier, lb.	0 34	0 34
Plain Tinned, 16 oz. and heavier, lb.	0 36	0 36
Polished and Tinned, 16 oz. and heavier, lb.	0 42	0 41
Tubing, lb.	0 39	0 39

Above prices are full sheets and bars. Cut sheets and bars are 5c per lb. higher.

COPPERS, SOLDERING—

Base, 3 to 8 lbs., 41c f.o.b. Toronto and Hamilton.

3 lbs., 47c; 4 to 8 lbs., 45c. F.o.b. Montreal.

CORD (SASH)

No. 6, lb.	$0 52
No. 7, lb.	0 51
Nos. 8, 9, 10, 12	0 50

F.O.B. Montreal, Toronto, Hamilton, London.

CROWBARS

Per 100 lbs.—Montreal, $9.00; Toronto, $9.50; London, $9.75.

DOORS, SCREEN

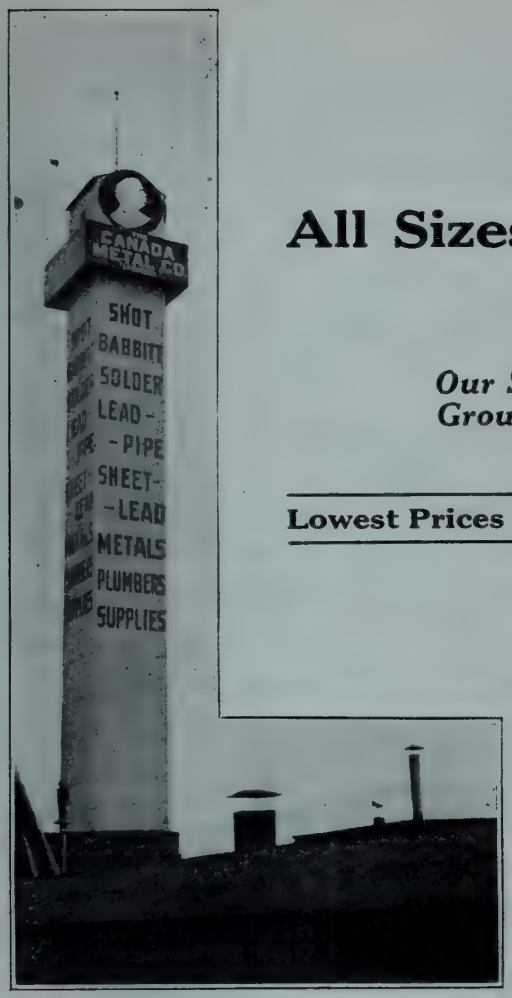
Kasement, No. 2, oak stain, varnished, including hardware sets:—

2 ft. 6 in., doz.	$45 00
2 ft. 8 in., doz.	45 60
2 ft. 10 in., doz.	46 70
2 ft. 7 in., doz.	46 80

DRILLS—

Standard Lists.
Blacksmiths', ½ in. v 2½ in. shank

List each.		List each.	
⅛	$0.45	19/32	$1.20
5/32	.45	⅝	1.30
3/16	.50	21/32	1.40
7/32	.55	11/16	1.50
¼	.60	23/32	1.60
9/32	.65	¾	1.70
5/16	.70	25/32	1.80
11/32	.75	13/16	1.90
⅜	.80	27/32	2.00
13/32	.85	⅞	2.10



SHOT

All Sizes **25 Lb. Bags**

Kegs or any weight

Our Shot Tower overlooks the Toronto Exhibition Grounds. The highest tower in the Dominion.

Lowest Prices **Highest Quality** **Immediate Shipment**

ALSO

SHEET LEAD **BABBITT**
SOLDER **LEAD PIPE**
NAILS **WIRE**

THE CANADA METAL CO., LTD.

Toronto Montreal Winnipeg Vancouver

Bicycle Time Is Here!

Don't Delay---Now Is The Time To Get Into The Business

THERE are lots of bicycle "prospects" in your locality that you can turn into sales and make a nice clean profit.

So, put in a good assortment of C.C.M. models right NOW.

We will ship promptly.

Every C. C. M. Bicycle is fully guaranteed by the manufacturer. The dealer assumes no risk whatever in selling C. C. M. Bicycles.

The C. C. M. guarantee puts everything squarely up to the manufacturer. And the popularity of C. C. M. Bicycles shows that the bicycles and the manufacturer make good

C. C. M. Bicycles will make good with you and will make money for you. Write, telephone or telegraph your order.



C·C·M· Bicycles

Red Bird - Massey - Cleveland - Columbia
Perfect - Gendron - Ivanhoe

The Canada Cycle & Motor Company, Limited

Montreal, Toronto WESTON, ONT. Winnipeg, Vancouver

DRILLS—Continued

7/16	.90	29/32	2.20
15/32	.95	15/16	2.30
½	1.00	31/32	2.40
17/32	1.05	1	2.50
9/16	1.10		

Intermediate sizes take list of next larger.

BIT STOCK, list per doz., less 45%.

3/32	$2.70	⅜	$ 8.50
⅛	3.00	7/16	10.50
5/32	3 50	½	13 00
3/16	4.00	9/16	15.50
7/32	4.50	⅝	18 00
¼	5 00	11/16	21.00
9/32	6.00	¾	24 00
5/16	7 00	⅞	30.00

Blacksmiths', ½-in. shank, Straight Shank, Straight Shank, wire, Taper Shank, 35 to 37½%.

EMERY CLOTH
See under Sandpaper.

ENAMELWARE
See prices under heading Wares.

FILES AND RASPS
Discounts below apply to list of Nov. 1, 1899.

Great Western, Amer	50%
Kearney, Foot, Arcade	55%
J. Barton Smith, Eagle	55%
P. H. and Imperial	55%
Globe	55%
Nicholson	32½%
Black Diamond	32½%
Delta Files	20%
Firth Files	50%

F.o.b. Toronto, Montreal, London and Hamilton.

FITTINGS—	Mont.	Tor.
Cast iron fittings		20%
Malleable bushings	25%	30%
Cast bushings	25%	30%
Unions	40%	40%
Flanged unions	20%	20%
Plugs, cast iron	22½%	27½%
Plugs, solid		**10%**
Plugs, countersunk	net	net
Couplings, 4 in. and under	20%	20%
Do., 2½" and larger	net	net

POUND GOODS—	Blk.	Galv.
Class—	Montreal	
A		
B	0 20	0 28
C	0 13	0 20
	Toronto	
A	0 60	0 75
B	0 24	0 34
B	0 15	0 24

NIPPLES, WROUGHT
Close and short, 4 in. and under, 40%, 4½ and larger, 30%; long, 4 in. and under, 50%, 4½ in. and larger, 40%; running thread, 4 in. and under, 20%.

Terms, 2% 30 days. Approved credit. Ontario, Quebec and Maritime Provinces.

GRINDSTONES—	Per 100 lbs.
Under 50 lbs., 1½ to 1¾" face	5 00
Under 50 lbs., 2¼ to 3" face	4 25
Over 50 lbs., 2¼ to 3" face	4 00
Bi-Treadle, each	9 75
Cycle BB	8 75

GRINDSTONE FIXTURES	Doz.
No. 22	$9 60
No. 33	9 95
No. 2½	11 90
No. 3	12 00

F.o.b. Toronto.

HALTERS, LEATHER	Doz.
Russett rope tie, 1 in.	
Black, rope tie, 1 in.	
Black, rope tie, 1¼ in.	
No tie, 1 in.	
No tie, 1¼ in.	

HALTERS, ROPE

Sisal, 7-16 in.	
Do., 9-16 in.	
Jute, 7-16 in.	
Do., 9-16 in.	

HAMMERS, NAIL	Doz.
No. 21	$14 00
No. 1	19 00
Nos. 1½, 61½	18 75

HAMMERS, SLEDGE

Can. 2-2½ lbs., cwt.	$25 00
Do., 3-4½ lbs.	23 00
Do., 5 lbs. and over	16 00
Masons, 2-2½ lbs.	31 50
Do., 3-4½ lbs.	28 25
5 lbs. and over	23 00

F.o.b. Montreal, Toronto, Hamilton, London.

HAMMERS, STRIKING	
No. 38, No. 46, 5 lbs. and over	$16 00

HAMMERS, MACHINIST	
No. 30, 1-lb.	$12 60
No. 30, 1¼-lb.	13 50

Net.

HANDLES (WOOD)
All hickory handles, list plus 20%; all oak, ash and maple handles, list plus 10%; hay fork, hoe, rake, shovel and manure fork, list plus 10%; Whiffletrees, doubletrees and neckyokes, list plus 20%; wood rakes, list plus 10%; horse pokes, list plus 10%.

Terms, all goods f.o.b. factories, 2% 10 days, net 30 days.
O-Cedar Mop Handles, less 30%.

HANGERS, BARN AND PARLOR.	List
Atlas No. 0	$13 35
Do., No. 1	13 80
Do., No. 2	15 85
Stearns, 4 in.	12 80
Do., 5 in.	16 00
Perfect, No. 1	10 50
Canada	13 25
Hatch	13 25
National	15 00
America	19 00
Great West	30 00
Richards-Wilcox, 321	22 80

HATCHETS, LATHING	
No. 3	$10 25
No. 4	11 25

HATCHETS, SHINGLING	
No. 1	$10 25
No. 2	11 25

HATCHETS, BARRELLING	
Nos. 50, 60	$15 75

HATCHETS, CLAW	
No. 7	$12 25
No. 8	13 00

F.o.b. Montreal, Toronto, Hamilton, London.

HEATERS, ELECTRIC

Glower Heater	$12 00
Heatray Heater	14 00

Discount 22%-33%, according to quantity.

Majestic, 1 Burner	$11 50
Do., 2 Burner	17 50

Discount 27½%.

Universal	13 80

Discount 20 and 5%.

F.o.b. Toronto.

HINGES, SPRING	
No. 200 and Uo. 20, per doz.	$2 50

HINGES, TEE AND STRAP	Strap	Tee
Heavy in Bulk.	Doz.	pairs.
4 inch	$3 00	$2 55
5 inch	3 70	3 20
6 inch	4 00	3 60
8 inch	5 40	4 10
10 inch	9 60	7 30
12 inch	11 90	11 60
14 inch	13 60	11 80

Discount 35%.

Light. Net Prices.		
3 inch	$0 90	$0 90
4 inch	1 08	1 00
5 inch	1 26	1 17
6 inch	1 53	1 35

Screw Hook and Strap Hinges—List prices, per dozen pairs—6 in., $4.30; 8 in., $4.80; 10 in., $6.40; 12 in., $7; 15 in., $7.50; 18 in., $11; 21 in., $12.40; 24 in., $16; 27 in., $17.20; 30 in., $18.50; 33 in., $21.50; 36 in., $24.50.

Discount 25%.
F.o.b. Toronto, London, Hamilton and Montreal.

HOES. Grub	$9 75

HOOKS, GRASS	Canadian	English Fox
No. 2, per doz.	$4 90	$7 50
No. 3, per doz.	5 00	8 00
No. 4, per doz.	5 10	8 50
Little Giant,	8 00	....
Barden Patent	8 00	....

F.o.b. Montreal, Toronto.

HORSESHOES		Price per keg	
Patterns	Sizes made	No. 2 and larger	No. 1 and smaller
		Less 20c	
Light iron	0-7	$8 25	$8 50
Long heel light iron	3-7	8 25	....
Medium iron	1-8	8 25	8 50
Heavy iron	6-8	8 25	....
Snow	1-6	8 50	8 75
New-light "XL" steel	1-6	8 70	8 95
Featherweight "XL" steel	0-4	10 10	....
Special-counter-sunk	0-4	10 60	....
Toe-weight (front only)	1-4	11 10	....

Packing—Up to 3 sizes in one keg, 10c per 100 lbs. extra. More than 3 sizes, 25c per 100 lbs. extra.
F.o.b. Montreal and Belleville.
Terms—Cash in thirty days, less 2% discount.

TOE CAULKS
Nos. 0, 1, 2 and larger, sharp and blunt, $2.70 to $3.00 box.

HOSE, LAWN	Toronto
Corrugated, ½ in., 100 ft.	$19 00
Do., ⅝ in., 10 ft.	21 50
Do., ¾ in., 100 ft.	25 00

Less 5% for full reels, 500 ft.
F.o.b. Toronto and London.

IRON AND STEEL
See weekly report.

IRON, TINNED
Lion and Crown Brand, Toronto in 22 gauge, 24 gauge and 26 gauge.

36 x 96	25c per lb.
30 x 96	25c per lb.

Less than case, 50c per 100 lbs. extra. F.o.b. Toronto.
These prices nominal.

IRONS (SAD)	
Potts, polished, per set	$2 18
Potts, nickel plated, per set	2 30
Potts handles, japd., doz.	2 15
Common, No. 1, 4 and 5 lbs.	18 00
Do., 6 lbs. and up	17 00

F.o.b. Montreal.

IRONS, ELECTRIC
Model B, $7.50 list.
Classic, $8 list.
Discount 22% to 33%, according to quantity.

KNIVES, HAY	
Spear Point	$19 00
Lightning	17 50
Heath's	17 50

LADDERS, ETC. Step Ladders	Per ft.
Standard	0 46
Household	0 30
Shelf Lock, 4 to 8 ft. only	0 32
Faultless, 4 to 8 ft. only	0 45
Do., 10, 12 and 14 ft.	0 53
Single and Fruit Picking	
10 ft. to 16 ft.	0 28
18 ft. to 20 ft.	0 29

F.o.b. Toronto, Hamilton, London,

Roped and Straight Extension Ladders	
20 to 32 ft.	0 32
36 to 44 ft.	0 35
Over 44 ft.	0 43
Special quality, 20 to 40 ft.	0 40
Three section extension	0 40

F.o.b. Toronto, London, Montreal, Stratford.

Fire ladders up to 32 feet are twice the price of ordinary extensions. Over 32 ft. are supplied with supporting legs at three times the price.

LANTERNS.	Per doz.
Short or Long Globe, plain or japd.	$15 00
Dash, plain	18 75
Do., Japd	19 25
Do., Search (r'nd reflec.)	17 00
Little Bobs	2 10-4 20

F.o.b. Toronto, Hamilton, London, Montreal.

LANTERN GLOBES Cold Blast, Short or Long	
1 doz. cases	$1 65 doz.
3 doz. cases	1 55 doz.
6 doz. cases	1 35 doz.
Cold blast, genuine ruby	5 75

F.o.b. Toronto, London, Hamilton and Montreal.

LATCHES—	Per doz.
Steel Thum, No. 2	$2 25
Do., No. 3	3 15
Do., No. 4	4 70
Barn Door, No. 5	3 30
Do., No. 9	3 50

F.o.b. Montreal, Toronto, London.

LEAD—
For pig lead and lead and zinc products see weekly report.

MACHINES (WASHING)—	List each.
Dowswell	$12 75
Noiseless	17 50
Hamilton	14 00
Peerless	14 50
Snowball	19 50
New Century, style A	19 75
New Century, style B	21 75
New Century, Electric	160 00
Playtime, engine drive	27 00
Ideal Power	28 00
Seafoam, electric, style A	105 00
Seafoam, engine drive	50 00
Sunshine	10 25
Popular	14 50
Economic	16 00
Puritan	19 50
New Champion	22 75
Home	20 00
Vacuum	27 00
Home Water, motor	28 00
Whirlpool, water power	32 00
Hydro, 1 Tub, engine drive	57 00
Do., do., electric	116 50
Rotary water motor washer	29 00
Connor ball-bearing, with rack	22 75
Perfection, engine drive	65 00
Perfection, electric	124 00
Beaver	27 50
Beaver, power	28 50
Connor, vacuum	27 50
Patriot	20 00
Jubilee	12 50
Canada First	20 00

Less 25 per cent.

Freight equalized with Montreal, Ottawa, Toronto, Hamilton, Kingston, London and St. Mary's on shipments of quarter dozen and upwards.

MATTOCKS—	
Cutter, doz.	$12 25
Pick, doz.	12 25

F.o.b. Montreal, Toronto, London, Hamilton.

MIXERS, BREAD—	
Canuck—	
No. 4, dozen	$36 24
No. 8, dozen	40 92
Universal—	
No. 4, dozen	$40 00
No. 8, dozen	52 00

MOPS—	Doz. net.
Liquid Veneer	$20 00
O-Cedar, less handle	14 00
Do., with handle	16 00
S. W. Mops, complete	4 75
Mop Sticks, No. 8	2 00
Cast Head Mop	2 00
Crescent, No. 10	2 85 3 25
Crank wringing	7 00 9 00

F.o.b. Montreal, Toronto, Hamilton, London.

MOWERS, LAWN—	
Adanac	35%
Woodyatt	10%
Empress	15%
Mayflower	25%
Ontario Daisy	15%
Star	10%
Brockville K	Net
Brockville C	Net
Brockville BB	Net

F.o.b. Toronto, Guelph, London, Hamilton, Brockville.

NAILS—
List adopted Sept. 10, 1920.
Advance over base on common wire nails in kegs.

1 inch	$1 50	2¾ inch	$0 30
1⅛ inch	1 40	3 inch	0 20
1¼ inch	1 15	3¼ inch	0 15
1½ inch	0 80	3½ inch	0-10
1¾ inch	0 75	4 inch	0 05
2 inch	0 60	4½ inch	0 05
2¼ inch	0 55	5 inch	base
2½ inch	0 30	5½ inch	base
		6 inch	base

6½ to 12-inch 2 ga. and heavier, 25c over base.
Standard Steel Wire Nails, f.o.b. London, Hamilton, Milton, Toronto, $4.65 base.
Owen Sound or Collingwood, $4.75 base.
F.o.b. Montreal, $4.55 base.
Freight equalized on above points.
Windsor, Walkerville, Sandwich, f.o.b. factory prices, carload freight allowed, $4.65.
Sault Ste. Marie, Port Arthur, Fort William, $5.30 base, f.o.b. factory; no freight allowance.
Moulding, Flooring, Slating, Box, Fence, Barrel Nails, 25c per 100 lbs. over common nail prices. Finishing Nails, 50c per 100 lbs. advance over common nail price.
Miscellaneous wire nails, 65% off miscellaneous list, f.o.b. Toronto, Montreal, Hamilton and London.

NAILS, CUT—
Montreal, $5.10; London, $5.75 base; Toronto, $5.60.
Roofing Nails — American, large head, keg, $11; 25-lb. boxes, per 100 lbs., $12.
F.o.b. Montreal, Toronto, Hamilton,

THREE MILLION PEOPLE

READ

Berry Brothers' Advertising

Throughout Canada a tremendous demand for Berry Brothers Varnishes and Paint Specialties has been created by persistent and attractive advertising in the leading daily newspapers.

Householders and others are roused to the beautifying possibilities and superior qualities of Berry Brothers products, and dealers featuring them find that our campaign brings business to their doors.

The following have a big sale:

LIQUID GRANITE—magic floor varnish.

LUXEBERRY WHITE ENAMEL—for wood, metal, plaster or cement.

BERRYCRAFT—stain finish for woodwork.

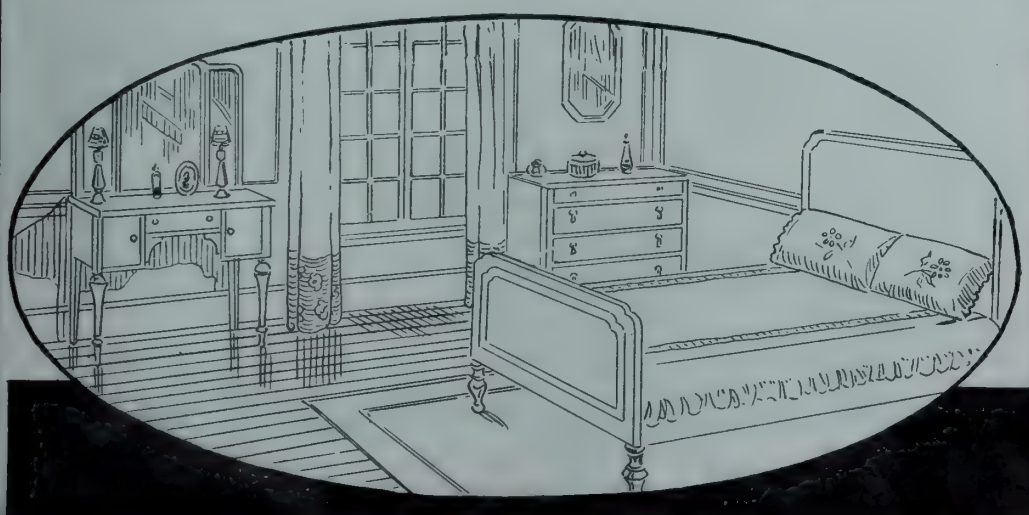
BERRY BROTHERS AUTO COLOR VARNISH—Unequalled for Beautiful Finish and Durability.

Write for Prices and Literature.

BERRY BROTHERS INC
World's Largest Makers
Varnishes and Paint Specialties

Walkerville - - - Ontario





If interested tear out this page and place with letters to be answered.

NAILS (HORSE)

Size	C Brand
Capewell—	Per 25-lb.box
No. 5	$6 75
No. 6	6 50
No. 7	6 25
No. 8	6 00
No. 9 to 12	5 75

Discount, 10%

"M.R.M." BRAND

No.	Net Price List Lengths	Per box of 25 lbs
3	5⅝"	$20 25
4	1¾"	10 25
5	1 15-16"	5 25
6	2⅛"	5 00
7	2 16-16"	4 75
8	2½"	4 75
9	2 11-16"	4 50
10	2⅞"	4 50
11	3 1-16"	4 50
12	3¼"	4 50

F.o.b. London, Hamilton, Montreal, Toronto.

NETTING, POULTRY

List prices per 50-yd. rolls.
Adopted March, 1900.

2-inch mesh and 19 ga. wire.

12 inch...	$1 80	48 inch...	$ 6 20
18 inch...	2 65	60 inch...	7 70
24 inch...	3 40	72 inch...	9 20
30 inch...	4 00	84 inch...	10 50
36 inch...	4 75	96 inch...	12 00
42 inch...	5 50		

1½ inch mesh and 19 ga. wire.

12 inch...	$3 50	42 inch...	$10 50
18 inch...	5 00	48 inch...	12 00
24 inch...	6 30	60 inch...	15 00
30 inch...	7 75	72 inch...	18 00
36 inch...	9 90		

1 inch mesh and 20 ga. wire.

12 inch...	$4 00	42 inch...	$12 00
18 inch...	5 50	48 inch...	14 00
24 inch...	7 00	60 inch...	17 00
30 inch...	8 50	72 inch...	20 00

¾ inch mesh and 20 ga. wire.

24 inch..	$10 50	36 inch...	$15 00
30 inch..	12 75		

½ inch mesh and 22 ga. wire.

24 inch..	$16 50	36 inch...	$24 00
30 inch..	20 00		

Discounts at present quoted apply only to 1 and 2 inch mesh netting. Other prices have been withdrawn and are quoted only on application.

Toronto, London, Montreal, Canadian netting. 2-in. mesh, plus 10%.

1-in. mesh, plus 10%.

American netting. 1-in. mesh, add 10%.

Invincible—	Per roll
1848	$0 95
2060	1 05

Put up in 10, 20 and 30-rod rolls.
F.o.b. Montreal.

Blue Ribbon—

24-inch, per roll	5 50
36-inch, per roll	7 15
48-inch, per roll	8 35
60-inch, per roll	9 85
72-inch, per roll	11 25

Put up in 10 rod rolls.

NIPPLES

See Fittings.

OAKUM—

Special No. 1	$17 00
Plumbers'	7 50

F.o.b. Montreal, Toronto.

OILS

	Toronto
Royalite, gal.	0 20½
Palacine, gal.	0 26
Gasoline, net, gal.	0 35

Above prices net.

	Gallon
Black oil (summer)	0 23.1
Black oil (winter)	0 23.6
Capital, cylinder	0 33.6
Mach. oil, regular grades	0 49.1
Imperial gas engine oil	0 59.1
Paraffine	0 28.6

List, less 15% on above.

Imperial Kerosene, tractor	1 50

List less 25%.

Polarine Oil, list	1 50
Polarine Oil, heavy, list	1 25
Polarine A, list	1 25

List, less 25%.

Gargoyle Mobiloil E and Arctic	1 45
Gargoyle Mobiloil, B	1 70
Gargoyle Mobiloil, BB	1 70
Gargoyle Mobiloil	1 60

List, less 15% on above.

Fuel Oil, bbl., net	0 10.2
Do., tank cars, net	0 08.2

Prices shown are barrel basis unless otherwise specified. Barrels charged extra.

OLD MATERIALS

See weekly report.

PACKING

	Per lb.
Fine jute	$0 17
Coarse jute	0 13
Hemp	0 36
Square braided hemp	0 38
No. 1 Italian	0 44
No. 2 Italian	0 36

F.o.b. Toronto, Montreal.

PAPER

	Per 400-ft. roll Montreal	Toronto
Dry Fibre, No. 1, Anch.	1 45	1 45
Do., No. 2, Anch.	0 95	0 95
Do., No. 2 Elephant	0 95	0 95
Tarred Fibre, No. 1 Anchor	1 55	1 55
Do., No. 2, Anchor	1 25	1 25
Elephant Brand, tarred, No. 2	1 25	1 25
Surprise Fibre	1 05	1 05
Stag Sheathing	1 05	1 05
Cyclone, dry	1 45	1 45
Do., tarred	1 55	1 70
Joliette Sheathing	0 95	0 95
Do., tarred	1 25	1 25

	Per 100 lbs
Monarch Sheathing, white	6 75
Do., gray	5 50
Straw Sheathing, heavy, dry	4 55

Mont. Toronto.

Imp. White Sheathing	$6 75	....
Imp. Grey Sheathing	5 50	....
Scythe Brand dry straw	4 55	....
Spruce Sheathing, 36" and 72" wide		7 25
Asbestos Sheathing		13 50
Carpet Felt		6 50
Tarred Felt, 7, 10 and 16 oz.		5 35

F.o.b. Toronto and Montreal and Hamilton.

PASTE

Stick-Fast	
In barrels, 250 lbs., lb	0 14
Barrels of 5 lbs., cotton bags, lb.	0 15
In kegs, 125 lbs., lb	0 16
In 50-lb. boxes, lb	0 18
In 25-lb. boxes, lb	0 19
Solpar	
Barrels (200 lbs.), per lb	0 14
2-lb. pkgs. case lots, lb	0 16
1-lb. pkgs., case lots, lb	0 17

PICKS—

Clay—	Montreal	Toronto
5 to 6 lbs., doz.	$ 9 50	$ 9 75
6 to 7 lbs., doz.	10 50	10 75
Rock—		
7 to 8 lbs., doz.	11 50	11 75

F.o.b. Montreal and Toronto.

PINS, CLOTHES

	Per case
5 gross, 4-in. (loose)	$2 25
4 gross (cartons), 4 in.	2 25
Spring, 2 grs. box	1 90

F.o.b. Montreal and Toronto.

PIPE, WROUGHT

Price List No. 51, April 25, 1921.

Standard Buttweld Pipe S/C

Per 100 feet.

Size	Steel Blk.	Steel Galv.	Gen. Wrot. Iron Blk.	Gen. Wrot. Iron Galv.
⅛ in.	$ 6 50	$ 8 50	$	$ ....
¼ in.	4 71	6 81	5 91	8 01
⅜ in.	4 71	6 81	5 91	8 01
½ in.	6 16	7 78	7 95	9 48
¾ in.	7 42	9 49	9 95	12 02
1 in.	10 63	13 69	14 37	17 43
1¼ in.	14 38	18 52	19 44	23 58
1½ in.	17 19	22 14	23 24	18 19
2 in.	23 13	29 79	31 27	37 93
2½ in.	36 56	47 09	.....	.....
3 in.	47 81	61 58	.....	.....
3½ in.	63 02	79 58	.....	.....
4 in.	74 67	94 29	.....	.....

Sandard Lapweld Pipe S/C

Per 100 feet.

Size	Steel Blk.	Steel Galv.	Gen. Wrot. Iron Blk.	Gen. Wrot. Iron Galv.
2 in.	$26 83	$33 49	$34 97	$41 63
2½ in.	40 07	50 60	52 94	63 47
3 in.	52 40	66 17	69 23	83 00
3½ in.	63 94	80 50	84 18	100 74
4 in.	75 76	95 38	99 74	119 36
4½ in.	85 73	108 59	1 16	1 39
5 in.	99 90	126 54	1 35	1 62
6 in.	1 30	1 64	1 76	2 10
7 in.	1 75	2 23	2 32	2 75
8L in.	1 84	2 34	2 44	2 89
8 in.	2 12	2 69	2 81	3 33
9 in.	2 54	3 23	3 36	3 98
10L in.	2 35	2 99	3 12	3 70
10 in.	3 03	3 85	4 02	4 76

Freight equalized on Chatham, Guelph, Hamilton, London, Montreal, Toronto, Welland.

PIPE (Conductor)

	Plain	List
2 in., in 10-ft. lengths, list.	$18 40	
3 in. in 10-ft. lengths, list.	22 30	
4 in., in 10-ft. lengths, list.	29 60	
5 in., in 10-ft. lengths, list.	40 00	
6 in., in 10-ft. lengths, list.	49 00	

Less 60%.

F.o.b. Toronto, Ottawa, Oshawa.

PIPE, LEAD

See weekly report.

PIPE (SOIL) Med. and extra heavy.

2 in., 3 in.	10%
4 in.	20%
5, 6 in.	15%
8 inch	Plus 5%

SOIL PIPE FITTINGS

2, 3, 4, 5, 6, in.	40%
8 in.	plus 5%

PIPE (STOVE)

See prices under Wares, etc.

PITCH

Pine, black, per bbl.	$13 25
Navy pitch, per bbl.	6 50
Coal tar pitch, per cwt.	1 55

F.o.b. Montreal, Toronto

PLANTERS, CORN

King of Field, doz.	$13 20
Triumph, doz.	11 00

PLATES, CANADA

	Montreal	Toronto
Prices nominal,		
Do., 60 sheets	$9 00	$10 00
Ordinary, 53 sheets	8 75	9 75

PLATES, COKE, TIN

Prices only nominal

	Tor. Per box	Mont. Per box
IX, 20x28, 112 sheets	24 50	
Do., 56 sheets	13 10	

"DOMINION CROWN BEST"— DOUBLE COATED TISSUE

	Nominal
IC, 14x20 base	$15 00
IX, 14x20 base	17 00
IXX, 14x20 base	19 00

F.O.B. Montreal.

PLATES, TERNE (Prices nominal)

IC, 20x28, 112 sheets 23 00

F.O.B. Toronto or Montreal.

POLISH (O-Cedar)	Doz. Net
4-oz. bottles	2 40
12-oz bottles	4 80
1-qt. can	12 00
½-gal. cans	20 00
1-gal. cans	28 00

Net. Liquid Veneer—	Doz. Net
4-oz.	$2 40
12-oz.	4 80
32-oz.	16 00
64-oz., each	1 34
128-oz., each	2 34

PUMPS

	Pitcher Spout	Closed Spout
No. 2	$3 10	$3 30
No. 3	3 40	3 65
No. 4	4 05	5 00

	Each
No. 70	7 00
No. 80	9 50

PUMPS, REDWING

No. 0	$6 85	No. 4	$12 75
No. 1	7 50	No. 5	15 25
No. 2	8 75	No. 6	18 00
No. 3	10 75	No. 6	18 00

F.o.b. Montreal, Toronto, Hamilton, London.

RIVETS AND BURRS

Iron rivets, 7-16 inch and smaller blacked and tinned, 37½%; Iron burrs, 37½% off list on 200-lb kegs.

Extras, add 1c to list on 100-lb kegs; 3c on 50-lb. boxes; 4c on 25-lb. boxes, 8c on 1-lb. pkgs.

Copper rivets, usual proportion of burrs, 27½% off; burrs, add 10%

Extras on Copper Rivets, ½-lb pkgs., 1c per lb.; ¾-lb. pkgs., 2c lb. Coppered Rivets, net extras, 3c per lb.

F.o.b. Montreal, Toronto, London.

ROOFING

	Per square Toronto
Samson, 1-ply, roll	$3 00
Samson, 2-ply, roll	3 50
Samson, 3-ply, roll	4 10
2 ply ready roofing	2 13 2 18
3 ply ready roofing	2 55 2 60

	Mont.	Toronto
Everlastic, 1 ply	2 10	2 10
Everlastic, 2 ply	2 50	2 50
Everlastic, 3 ply	2 95	2 95
Panamoid, 1 ply	1 80	1 90
Panamoid, 2 ply	2 30	2 30
Panamoid, 3 ply	2 75	2 75
Red Star, 2 ply	2 13	2 13
Red Star, 3 ply	2 55	2 55
Amazon, ex. heavy, 80 lbs. to roll	4 75	....

Everlastic Multi-Shingles (4 Shinges in One), sq. $3 50

Everlastic Slate Surface Single Shingles, Tylike (red or green), sq. 7 65 7 80

F.o.b. Montreal.

Everlastic Liquid Roofing cement—

Per gal., in bbls.	0 70	0 70
5 and 10 gal. lots, gal.	0 85	0 85
1 gal. cans, gal., doz.	10 50	10 50
Coal Tar (refined), bbl.	10 25	10 50
Coal tar (crude)	9 00	9 25

Roofix Roofing Cement—

In bbls., per gal.	0 60
In ½ bbls., per gal.	0 65
In 5s and 10s	0 70
1 gal. cans, per doz.	9 00

F.o.b. Toronto, Montreal and Hamilton.

ROPE

Pure Manila basis	0 25½
Beaver Manila basis	0 21
New Zealand hemp basis	0 21
Sisal basis	0 18½

Above quotations are basis prices. ¾ in. and larger diameter. The following advances over basis are made for smaller sizes:—⅝ in., ½c; 9-16 to 7-16 in. inclusive, 1c. ⅜ in., 1½c; ¼ and 5-16 in., 2c 3-16 in., 2½c extra.

Single lathe yarn basis	0 18½
Double lathe yarn	0 19
Yacht marline, tarred	57
Halyards	50
Beaver Halyards, wht. pol, ¾ in. basis	0 35
Hemp, deep sea line basis	50
Hemp, tarred ratline basis	43
Hemp, tarred bolt rope basis	45
Marline and Houseline	45

NOTE.—Extra charge for shorter lengths than half coils, 2c per lb additional instead of 1c per lb as formerly.

Italian rope basis on application.	
Cotton, ⅛ in.	0 42
Do., 5-32 in.	0 41
Do., 3-16 in.	0 38
Do., ¼ in. and up	0 37

F.o.b. Toronto, Montreal, London Welland, Hamilton.

TAPES, MEASURING (LUFKIN)—

	Each
263—50 ft. Challenge, Steel	$5 30
103—50 ft. Reliable Jr., Steel	5 85
243—50 ft. Rival, Steel	4 67
1243—50 ft., Rival Jr., Steel	4 35
603—50 ft., Metallic	3 38
604—66 ft.	3 92
403—50 ft., Linen	2 57

	Dozen
713—50 ft., Ass Skin	6 95
714—66 ft., Ass Skin	8 35
143—3 ft., Steel Pocket	8 35
145—5 ft., Steel Pocket	11 20
175—5 ft., Linen Pocket	7 30
165—5 ft., Cotton Pocket	1 65

F.o.b Montreal, Toronto, London

SANDPAPER

B. & A. sandpaper, net list.
Star sandpaper, net list.
B. & A. emery cloth, 33 1-3% on list.

F.o.b. Montreal and Toronto.

SCALES

Champion	List Net
4 lb.	$ 6 60
10 lb.	8 65
240 lb.	12 65
600 lb.	35 80
1200 lb.	43 00
2000 lb.	57 10
2000 lb. drop lever	64 75

Prices include stamping.

F.o.b. Toronto, Montreal, Hamilton.

SCREWS

Discounts off Standard List adopted Aug. 1, 1908.

Wood, F.H., bright	72½%
Wood, R.H., bright	70%
Wood, O.H., bright	70%
Wood, F.H., brass	60%
Wood, R.H., brass	57½%
Wood, O.H., brass	57½%
Wood, F.H., bronze	55%
Wood, R.H., bronze	52½%
Wood, O.H., bronze	52½%
Square cap	20%
Hexagon cap	20%



If This Were *Your* Window —

Here is a suggestion for a Univernish Window Display—easily arranged, attractive and convincing—one that will beckon the passer-by into your store for supplies of **"The Varnish that lasts longest."**

Univernish needs little introduction to the people of your community. It is known to them already through big space consumer advertisements appearing in Canadian publications of national circulation.

Tell them through your window displays that you sell Univernish. You can meet their every color requirement because Univernish is made in a wide range of transparent wood colors as well as a clear varnish.

Write us to-day for all particulars of our dealer proposition.

Save the surface and you save all" *Paint & Varnish*

The

Dougall Varnish Co., Limited

MONTREAL

Associated with Murphy Varnish Co., U.S.A.

If interested tear out this page and place with letters to be answered.

SCREWS, IRON BENCH, No. 14

1 in.	$13 75
1⅛ in.	17 00
1¼ in.	20 00

SCYTHES

	Doz.
Cast Steel	$20 00
Golden Clipper	20 95
Little Giant	22 00
Bush	20 50

SNATHS

	Doz.
00 Patent	$17 50
1 loop	16 80
2 loops	15 80
3 loops	14 70
Bush	18 20

SHEETS, BLACK

See Montreal and Toronto report.

SHEETS, CORRUGATED

See weekly report.

SHEETS, GALVANIZED

See Weekly Reports.

	Queen's Hd.	Fleur-de-lis
28 gauge	$10 00	$ 9 25
26 gauge	9 75	9 00
24 gauge	9 15	8 60
22 gauge	8 80	8 15
18 and 20 ga.	8 10	8 00

F.O.B. Montreal.

SOLDERING COPPERS

See Coppers.

SOLDER, BAR

See weekly report.

SPIDERS

Cast, No. 7, $1; No. 8, $1.05; No. 9, $1.15.

SPOUTS, SAP

Eureka, per M. $16 50

STANDS, WASHTUB

Dowswell, doz. $47 25

STAPLES (Fence)—

Per 100 lb. kegs

Bright	$5 25
Galvanized	6 25

STOVES

Oil Burning Cooking	List each
Perfection No. 32, 2-burner	$25 50
Perfection, No. 33, 3 burner	31 00
Perfection No. 34, 4-burner	40 00
No. 22G oven for above stoves	9 00

Discount, 30 per cent. off list.

McClary Glass Front Oven No. 70, each, net	6 00
Detroit Glass Front Oven, No. 85, each, net	....
Hot Blast	Plus %

F.O.B. Sarnia, London, Toronto, Ottawa.

Oil Burning Heaters	List
No. 525, each	$9 50
No. 530, each	10 50
No. 630, each	13 50

Discount 30% off list.

Hot Blast ..... Plus 10%

30% discount of No. 525, No. 530, No. 630 only.

STRETCHERS, CURTAIN—

Star, No. 1, doz.	$27 60
Star, No. 2, doz.	30 00
Sun No. 1	20 00
Sun, No. 2	22 00

STRETCHERS, WIRE

Hercules, doz. $3 60

SWEEPERS—

Carpet (Bissell's)

Amer. Queen, nick. fittings, cyco b.b.	$ 60 00
Club, jap., cyco bearing	120 00
Champion, jap. fittings	45 00
Grand, jap., cyco b.b.	68 00
Grand Rapids, nick., cyco b.b.	55 00
Do., jap., cyco b.b.	50 00
Parlor Queen, nick., cyco b.b.	62 00
Princess, nick., cyco b.b.	57 00
Standard, jap. fittings	46 00
Universal, jap., cyco bear	48 00
Do., nick., cyco bear	53 00
Little Daisy	2 00
Little Queen	3 00

SWEEPERS, VACUUM (Bissell's)

	Doz.
Grand Rapids, nickelled	$106 00
Household, japanned	94 00
Superba, nickeled	120 00

F.O.B. factory, Niagara Falls, Ont.

SWINGS—

Ontario, 4-passenger $8 75

TACKS

	Discount
Wire Tacks	70/15%

Revised Hardware Tack List adopted Jan. 20, 1920 ..... 70/15%

Double-pointed tacks 70/15%

Shoe findings—List adopted March 24th, 1921.

F.O.B. Toronto, Hamilton, Montreal and London.

TINNERS' TRIMMINGS

See prices under head of Wares.

TOASTERS, ELECTRIC

Universal	7 80
C. G.	5 00

Discount 20 and 10%.

Canadian Beauty	$5 84
Upright, with rack	6 40

TOOLS, HARVEST

Waverley, Wellandvale, Rixford, Maple Leaf, Bedford, 50 and 10% off new list.

F.O.B. Montreal, Toronto, Hamilton, London.

SPADES, SHOVELS AND SCOOPS

	1st Grade %	2nd Grade %	4th Grade %
Plain Back Shovels and Spades	35	35	35
Draining Tools	35	35	35
Hollow Back Scoops	35	35	35
Sand Shovels	35	35	35
Hollow Back Shovels	35	35	35
Hollow Back Coal Shovels	35	35	35
Riveted Back Scoops	35	35	35
Miners' Spring Point Shovels	35	35	35

Above discounts apply whether goods are sold in carload or less than carloads.

The above discounts apply only to Black List; Black List prices being as follows:

BLACK LIST			
Plain Back Shovels and Spades	$29.00	$28.00	$25.00
Draining Tools, No. 2, black	29.00	27.50	.....
Hollow Back Scoops, No. 2, black	34.50	.....	32.00
Coal Shovels, Hollow Back, No. 2, black	32.00	.....	30.00
Sand Shovels, No. 2, black	27.50	.....	24.00
Hollow Back Shovels, No. 2, black	27.50	.....	24.00
Riveted Back Scoops, No. 2, black	37.50	35.50	34.00
Miners' Spring Point Shovels, No. 2, black	36.50	.....	.....

NET EXTRAS—

For each size larger than No. 2, add 35c dozen net.

Full polished, add $1.00 per dozen net.

Half polished, add 50c per dozen net.

F.O.B. London, Hamilton, Toronto, Gananoque, Ottawa, Collingwood, Sherbrooke, Montreal, Quebec, Halifax, St. John, Moncton, and freight may be equalized thereon. On shipments less than 5 dozen F.O.B. factory only.

TRACK BARN DOOR

Hatch Trolley, per ft.	0 22½
Brackets for above, per doz.	$2 20
National Flat Track, 1¼ in. per 100 ft.	10 85

TROUGH (EAVE)

O. G. Square bead and half round:

Size in girth.	Per 100 ft.		
8 in.	$15 90	15 in.	$28 80
10 in.	17 70	18 in.	36 50
12 in.	21 20	Less 60%.	

F.O.B. Toronto, Oshawa, Ottawa.

TRAPS (GAME)	Doz. with chain
Victor, No. 1 Giant, doz.	$3 35
Jump, No. 1	3 50
Hawley & Norton, No. 1	5 60
Newhouse, No. 1	7 50

F.O.B. Toronto, London, Hamilton, Hamilton.

TUBS, WOOD

No. 0, per dozen	$26 40
No. 1, per dozen	23 10
No. 2, per dozen	20 90
No. 3, per dozen	17 60

F.O.B. Newmarket.

TWINE, BINDER

	per ft.
550 feet	0 17¼
550 feet	0 18¾
600 feet	0 20¼
650 feet	0 21¼

Freight prepaid to nearest station in lots of 300 lbs. and over. Rebate of ⅛ cent lb. on 10,000 lbs. and ¼ cent lb. on 20,000 lb

TWINE (COTTON)

5-lb. sack, 3-ply, lb.	0 42
Cones, 3-ply, lb.	0 38
Do., 4-ply, lb.	0 41

VALVES AND COCKS

Compression work—Standard.	37%
Fuller work—Standard	30%
Basin cocks Fuller, No. 0	30%
Nos. 1 and 2	30%
Bath Cocks—Compression	29%
Flatway stop and waste cocks, Standard	40%
Roundway stop and waste cocks—Standard	34%
Brass steam cocks, stand.	10%
Radiator valves—Standard	23%
[illegible]	10%
Globe, angle and check valves, standard	5%
Gate or Straightway	16/10%
Jenkins Gate Valve	10/7%
Jenkins Globe	10/10%
J.M.T.	20%
J.M.T. C.	25%
J.M.T. Gate Valves	15%

F.O.B. Toronto.

VALVES, FOOT

	Blk.	Galv.
1¼	0 58	0 83
1½	0 72	1 10
2	0 99	1 60

Penberthy Brass Valves

Gate Valves	15%
Regrinding Valves	10%
Swing Check Valves	5%
Compodisk Valves	10%

WARES, ETC.

Britannic, advance 65%
Scotch Grey Ware, 40%
Colonial, 5%
Imperial Ware, 5%
Pearl, 5%
Premier, list, plus 30%
Canada Ware, list, plus 30%
Crescent, 40%
Diamond, plus 30%
White Ware, 20/10%
Japanned Ware, list, plus 33 1-3%
Japd. Ware, White, list, plus 45%
Plain and Japanned Sprinklers, list plus 33 1-3%
Stamped Ware, plain, 35%
Stamped Ware, retinned, 20/10%
Copper Bottoms, plus 50%
Tinners' Trimmings, plain, 35%
Tinners' Trimmings, retinned. 20/10%
Tinners' Trimmings, General, list. plus 50%
Factory Milk Cans, list, plus 70%
Milk Can Trimmings, list, plus 90%
Cream Cans, list, plus 47½%
Railroad Cans, list, plus 40%
Sheet Iron Ware, list, plus 66 2-3%
Pieced Ware, ordinary, list, plus 75%
Pieced Tinware, C.B., list. plus 90%
Fry Pans, Acme, list, plus 5%
Fry Pans, Quick Meal, plus 50%
Spiders, steel, plus 50%
Fire Shovels, japanned, list, plus 60%
Steel Sinks, galv'zd, list, plus 50%
Steel Sinks, painted, list, plus 50%
Light Galv. Pails and Tubs, list plus, 20%.
Heavy Galv. Pails and Tubs, list plus, 20%.
Hollow Ware, add 40%
Garbage Pails, list, plus 20%.
Jap. Coal Hods, list, plus 80%
Galv. Coal Hods, list, plus 90%
Paper Lined Boards, 10%
Wood-lined Boards, list, plus 10%
Copper Boilers, list, net list.
Copper Tea Kettles, list plus 30%.
Copper Tea and Coffee Pots, list, plus 30%.
Stove and other Pipe, list, plus 100%
Stove Pipe Elbows, black and galv., list, plus, 66 2-3%.
Stove Pipe Thimbles, 40%

F.o.b. Montreal, Toronto, London, Montreal.

WASHERS, WROUGHT

Round, plain. Sizes given are size of hole. In boxes of 50 lbs. list prices per 100 lbs.—¼ in., $28.00; 5/16 in., $24.40; ⅜ in., $22.80; 7/16 in., $21.00; ½ in., $19.60; 9/16 in., $18.80; ⅝ in., $18.60; 11/16 in., $18.40; ¾ in., $18.20; 13/16 in. $18.00; 1 1/16 in., 1⅛ in., 1¼ in. 1 5/16 in., $18.00; 1⅜ in., 1½ in. 1⅝ in., $18.40; 1¾ in., 1⅞ in., 2 in., 2⅛ in., $19.00. Discount 50% f.o.b. Montreal, Hamilton, Toronto, London and Halifax.

Car lots allowance to following points: Windsor, Walkerville, St John, Moncton, Amherst, New Glasgow. Freight allowance: Fort William and West, 10c per 100 lbs., cash in 30 days less 2%.

Net extras, 25 to 40 lbs. of a size, $1.00; 25 lbs. of a size or less, $2.00 per 100 lbs. Package allowances—if taken in kegs about 175 lbs. each, allowance 10c per 100 lbs.; if taken in bags about 100 lbs., allowance 15c per 100 lbs.

WEIGHTS, SASH

	Tor.	Lon.	Mont
Section, 1 lb., per -00 lbs.	$5 10	$5 25	$5 50
Section, ½ lb., per 100 lbs.	5 50	5 75	5 50
Solid, 3 to 30 lbs., per cwt.	3 75	4 70	4 50

WHEELBARROWS

Navvy, steel wheel, doz.	$105 00
Garden Steel, doz.	78 75
Light Garden, doz.	85 00

F.O.B. Montreal. Toronto, London

WIRE PRODUCTS

Annealed or Bright.

Advances over base price on sizes lighter than No. 9.

No. 9 and heavier	Base
No. 10	$0 06
No. 11	0 12
No. 12	0 20
No. 13	0 30
No. 14	0 40
No. 15	0 55
No. 16	0 70

Annealing, no extra.

Oiled and Annealed, extra, $0.15.

Coppering and liquor finish, extra, $1.00-$1.50.

Tinning, extra, $2.00-$3.00.

Bright base, $5.00.

Annealed base, $5.00.

Galvanized base, $5.70.

Barbed Wire, $6.20.

Coiled Spring Wire, 9 gauge, Toronto, $5.65; Montreal, $5.75.

Prices subject to change without notice.

Extra net, per 100 lbs.—Oiled wire, 15c.; bright, soft drawn, 25c-70c.

Stovepipe Wire.

No. 18	$9 50
No. 19	10 00

F.O.B. Toronto, London, Hamilton, Montreal, St. John, freight equalized.

WRENCHES, STILLSON

	each
6 inch	$2 00
8 inch	2 25
10 inch	2 50
14 inch	3 50
18 inch	5 00
24 inch	7 25
36 inch	13 50

Discount, 50% Canadian pattern; 40% on genuine.

WRENCHES, CRESCENT, list plus 10%.

WRINGERS, CLOTHES

Domestic, No. 531E	$115 00
Dom. Bench, No. 541EB	174 00
Favorite, No. 511E	105 00
Favorite, No. 512	112 00
Royal Canadian	94 00
Favorite, No. 514	133 00
Ottawa, No. 231E	105 00
Ottawa Bench, No. 341EB	162 00
Challenge, No. 311E	95 00
Warranty	115 00
Bicycle,	95 00
Eze	102 00
Rapid	92 00
Eureka	64 00
Blue Belle	115 00
Do., Folding B	164 00
Rival	105 00
Model	91 00
Imperial	102 00

Discounts from above list, 25%.

Terms—30 days, less 2 per cent. Freight equalized on half dozen machines and upwards with the nearest of the following places to point of destination, viz.: Montreal, Kingston, Ottawa, Toronto, London, Hamilton or St. Marys.

TINKER TOM'S TALKS.

No. 313

Something Free!

You can have any of the following for the asking:—

Our new card showing extras and differentials for gauges and sizes "PREMIER" GALVANIZED STEEL SHEETS.

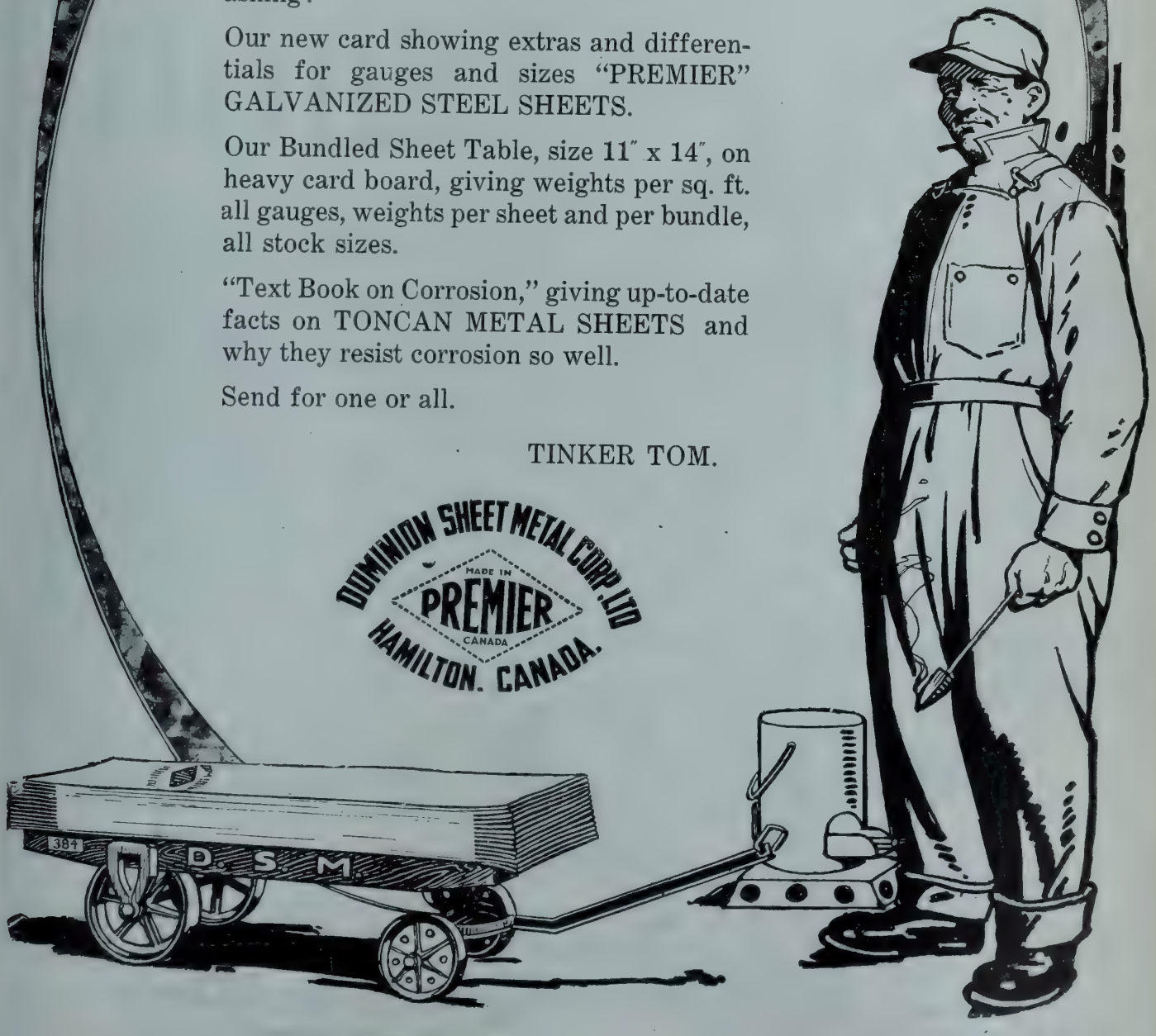
Our Bundled Sheet Table, size 11″ x 14″, on heavy card board, giving weights per sq. ft. all gauges, weights per sheet and per bundle, all stock sizes.

"Text Book on Corrosion," giving up-to-date facts on TONCAN METAL SHEETS and why they resist corrosion so well.

Send for one or all.

TINKER TOM.

DOMINION SHEET METAL CORP. LTD
MADE IN PREMIER CANADA
HAMILTON. CANADA.



If interested tear out this page and place with letters to be answered.

Paints, Oils, Etc.

ALABASTINE
Colors and white—2½-lb. packages, $10.10 for 100 lbs., 5-lb. packages, $9.60 for 100 lbs. F.o.b. Paris or nearest jobbing house.

BLUE STONE	Montreal	Toronto
Per lb., bbls.	10	10

COLORS (DRY)	Per lb.
Raw and Burnt Umber, 100 lb. kegs, No. 1	06-09½
Do., pure	11-15
Raw and Burnt Sienna, 100 lb. kegs, lb.	06-09½
Do., pure	16-18
Imp. green, 100-lb. kegs	22-23
Chrome green, pure	50-56
Chrome yellow	30-45
Brunswick green, 100-lb. keg	11-14½
Indian red, 100-lb. keg	15-20
Do., No. 1, 100-lb. keg	-07
Lamp black	32-35
Venetian red, best bright	06½-09
Do., No. 1	03¾-05½
Drop black, pure dry	-20
Golden ocre, 100-lb. kegs	-09
White ochre, 100-lb. keg	-06
Do., barrels	-05
Yellow ochre, barrels	04-05½
French ochre, barrels	-10½
Spruce ochre, 100-lb. kegs	05-08
Can. red oxide, bbls.	02¾-04½
Super magnetic red	0 05
Vermillion	1 00
English vermillion	2 25

F.o.b. Montreal, Toronto.

COLORS IN OIL, PURE	1 lb. tins
Venetian red	0 27
Indian red	0 36
Chrome yellow, pure	0 70
Golden ochre, pure	0 35
French spruce ochre, pure	0 30
Greens, pure	0 35
Siennas	0 36
Umbers	0 36
Ultramarine blue	0 70
Prussian blue	1 20
Chinese blue	1 20
Drop black	0 42
Ivory black	0 44
Signwriters' black, pure	0 48
Lampblack	0 48
Imperial black, 25-lb. irons	0 39

F.o.b. Montreal, Toronto

ENAMELS (white)	Gal.
Dougall white enamel	$8 78
Vitralite	8 78
Duralite	7 00
Old Dutch	6 27
B-H "White" Enamel	8 00
Martins, White	7 00
Satinette	6 23
C.P. Co. Albagloss	6 30
C.D. Master Painters'	8 20
Mooramel	7 00
Sunshine, white	7 00
Kyanize	8 00
Solpar	4 50
Paripan	11 00
Jasperlac	5 00
Invincible	7 50
Hillcrest	7 00
Amelite A. & E.	8 40
Adelite, A. & E.	6 15
Floglaze	5 00

GLUE	Per lb.
English, sheet	30-32
White pigsfoot	-50
Cake bone, 112-lb. bags	30-32
Hides, 112-lb. bags	35-40
Ground glues, 112-lb. bags—English, per lb.	30-32
Canadian, per lb.	27-30

Brantford—	Per case
No. 7, 50 pcks, 1 lb.	$25 00
No. 8, 100 pcks., ½ lb.	28 00
No. 9, 200 pcks., ¼ lb.	35 00

GLASS LIST

United In.	Star or 16 oz.	Double or 24 oz.
Up to 25	$11 00	$16 40
26 to 40	14 00	20 90
41 to 50	15 00	23 00
51 to 60	16 00	24 00
61 to 70	17 00	25 00
71 to 80	.....	27 00
81 to 84	.....	34 00
85 to 90	.....	36 50
91 to 94	.....	37.25
95 to 100	.....	43.75

Discount box glass, Montreal 50%; Toronto, 50%; London, 50%.
Cut size sheet glass, 60/10% off of November, 1919

GLAZIERS' POINTS
Zinc coated, 12c, ½-lb. pkg.
F.o.b. Montreal, Toronto.

LEAD, WHITE (Ground in oil).
Prices are per 100 lbs. in ton lots. Less than ton lots are 35c per 100 lbs. higher than quoted below. F.O.B. Brantford, 50c; London, 55c; Windsor, 60c per 100 lbs. F.o.b. Toronto and Hamilton, 45c per 100 lbs. F.o.b. Fort William and Port Arthur. 75c per 100 lbs.
Maritime differential 50c per 100 lbs. over Montreal.

	Montreal	Toronto
Anchor, Pure	$14 50	$14 95
Champion, Pure	14 50	14 95
Crown Diamond, pure	14 50	14 95
Green Seal	14 50	14 95
I.V. Perfection	14 50	14 95
Ramsay's Pure	14 50	14 95
Moore's Pure	14 50	14 95
Tiger, Pure	14 50	14 95
O.P.W. Dec. Pure	14 50	14 95
Red Seal	14 50	14 95
O.P.W., English	14 75	15 20
Maple Leaf, pure	14 50	14 95
Elephant Genuine	15 00	15 45

B. B. Genuine Lead, less than tons, Montreal, $16.10, Toronto, 16.55.

LEAD (RED DRY)	Per 100 lbs.
Genuin 560 lb. casks	$11 00
Genuine, 100 lb. casks	12 00
Less quantity	13 00

F.o.b. Montreal, Toronto.

Lead (red in oil)	
25s	0 18
10s	0 19
5s	0 20
1s	0 23

F.o.b Toronto, Montreal, Hamilton

LINSEED OIL
For prices see weekly report.

LITHARGE

Casks, per cwt.	$17 00
Smaller quantities, per lb.	0 20

LIQUID, BRONZING

Bronzing liquid, No. 1	$1.55-$2.15
Banana oil, gal	4 25

F.o.b. Montreal, Toronto

MURESCO	Per 100 lbs. White	Tints
350-lb. bbls.	$7 15	$8 25
200-lbs., half bbls.	8 00	9 10
100-lbs., kegs	8 25	9 35
Cases 20 5-lb. pkgs.	8 80	9 90

F.O.B. Toronto.

OILS—

Fly, Creonoid—	
Barrels, per gal.	0 65
Half-barrels, per gal.	0 70
5s and 10s, per gal.	0 80
1s (1 doz.)	13 00
½ gal. cans, 1 doz. to case	9 00

PAINTS, PREPARED
See weekly report.
Price per gallon, 1 gallon can basis

Elephant white	$4 35
Sanitone, white	3 85
Sanitone, colors	3 75
C.P. Co., pure, white	4 45
C.P. Co., pure, colors	4 10
C.P. floor paint	3 95
Elephant floor paint	3 70
Victoria floor paint	3 40
B.-H. English, colors	4 10
B.-H. English, white	4 45
B.-H. Fresconette, white	3 85
B.-H. Fresconette, colors	3 75
B.-H. Floor	3 95
B.-H. Porch Floor	4 10
Crown Diamond, white	4 20
Crown Diamond, colors	3 85
Crown Diamond Floor	3 70
Crown Diamond, porch	3 80
Do., Flat Wall Tone, white	3 85
Do., colors	3 75
Moore's House Colors, white	4 35
Do., House Colors, colors	4 10
Do., Preservo Paint, white	2 95
Do., colors	2 85
Do., floor paint	3 80
Do., Sani-Flat	3 80
Moore's Porch and Deck Paint	4 10
I.V. Elastica, white	3 95
I.V. Elastica, colors	3 70
I.V. Flatine, int. wall, white	3 85
I.V. Flatine, int. wall, colors	3 75
Jamieson's Crown Anchor	3 85
O.P.W. Canada Brand, white	4 45
O.P.W. Canada Brand, colors	4 10
O.P.W. Canada Brand, floor	3 95
O.P.W. Flat Wall, white	3 85
O.P.W. Flat Wall, colors	3 75
Ramsay's Pure, white	4 30
Ramsay's Pure, colors	3 95
Ramsay's floor	3 80
Ramsay's porch	3 95
Glidden's white	4 45
Glidden's colors	4 10
Martin-Senour, 100%, white	4 45
Martin-Senour, 100%, colors	4 10
Martin-Senour, Porch Paint	4 10
Martin-Senour, Neutone, white	3 85
Martin-Senour, Neutone, colors	3 75
Martin-Senour, Floor Paint	3 95
Sherwin-Williams, white	4 45
Sherwin-Williams, colors	4 10
Sherwin-Williams, floor	3 95
Sherwin-Williams, porch paint	4 10
Flat Tone, white	3 85
Flat Tone, colors	3 75
Lowe Bros., H.S., white	4 45
Lowe Bros., H.S., color	4 10
Lowe Bros., hard drying floor	3 95
Mellotone, white	3 80
Mellotone, colors	3 75
Maple Leaf, white	4 45
Maple Leaf, colors	4 10
Maple Leaf, floor	3 95
Pearcy's Prepared, colors	3 60
Pearcy's Prepared, white	4 00
Pearcy's Prepared, floor	3 30
A. & E. Adelite, white	4 45
Do., colors	4 10
Do., Industrial white	3 50

Barrett Products

Everjet Elastic Carbon Paint—	Mont.	Tor.
Barrels, per gal.	0 80	0 80
Half-barrels, per gal.	0 85	0 85
5s and 10s, per gal.	0 95	0 95
1s, per case, doz.	12 00	12 00
Everjet Black Enamel—		
Crates 2 doz., 8 oz.	$1 95	$1 95
Crates 12 doz., 8 oz.	1 70	1 70
1-gal. cans, gal	1 50	1 50
5-10 gal. cans, gal.	1 35	1 35
Barrels-half bbls., gal	1 25	1 25
Carbosota Liquid Creosote Oil—		
Barrels	0 60	0 60
Half barrels	0 65	0 65
5s and 10s, gal	0 75	0 95
1s (case 12 gals.)	8 50	9 50
H., T. & A. Co.'s Creosote Oil—		
Barrels	0 45	
Half-barrels	0 50	
5s and 10s	0 60	

F.o.b. Montreal, Toronto

PARIS GREEN	100-lb. lots
½-lb. paper cartons, per lb.	0 52
1-lb. paper cartons, per lb.	0 50
½-lb. tins, per lb.	0 54
1-lb. tins, per lb.	0 52
25-lb. tins, per lb.	0 48
50 and 100-lb. drums, per lb.	0 46
250-lb. kegs, per lb.	0 44½
600-lb. barrels, per lb.	0 44

Terms, 1% 15, or 30 days net.
F.o.b. Montreal, Toronto, Hamilton, London, Ottawa, Quebec, Moncton, St. John's and Halifax.
Yarmouth and P.E.I. points ¼c per lb. extra.

PUTTY
See Weekly Report.

ROSIN
In barrel lots—

G., per 100 lbs.	$ 9 50
W.W., per 100 lbs.	11 00

SHELLAC

	Pure white	Pure orange
Per bbl.	$3 90	$3 40
Gal. jugs	4 40	3 90

F.O.B. Toronto, London, Montreal

SHINGLE STAINS

	Ord. Colors	Greens
M.L. Creosot	1 40	1 60
Solignum	1 25	1 60
Martin Senours	1 40	1 60
Elastica	1 40	1 60
Hillcrest	1 40	1 60
"C.D." Shingle Stain	1 35	1 50

TAR	Mont.	Toronto
Coal Tar, refined	10 25	10 50
Do., crude	9 00	9 25

PAINT AND VARNISH REMOVER

Taxite, 1 gal. cans	3 00
B.H. Vanisher	3 60
Chalco	3 60
Klensa	3 60
Cumoff	3 60
Dougall Lingerwett	3 60
Takeoff	3 60
O.P.W. Presto	3 60
Solvo	3 60
Varn-off	3 25
Adelite	3 60

VARNISHES	Per gal cans
B.-H. Floor	4 80
B.-H. Maritime Spar	6 03
B.-H. Hard Oil	3 24
B.-H. Gold Medal	4 02
Elastilite	4 50
Granitine Floor Finish	4 50
Hydrex Spar	4 80
C.P.C. Sun Varnish	4 20
C.P.C. Sun Aero Spar	4 50
C.P.C. Sun Waterproof Floor	4 40
I.V. Elastica, No. 1	5 74
Do., No. 2	5 25
Do., Floor	4 88
Jasperite Interior and Exterior	3 75
Jasperite Indestructo, floor	3 75
Jasperite Pale Hard Oil	2 75
P. & L. No. 61	5 00
Jamieson's Copaline	4 25
M-S Marble-Ite Floor	4 87
M-S Wood-Var	4 87
M-S Durable Spar	5 78
M-S Finest Interior	5 23
Moorlastic Floor	4 25
T. 45 Floor	3 50
Moorvar Interior	3 25
Moore's Spar	5 00
Elastic Interior	3 [illegible]
Mar-not	4 40
Quick Action House	2 65
Rexspar	5 64
Scar-Not	5 13
Solpar, Spar Marine	6 00
Solpar House Spar	4 50
Solpar Floor	4 50
Solpar Interior	3 50
Kyanize Spar	5 15
Kyanize Cabinet Rubbing	4 85
Kyanize Interior and Floor	4 87
Luxeberry light	4 [illegible]
Luxeberry granite	4 90
Luxeberry spar	5 [illegible]
Ramsay's Universal	3 75
Ramsay's Agate Floor	3 95
Ramsay's 400 Hard Oil	3 25
Ramsay's, No. 720	3 00
Crown Diamond Floor	4 25
"C.D. Big 4" Exterior	5 00
"C.D. Big 4" Interior	4 50
"C.D. Big 4" Floor	4 40
C. D. General Purpose	4 15
C. D. Furniture	2 05
Dougall Univarnish, clear	5 40
Dougall Transparent, spar	6 00
Dougall Transparent, floor	5 20
Copalite	4 00
Adelite, No. 103, Floor	4 56
Adelite, No. 105, Flat	4 56
Adelite, No. 100, Spar	6 00

F.o.b. Montreal, Toronto

WATER PAINTS	
Rockface, bbls., 250 lb.	0 05
Opalite, 300 lb. bbls.	0 13½
Opalite, 100 lb. kegs	0 14½
1 gal. packages, per pkg.	0 75
½ gal. package, per pkg.	0 40

WATER PAINTS (per 100-lbs 5-lb. pkgs.	White	Colors
Decotint	9 00	9 00
Coralite	9 50	9 50
Perfecto	8 50	9 50
Solpar	8 80	9 90
C. D. Wall Coating, white	8 75	
Do., colors	9 25	
A. & E Hygiene Kal.	0 42	0 48
Do. in 100 lb. kegs	0 09	
Do., in 300 lb. bbls	0 08	

WASTE	
Cream, Polishing	0 21¾

WHITE			
XXX	0 20½	XXX	0 18½
XX	0 18½	XX, grad	0 17½
X	0 17½	XLCR	0 16½
XC	0 16½	X Empire	0 15
		X Press	0 13½

COLORED			
		Fancy	0 15
No. 1	0 14¾	Lion	0 13½
No. 7	0 13¾	Standard	0 12
No. 1A	0 12¾	Popular	0 10½
No. 1B	0 11¾	Keen	0 09

Above lines subject to trade discount for quantity.

WAX	
B.H Wax	0 56
Berry Bros	[illegible]
Imperial Floor Wax	0 40
Anchor	0 33
O.P.W. Lion Brand	0 50
Old English	0 67
Johnson's	0 65
Jamieson's liquid wax, gal.	3 50
Ramsay's	0 45
Martin-Senours	0 58
I.V. Wax	0 59
Sherwin-Williams	0 60
Solpar	0 40
Sturgeon French Polish	0 60
Crown Diamond	0 45
Hillcrest	0 45
Plymouth Rock	0 60
Champion White	0 50

F.o.b. Montreal and Toronto

WHITING	
Gilders, bolted, in bbls.	3 25

WOOD ALCOHOL	Per gal
In five gallons	$2 75
Methylated Spirits	1 90-2 55

F.o.b. Montreal, Toronto, London

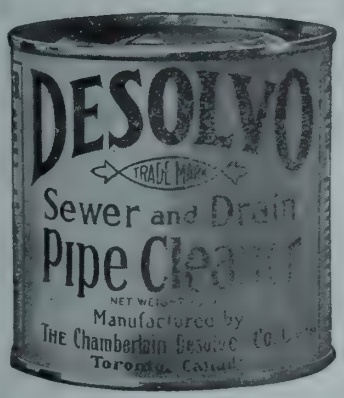
GLASS

We are receiving quantities of Belgium Window Glass and can quote you very attractive prices for immediate deliveries or for import shipments. We stock or manufacture Plate, Bevelled Plate, Mirrors, Figured, Leaded, Wired and Prism Glass.

Write, Phone or Wire for Prices

HOBBS Manufacturing Company, Limited

MONTREAL TORONTO LONDON WINNIPEG



Clears Clogged Pipe Without Damaging the House or Lawns

Think of the multiple advantages of Desolvo! Without, floors, pipes, lawns and gardens had to ripped up at a great expense to clear a clogged or frozen pipe. There was all that expense for damage, beside the time consumed. Desolvo clears clogged and frozen pipes quickly without damage to the premises. No wonder it sells so well!

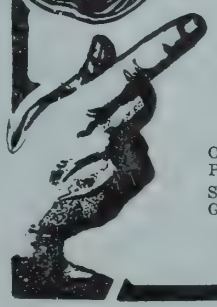
The CHAMBERLAIN DESOLVO COMPANY
109 Church St., Toronto.

Eastern Canada Representatives: Richardson & Bureau, 55 St. Francis Xavier St., Montreal, Quebec.

Ontario Representative: L. F. Mayne, 875 Trafalgar St., London, Ont.

Western Canada Representatives: N. D. McPhail & Co., 1329 Standard Bank Bldg. Vancouver, B.C.

GERMANTOWN LAMPBLACK



THE L. MARTIN CO.
HEADQUARTERS FOR
LAMPBLACK
IN ENGLAND AND AMERICA

Originators of Eagle, Old Standard, Globe and Pyramid Germantown Brands.

Suppliers of Bulk Blacks to the highest class Grinding Trade.

Montreal, Toronto, Winnipeg, New York, Philadelphia, London, Eng.

Window Glass

Also Plate, Figured, Bent, and Ornamental Glass

RED S

Stained, Wired, Mirror

Order Early

The Toronto Plate Glass Importing Co., Limited

Don Roadway Toronto

If interested tear out this page and place with letters to be answered.

Winnipeg Hardware Quotations

AMMUNITION

Powder, per keg, $11.00.

Soft shot, per cwt., $15.50; chilled, $17.00; buckshot, $16.30; ball, $16.70.

AMMUNITION, DOMINION

	Blk. List	Leamok List	Smkless List
BB caps	.....	.....	$ 7 00
22 Short	.....	$10 00	10 70
22 S. Mush.	.....	.....	11 50
22 Long	.....	12 00	15 00
22 L. Mush.	.....	.....	16 00
22 L.D. do.	.....	.....	18 70
22 L. Rifle.	.....	14 00	17 50
25 Short	$28 50	.....	.....
32 Short	28 50	.....	70 00
25/20	.....	.....	70 00
25 Colt Auto	.....	.....	53 00
30 Mausey	.....	.....	91 00
32 S. & W.	.....	.....	42 00
32 S. Colt	33 50	.....	.....
32 Colt Auto	.....	.....	63 00
32/30	.....	.....	70 00
38 S. & W.	.....	.....	64 50
44 G. Getter	.....	.....	66 50
44/40	.....	.....	84 00
455 Target	.....	.....	85 00
250 Sav. H.P.	.....	.....	160 00
280 Ross	.....	.....	209 00
25/35	.....	.....	125 50
30/30	.....	.....	144 50
303 Savage	.....	.....	144 50
303 British	.....	.....	190 00
32/40	.....	.....	121 50
32 Special	.....	.....	144 50
32 Rem. Rim.	.....	.....	144 50
33 Win.	.....	.....	190 00
35 Rem. Rim.	.....	.....	159 50
351 Self Ldg.	.....	.....	121 50
38/55	.....	.....	152 00
45/70-405	133 00	.....	.....

Jobbers' Discount on Winchester and Savage Ammunition, 40%; U. M. C., 40% off Dominion List.

Dominion Amunition — Discount 30/20% off Dominion List.

ANVILS

Peter Wright, 60 to 79 lbs., 28c a lb.; 80 lbs. and over, 26c.

Farriers' Clip Horn, 27c a lb.

Norris, 80 lbs. and over, 16c.

AUGER BITS

Standard List Prices per Dozen.

3/16	$6 00	18/16	$12 00
4	5 00	19	14 00
5	5 00	20	14 00
6	5 00	21	16 00
7	5 00	22	16 00
8	5 00	23	18 00
9	6 00	24	18 00
10	6 00	25	21 00
11	7 00	26	21 00
12	7 00	27	24 00
13	8 25	28	24 00
14	8 25	29	27 00
15	9 50	30	27 00
16	9 50	31	30 00
17	12 00	32	30 00

Discounts from standard list prices.

Irwin .....30% on list

Common .....20% on list

AXES

Single Bit	$17 50	$19 00
Double Bit		24 50
Broad Axes		60 00

AXES, BENCH

No. 2	$22 00
No. 3	24 75
No. 4	26 95
No. 5	29 70
No. 6	33 00

BAR IRON

Round and square.—3-16 in., ¼ in., and 5-16 in., $5.70 base. Round and square over 2 in., up to and including 2 ¾ in., and flats over 1 in. x 4 in. up to 6 in. wide, $6.15 base. Rounds over 2¾ in. to 6 in., $6.65 base. Swedish iron, $8; sleighshoe steel, $6.25; spring steel, $6.50; machinery steel, $8.

BARS, CROW, $12.00 per 100 lbs.;

BELT LACING

In sides, tanned, $2.50 per lb.; cut, $3.00 per lb.; rawhide, sides, $2.50; cut, $3.00.

Blue Stone (Vitriol), 11½c.

BELTING

Rubber, 6 in. and under 54%; over 6 in., 47%.

Agricultural or No. 1 leather belting, 15/10/10/10% off list.

Standard, 15/10/10% off list. Extra 15%.

The "double' 'list is just twice the

BOARD, BEAVER Per M ft.

1,000 ft. to 5,000 ft..... $51.50

BOILERS, RANGE

30-gal., each 13 00

BOLTS—

Carriage, ⅜ in. and smaller, up to 6 in., 15%; over 6 in., net list; 7-16 in. and larger, 5%; Machine, ⅜ in. and under, up to 4 in., 32½%; over 4 in., 5%; 7-16 in. and over, 10%; machine set screws, 25%; plough bolts, 12½%; stove bolts, 60%; shaft bolts, 5% adv.; tire bolts, 40%; sleigh shoe bolts, 5% adv.

BORAX Borax, per lb., 14c.

BUTTS

Plated—No. 241 Antique Copper and Dull Brass Finish.

	Per pr.
2½ x 2½ in.	0 36
3 x 3 in.	0 38
3½ x 3½	0 39
4 x 4 in.	0 52
4½ x 4½	0 77
5 x 5 in.	1 34

Wrought Steel—

No. 800	net prices
No. 804	net prices
No. 838	net prices
No. 840	net prices

CARPET FELT Per Roll

16 oz.—50 lbs.	4 70
20 oz.—54 lbs.	5 90

CHAIN

Coil, Elec. Weld, 3-16 in., $19.25; ¼ in., $17.75; 5-16 in., $15.55; ⅜ in., $13.55; 7-16 in., $13.20; ½ in., $12.85; 9-16 in., $12.85; ⅝ in., $12.15; ¾ in., $11.90.

B.B. Short Link—3-16 in., $17.75; 7-16 in., $15.40; ½ in., $15.75; 9-16 in., $15.75; ⅝ in., $14.15; ¾ in., $13.95; ⅞ in., $13.35; 1 in., $13.15.

Logging—¼ in., $21.15; 5-16 in., $17.95; ⅜ in., $15.95; 7-16 in., $15.60; ½ in., $15.25.

CHIMNEYS, LAMP

A, crimp top, per doz., $1.70; B, per doz., $1.90; Rochester plain top, per doz., $2.40.

CHOPPERS, FOOD

Universal, No. 0, $2.30; No. 1, $3.15; No. 2, $3.75; No. 3, $5.00.

CHURNS

Power — No. 0, $9.75; No. 1, $9.85; No. 2, $10.75; No. 3, $12.00; No. 4, $16.00.

Hand — No. 0, $7.75; No. 1, $7.85; No. 2, $8.75; No. 3, $10.00; No. 4, $12.00.

CLEVISES, MALL. 21c per lb.

CLIPPERS, HORSE Each

Stewart, No. 1	$10 88
Hand, Newmarket	3 60

CLOCKS—Alarm

	Each
Big Ben	$3 85
Baby Ben	3 85
America	1 80
Sleepmeter	2 35

CLOTHES LINE WIRE Doz.

50 foot, 19 g.	$4 40
100 foot, 19 g.	7 25

COPPER

Sheet and planished copper, 60c per lb. Tinned, 75c.

CORD SASH

Coils or Hanks.

8, 9, 10 ..... $0 53 lb.

DRILLS

See Eastern list.

Bit stock discount	40%
Blacksmiths' ½ inch shank	25%
Straight shank	25%
Do., wire	25%
Taper shank	25%

EAVETROUGH

Eavetrough, per 100 ft., 8 in., $6.53; 10 in., $7.20; 12 in., $8.78; 15 in., $12.15.

Conductor Pipe, 2 in., per 100 ft., $7.65; 3 in., $9.45; 4 in., $12.15; 5 in., $17.10.

ENAMELWARE

See Ware.

FILES

Globe	Discount 50/5%
Nicholson Gen.	Discount 30%

FITTINGS—Malleable

Class A	55%
Class B and C, off new list.	65%
Bushings	20%
Unions, "Dart"—	
¼ to 2-in.	15%
⅛, 2½, 3½ and 4-in.	5%
Nipples, 4 in. and under	40%

FRY PANS Each

Cast iron, No. 8	$1 05
No. 9	1 15

GALVANIZED WARE

See Wares.

GLASS, WINDOW Single Double

Up to 25-in.	$ 7 50	....
26 to 40 in.	9 22	14 18
41 to 50 in.	9 98	14 86
51 to 60 in.	10 30	15 82
61 to 70 in.	10 70	16 42

GLASS (Plate)

20%.

GLOBES, LANTERN Doz

Cold Blast	$ 1 50
Short	1 50
Genuine Ruby	5 00

GRIDDLES, PANCAKE

Round, No. 1	$1 05
No. 2	1 15
Oblong, No. 8L	1 10
No. 9L	1 25
No. 8	1 90

GRINDSTONES

price of "single."

Per 100 lbs., $8.75.

Mounted on steed frames, $7.75 to $10.25.

HARVEST TOOLS. 50% and 10%.

HAMMERS—Adze-Eye, Plain

	Doz.
No. 0, 1½ lb.	$20 20
No. 1, 1¼ lbs.	19 05
No. 1½, 1 lb.	18 95
No. 2, 13 oz.	18 50
No. 22, 1¼ lbs.	15 00
No. 21, 1 lb.	13 65

Bell Face Doz.

No. 61, 1¼ lbs.	$19 05
No. 61½, 1 lb.	18 95
No. 62, 13 ozs.	18 50
No. 65, 1¼ lbs.	15 00
No. 64, 1 lb.	13 65

HAMMERS, MACHINISTS'

Doz.

No. 30 up to and including	
No. 1	$18 85
No. 1½	16 15
No. 2	18 50
No. 2¼	20 20

HAMMERS, MASONS'

No. 43, 5 lb. and over, $23 per cwt.

HAMMERS' STRIKING

Double face, No. 38, 5 lbs., $17.00. per cwt.

HINGES—Net prices.

Light Strap.—3 in., 93c per doz. prs.; 4 in., $1.13; 5 in., $1.27; 6 in., $1.60; 8 in., $2.33; 10 in., $3.27.

Light Tee—3 in., 93c per doz. prs.; 4 in., $1.00; 5 in., $1.20; 6 in., $1.40; 8 in., $1.67; 10 in. $2.27.

Heavy Tee—4 in., $1.75; 5 in., $2.20; 6 in., $2.45; 8 in., $2.80; 10 in., $5.05; 12 in., $7.90; 14 in., $8.50.

Heavy Strap—4 in., $2.45; 5 in., $2.55; 6 in., $2.65; 8 in., $3.75; 10 in., $6.70; 12 in., $7.75; 14 in., $9.40.

Corrugated Tee—4 in., $2.45; 5 in., $2.70; 6 in., $3.65; 8 in., $5.75; 10 in., $8.25.

Corrugated Strap—4 in., $1.60; 5 in., $2.20; 6 in., $2.85; 8 in., $4.75; 10 in., $7.20; 12 in., $11.05.

Screw Hook and Strap.—6 in., $4.45 per doz. prs.; 8 in., $4.95; 10 in., $6.60; 12 in., $7.20; 15 in., $7.75; 18 in., $11.35; 21 in., $12.75; 24 in., $16.50.

HORSESHOES

Iron, No. 0 to 1, $9.95; No. 2 and larger, $9.70; snowshoes, No. 0 to No. 1, $10.20; No. 2 and larger, $10.05; hand drilled, No. 0 to 1, $17.50; No. 2 and larger, $17; toe weight, $11.95.

HOSE, GARDEN

	3-ply	Per 100 ft. Multiped
½ in.	$13 50	$21 00
⅝ in.	15 50	.....
¾ in.	17 50	28 00

IRON, GALVANIZED

	Apollo and Premier	"Fleur de Lis"
10¾ oz. or 28 Eng.		$10 55
28 Am. or 26 Eng.		10 15
26 Am. or 26 Eng.		9 55
24		9 40
22		9 40
18 and 20		9 25
16		9 10

IRONS, SAD

Common Sad Iron, 6 and over 18c per lb.; 4 and 5 lbs. 20c per lb.

Mrs. Potts' No. 55, set $2 60

Mrs. Potts, No. 50, set 2 70

Mrs. Potts' common sad iron handles, $2.40 dozen. Mrs. Potts' improved, $3.00 a dozen.

JACKSCREWS

15% on list.

KNIVES—HAY

Heath's	$17 50
Lightning	17 50

LADDERS, STEP

Common, 4 ft., $1.85; 5 ft., $2.15; 6 ft., $2.55; 7 ft., $3; 8 ft., $3.50; 10 ft., $4.75.

LADDERS, EXTENSION

20 to 32 ft., per ft., 37½c; 36 to 40, 41c.

LANTERNS

Cold Blast

No. 2, Japd.	16 50
No. 2, Coppd.	19 25
No. 2, plain	15 75
Short Globe, doz.	15 75

LATCHES—THUMB, STEEL

	Doz.
102	$2 40
103	2 45
104	2 85
Barn Door	
5	3 85
8	4 25
9	6 50

LEAD PIPE, $12.06.

LEAD WASTE, $12.96.

WHITE LEAD

Decorators' pure, 25 lb. drums, $16.10 per 100 lbs.

LINSEED OIL

See weekly report.

MACHINES—WASHING

	Each
Dowswell	$ 9 00
New Century	16 80
Canadian	9 00

MATTOCKS

Pick, $14.25; cutter, $14.25.

MOPS

O-Cedar, No. 1	$16 00
O-Cedar, No. 3	16 00
Self-wringing	6 70
Mop Handles	2 10

MOWERS—LAWN

	12 in.	14 in.	16 in
Woodyatt	$ 12 00	$12 75	
Empress	14 25	15 00	
Daisy	8 75	9 50	
Star	7 40	7 85	
K—3-blade	9 60	10 25	10 60
C—4-blade	10 70	11 25	11 75
BB—4-bld.	12 45	13 00	13 65

NAILS

Wire, f.o.b. Fort William, $5.00 base; Winnipeg, $5.65. Cut f.o.b. Winnipeg, $7.25.

NAILS, HORSE, 25-lb. Box

	MRM	Capewell	New Peerless
No. 4	....	....	$7 75
No. 5	$5 25	$7 00	5 75
No. 6	5 00	6 75	5 50
No. 7	4 75	6 50	5 25
No. 8	4 75	6 25	5 00
No. 9	4 00	6 00	4 75

"Save the surface and you save all" Paint & Varnish



"Save the surface and you save all" Paint & Varnish

Wa-Ko-Ver Stain
Beautifies All Woodwork

Not only does it beautify, but it wears like iron. You will find it pays in future sales always to recommend Wa-Ko-Ver Stain whenever your customers have worn floors or scratched woodwork to renovate. It restores the freshness of the floors or woodwork, pleases your customers, and makes permanent business for you. The established reputation of this effective, serviceable stain makes it a pleasure to sell. Good displays in your windows, on your counters, or other conspicuous places, remind visitors to your store, and people that would otherwise be "passers-by," of their need for Wa-Ko-Ver stain. This sales-maker will handsomely reward a little sales-effort on your part.

Write Us For Reasons Why You Should Handle This.

G. F. Stephens & Co., Limited

Paint and Varnish Makers

Winnipeg **Calgary** **Edmonton**

If interested tear out this page and place with letters to be answered.

Winnipeg Hardware Quotations - Continued

NETTING—POULTRY

1 in. mesh x 24 in.	$6 61
30 in.	8 92
36 in.	10 54

NAILS

Square, small lots, blank, $4.50; tapped, $5.00 advance on list; Hexagon, small lots, blank, $4.75; tapped, $5.25 advance on list; case lots all styles, 1c less than above.

OAKUM

Clipper, spun, bale 50 lbs.	$11 50
Clipper, unspun, bale, 50 lbs.	....
Plumbers, bale 50 lbs.	5 00

OILS—	Gallon
Kerosene	0 27
Gasoline	0 40
White Rose Gasoline	0 43
En-ar-co Motor Oil, med. and heavy	1 15
Do., ext. heavy	1 25
Black (summer)	0 32½
Black (winter)	0 33
Imperial kerosene tractor	1 35
Capital cylinder	0 96½
Castor machine	0 60¼
Imperial gas engine	0 65
Discount 10%.	
Polarine	1 35
Polarine A	1 85
Polarine heavy	1 35
Gargoyle Mobile A	1 68½
Gargoyle Mobile B	1 93½
Gargoyle Mobile BB	1 88½
Gargoyle Mobile E and Arctic	1 53½
Fuel oil ..... On application	
Discount 25%.	
Wm. Penn Motor, medium	1 53
Do., heavy	1 58
French C, medoum	0 85
French A, heavy	1 20
Transmission, No. 1	0 75
Steam cylinder, No. 650C	1 10
Volunteer, reg. gas engine	0 60
Century caster machine	0 55
Melrose Harvester machine	0 70
25% and 10%.	

PAINTS, PREPARED

See weekly report.
(1 gallon can basis)

Stephens' white	$4 60
Stephens' colors	4 25
Stephens' floor	4 10
Silkstone white	4 00
Silkstone colors	3 90
Stephens' barn	2 35
Stephens' barn, extra color	2 55
Lion white	4 60
Lion colors	4 25
H.D. floor	4 10
Velvetone white	4 00
Velvetone tints	3 90
Ramsay's white	4 45
Do., colors	4 10
Dultone, White	4 00
Do., colors	3 90
Martin-Senour, white	4 60
Senour's floor	4 10
M.S. Neutone, white	4 00
M.S. Neutone, colors	3 90
M.S. Red Schoolhouse	2 50
M.S. Standard Barn	1 37

PAPER, BUILDING

Dry Fibre, No. 1	$1 25
Sunrise	1 00
Anchor, tarred	1 45
O.K. tarred	1 45
Tarred Felt	6 75

PICKS, CLAY

5-6 lbs., $10.25; 6-7 lb., $11.25 doz.; 7-8 lb., $12.25.

PIPE, WROUGHT

New price list being printed.

Per 100 ft.	Blk.	Galv.
⅛ in.	6 21	8 69
¼ in.	5 31	7 61
⅜ in.	5 45	7 79
½ in.	7 25	9 00
¾ in.	8 73	10 98
1 in.	12 56	15 89
1¼ in.	17 01	21 51
1½ in.	20 34	25 70
2 in.	27 63	34 61
2½ in.	44 37	56 12
3 in.	58 01	73 40
3½ in.	76 05	84 64
4 in.	90 00	112 50
4½ in.	101 70	127 80
5 in.	118 80	149 40
6 in.	154 80	193 50

PLASTER PARIS

Per barrel 6 75- 7 50

PLATES, CANADA

18 x 21 per box, blued, $9.75; 18 x 24, blued, $9.75; 20 x 28, blued, $10.00.

POLISH

	Liquid Veneer	O-Cedar
	Doz.	Doz.
4-oz.	$ 2 40	$ 2 40
12-oz.	4 80	4 80
1-quart	10 00	12 00
½-gal.	....	20 00
1-gal.	28 08	28 00

PULLEYS, CLOTHES LINE

	Doz.
No. 58, jap. 5" wheel	$4 90
No. 158, gal. 5" wheel	5 10

PUMP OILERS, GENUINE CANNON

No. 1, $18.50 doz.; No. 3, $21 doz.; No. 2½, $23.50.

PUMPS

Pitcher spout, No. 1, $3 each; No. 2, $3.55 each; No. 3, $3.80 each; No. 4, $4.60 each.

PUTTY

100-lb. irons	$7 20
25-lb. irons, per cwt.	7 80
1½-lb. tins	0 14½

RIVETS AND BURRS

Iron rivets, 30%; copper, No. 8, 42½c; No. 10, 46c; No. 12, 49¼c.

ROPE

British Manila—¼ in., 5-16 in., 24½c; ⅜ in., 24c; 7-16 in., ½ in., 9-16 in., 23½c.; ⅝ in., 23c; ¾ in. and larger, 22½c.

Pure Manila.—¼ in., 5-16 in., 29¾c.; ⅜ in., 29¼c; 7-16 in., ½ in., 9-16 in., 28¾c; ⅝ in., 28¼c; ¾ in. and larger, 27¾c.

Sisal—¼ in., 5-16 in., 22¼c; ⅜ in., 21¾c; 7-16 in., ½ in., 9-16 in., 21¼c; ⅝ in., 20¾; ¾ in. and larger, 20¼c.

Lath yarn, 20¼c.

Cotton Rope—3-16 in., 55c; ¼ in. and up, 54c.

SANDPAPER—

	B. & A. Quire	B. & A. Ream	Star Quire	Star Ream
00, 0	$0 41	$ 7 10	$0 43	$ 7 35
½	0 43	7 55	0 43	7 85
1	0 48	8 55	0 45	8 35
1½	0 52	9 95	0 50	9 ..
2	0 58	11 50	0 60	11 00
2½	0 75	13 25	0 80	14 65
3	0 85	15 10	0 90	16 70

SASH BALANCES (Caldwell)
50% on list.

SAWS, BUCK

Happy Medium, $17.25; Watch Spring, $17.50; Lance Tooth or Lightning Blades, $20.00.

SCREWS

Bright iron round head, 65%; flat head, 67½%; oval head, 65%; round head, brass, 52½%; flat head brass, 55%; coach, 25%.

Set Screws, 5%. Cap Screws, 15%.

SCYTHES—	Doz.
Bramble	$.....
Bush	20 50
Excelsior	.....
Cast	20 00

SHOVELS AND SPADES

Shovels—Fox and Olds, D.H., Sqr. Pt., $16.25 per doz.; D.H., Rd. Pt., $16.25; L.H. Sq. Pt., $16.25; L.H. Rd. Pt., $16.25; Bulldog & Jones, D. H., Rd. Pt., $20.20; D.H., Sq. Pt., $19.85; L.H., Rd. Pt., $19.85; L.H., Sq. Pt., $19.85. Black Cat and Moose & Jones Scoops—No. 4, $23.60; No. 6, $24.35; No. 8, $25.05.

SLEDGES, BLACKSMITHS'

No. 37, 5 lbs. and over, $20.25 per cwt.

SNATHS

No. 2 loop	$17 25
Bush	19 50

STEEL SHEETS, BLACK

10 gauge	$7 15
12 gauge	7 15
14 gauge	7 20
16 gauge	7 30
18-20 gauge	7 80
22-24 gauge	7 85
2½ gauge	7 90
28 gauge	8 15

STANDS Each

Washtub, Reverse Drip	$4 15
Range boiler, 12 in.	1 50

SWEEPERS — VACUUM Doz.

Grand Rapids, nickeled	$109 00
Household, japanned	97 00
Superba, nickeled	123 00

SWEEPERS, TOYS, BISSELL'S

Little Daisy, per gross	35 00
Little Queen, per gross	53 00

F.O.B. jobbers' warehouses, Winnipeg

SOLDER, per lb., 26 to 27c.

SPIKES — BOAT

Pressed, ¼ in., $10.80; 5-16, $10.05; ⅜ in., $9.25; ½ in., $9.

STAPLES

Bright iron, $5.55; Fort William, $6.20, Winnipeg; galvanized staples, ... Fort William .... Winnipeg.

STEEL

Sleighshoe, $6.55 base per cwt.; plow, common, $12; crucible plow, $16.00; angle, $7.00; harrow, $6.55 base; cast, octagon tool steel, 20c base; square tool, 20c base; spring, $6.00; tire, $7.50. Mild, 3-16, ¼, 5-16, $5.70 base. Round, square flat, up to and including ¼, ⅜ to 2 in., $5.70 base. Round and square, over 2 in., and including 2¾ in., flat over ¼ and up to 6 in. wide, $6.15 base; round over 2¾ in. to 6 in., $6.65 base. Band steel, $5.70 base.

STEEL HOOPS

½ in., $8.35; ⅝ in., $8.00; ¾ in $7.40; ⅞ in., $7.10; 1 in $7.00 1¼ in., $6.90; 1½ in., $6.80

STEEL SQUARES
10% on list.

TACKS. Carpet, 70% off list.

TIES. Cow. ...

TIN AND TERNE PLATE—

20 x 28 IC box	$23 75
20 x 28 I.X. box	27 00
20 x 33 I.C. box	28 50
20 x 33 I.X. box	33 50
Terne plates	24 00

TRAPS, GAME—

	Victor Doz.	H.& N. Doz.	Jump Doz.
No. 0	$2 40	$....	$.
No. 1	2 85	5 20	3 85
No. 1½	4 35	7 85	5 70
No. 2	6 00	11 00	9 00
No. 3	10 15	14 70	12 30

TUBS—	Wood	Fibre
No. 0	$25 55	$29 55
No. 1	22 20	24 35
No. 2	19 00	21 10
No. 3	16 80	18 00

TURPENTINE

See weekly report.

TWINE (WRAPPING)	Lb.
Cotton, 3-ply, cones	$0 40
Cotton, 3-ply, balls	0 45
Cotton, 4-ply, cones	0 43
Cotton, 4-ply, balls	0 47

VARNISHES—

Stephens' Luminette, gal.	$4 00
Stephens' Exalite, gal.	4 75
Lion Brand Color Varnish, per gal.	4 50

WARES, ETC.—

Scotch Grey Graniteware.

Colonial Imperial, Pearl, list plus 2½% advance.

Premier, Canada, Diamond, plus 40%

Whitewear, 22½% off.

Japanned Ware, list, plus 45%

Japanned Ware, white, list plus 57½%

Japanned Sprinklers, list plus 45%.

Stamped Ware, plain, 20-10-2½% discount.

Stamped Ware, retinned, 15-5-5%

Pieced Tinware, ordinary, list plus 90%

Pieced Tinware, copper bottoms, list plus 105%

Sheetiron Ware, list plus 72½%.

Light Galvanized Pails, plus 31½%.

Tubs—
Light, plus 31½%.
Heavy, 62½%
Pails and Tubs, plus 72½%
Jap. Coal Hods, list plus 92½%
Galvanized Coal Hods, list plus 102½%

WASHERS—

Size	Case lots	Less
3-16 in.	15 50	$16 00
¼ in.	13 70	14 20
5-16 in.	12 90	13 40
⅜ in.	12 00	12 50
7-16 in.	11 30	11 80
½ in.	10 90	11 40
9-16 in.	10 80	11 30
⅝ in.	10 70	11 20
¾ in.	10 60	11 10
⅞ in.	10 50	11 00
1 in.	10 50	11 00
1⅛ in.	10 50	11 00
1¼ in.	10 70	11 20
1⅜ in.	10 70	11 20
1 7-16 in.	10 70	11 20
1½ in.	10 70	11 20

WASTE

Cream, polishing	0 24½

WHITE

XXX Extra	$0 21
XX Grand	0 20
XLCR	0 19
X Empire	0 17½
X Press	0 16

COLORED

Fancy	$0 17½
Lion	0 16
Standard	0 14½
Popular J	0 13
Keen	0 11½

Above lines subject to trade discount for quantity.

WEIGHTS, SASH	Per 100 lbs.
Sectional	$7 50
Solid	7 00

WELL WHEELS	Doz.
Cast, covered, 8 in.	$11 60
Cast, plain, 10 in.	15 60
12 in.	18 85
14 in	24 00

WHEELBARROWS	Each
U. S.	$ 6 60
General purpose	7 90
Stone	13 75
Navvy, doz.	105 00

WIRE — BARB

Lyman, 4-point, $5.00 Winnipeg; Glidden Cattle, 2-pt., $4.80 Winnipeg; Baker, 2-pt., $4.70 Winnipeg; plain twist, cwt., Winnipeg, $7.00 100 lbs.; galvanized, Winnipeg, No. 9, $7.80; No. 12, $8.05; coil spring, plain, Winnipeg, No. 9, $6.30; No. 12, $6.50.

Patented screen in 100-ft. rolls. $3.50 per 100 sq. feet.

WIRE — PLAIN

Bale ties, 14-gauge, single loop, $7.10 Winnipeg, $6.45 Fort William. Brass snare wire, per lb., 90c.

WIRE — ANNEALED

No. 9, $6.00; No. 10, $6.06; No. 12, $6.20; No. 14, $6.40; No. 15, $6.55; No. 16, $6.70 per 100 lbs.

WRENCHES — NUT

Agricultural—	
6-inch	$ 9 00
8-inch	10 80
10-inch	12 60
12-inch	16 20
15-inch	21 60
Perfect Handle—	
6 inch	15 00
8 inch	17 50
10 inch	.....
12 inch	.....
15 inch	.....
18 inch	.....

WRENCHES—PIPE

Trimo—30% off list.
Stillson—30% off list.

	— Dozen—	
Always Ready	Black	N. P
No. 1	$4 60	$ 5 00
No. 2	6 30	6 75

WRINGERS, CLOTHES	Doz
Universal	$49 50
New Eze	76 50
Regent	69 00

The Trade Mark behind the "Hardware House of Quality"

DIAMOND A BRAND — ASHDOWN'S GUARANTEE

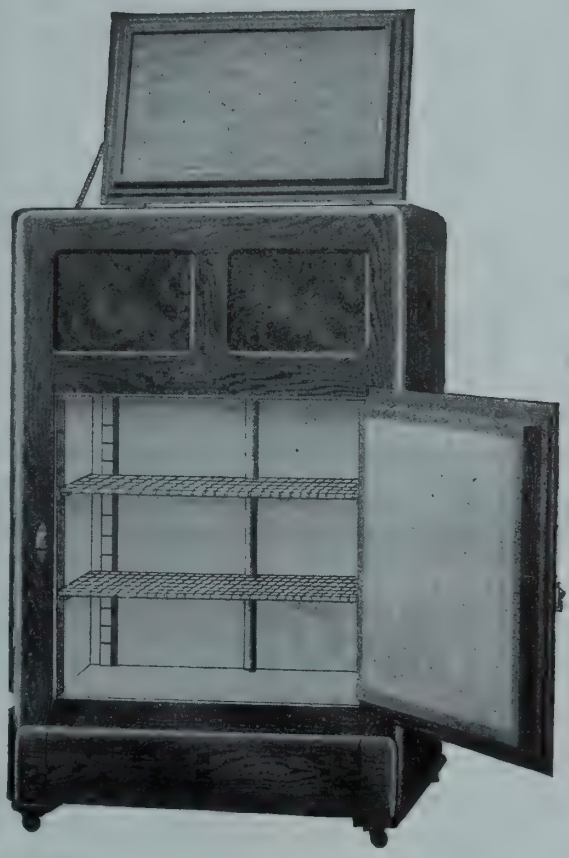
The Largest Wholesale Hardware Dealers in Canada

Refrigerators

A Refrigerator For Every Purpose

Ashdown's are prepared to supply standard makes of refrigerators for every purpose, and in a wide variety of style and sizes, from the largest for commercial purposes in stores to the small, compact sizes for apartment houses.

These dependable lines are chosen with the usual Ashdown care in selection. They will be found conveniently arranged, well insulated, good ice-savers, and handsome in finish and appearance.



Refrigerators Backed by Ashdown's 52 Years' Experience

This seasonable item will shortly be in active demand. There isn't much time to spare if you are not well stocked now. This is one of a line of handsome, attractive refrigerators. Well displayed in your window, or on your floor, they will attract favorable attention at once. Their good selling points will arouse interest and convince your customers. They will close good sales for you.

Ice Picks and Shavers
Ice Cream Freezers

Ashdown's 52 Years of Service Back You

The J. H. Ashdown Hardware Co., Limited

Winnipeg, Canada

Calgary **Saskatoon**

If interested tear out this page and place with letters to be answered.

North Star Batteries

There's a Size for Every Purpose —and a Customer for Every Size.

Whether it be for bell systems—telephones—motor boats—automobiles—gas engines—tractors or any other Dry Cell ignition work where strong, reliable electric current is required, there is a North Star Dry Cell or Multiple that will give absolute satisfaction.

We use a secret method of construction which gives a greater storage power and lengthens the life of North Star batteries. We guarantee them to give a stronger spark and last longer than any other battery of equal rating manufactured in Canada.

North Star Multiples are unequalled for heavy duty. Made in various sizes, and conveniently arranged with handle; perfectly protected and absolutely waterproof.

Satisfy your customers and increase your profits by selling the complete "North Star" line of batteries.

The leading jobbers sell them.



Absolutely Guaranteed
No Questions Asked

Canada Dry Cells Limited

WINNIPEG, MANITOBA

STEEL IRON METALS

WINNIPEG WAREHOUSE STOCK

REINFORCING BARS IN ALL SIZES, IN LENGTHS UP TO 60'
BOLTS: MACHINE, CARRIAGE, DRIFT, SHIPBUILDING, ELEVATOR
BAR IRON: FLAT, ROUND AND SQUARE, SMALLEST TO THE LARGEST

HEXAGON BARS		MACHINE STEEL	
BOILER TUBES	NUTS	RIVETS	SHAFTING
ANGLES	CHANNELS	RAILS	TEES
FORGING BILLETS	CAP SCREWS	WASHERS	SET SCREWS

GAUGE SHEETS, BLACK AND GALVANIZED, IN ALL GAUGES

GET OUR MONTHLY STOCK LIST

A COMPLETE LINE FOR

THE MANUFACTURER — THE WHOLESALER — THE CONSUMER

IF IT'S STEEL OR IRON WE HAVE IT

The MANITOBA STEEL & IRON COMPANY.

WINNIPEG, MANITOBA LIMITED

If interested tear out this page and place with letters to be answered.

Floglaze

Registered

The finish that endures



"Save the surface and you save all" *Paint & Varnish*

The Seven Floglaze Lines

Home & Farm Finishes
Velvet Finish
Art Shades
Auto Finish
Porch and Veranda Floors
Lac Shades
Exterior Finishes.

Velvet Finish

(The Can With the Orange and Black Label)

This line will develop big business in sales for wall and ceiling finishes in homes, churches, halls, stores, etc.

Gives an egg shell gloss finish without rubbing on plastered walls, wall board, woodwork, metal work, etc.

It can be used in or out of doors.

This flat finish is adapted to universal use, which increases its possibility for sales, greater turnover and larger profits.

Spreading, covering and wearing qualities are the same as all other Floglaze lines.

Our dealers' booklet, "A Guide to Larger Profits," describes Floglaze Velvet Finish fully. Write us for this book.

THE IMPERIAL VARNISH & COLOR CO. LIMITED

HEAD OFFICE **TORONTO** CANADA

MONTREAL WINNIPEG VANCOUVER

Eastern Distributors:
Paint & Varnish Limited
243 Beaver Hall Hill
Montreal, Que.

Sole Distributors for Manitoba, Saskatchewan and Alberta:—
MILLER-MORSE HARDWARE CO LIMITED
"THE BIG WINNIPEG HOUSE"

Distributors for British Columbia:
The Callander Shore Co. Ltd.
155 Pender Street West
Vancouver, B.C.

If interested tear out this page and place with letters to be answered.

THE BUYERS' GUIDE

If what you want is not here, write us, and we will tell you where to get it. Let us suggest that you consult also the advertisers' index, facing the inside back cover, after having secured advertisers' names from the directory. The information you may desire may be found in the advertising pages. This department is maintained for the benefit and convenience of our readers. The insertion of advertisers' headings is gladly undertaken, but does not become part of any advertising contract.

ABRASIVES
The Carborundum Co., Niagara Falls, N.Y.
Canadian Hart Products Ltd., Hamilton, Ont.
The Cleveland Stone Co., Cleveland, Ohio.

AGRICULTURAL PRODUCTS
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

AIR COCKS
James Morrison Brass Mfg. Co., Ltd., Toronto.

ALUMINUM
British Aluminium Co., Toronto.
Canada Metal Co., Toronto.
A. C. Leslie & Co., Montreal.

ALUMINUM CASTINGS
Taylor-Forbes & Co., Ltd., Guelph, Ont.

ALUMINUM WARE
The Aluminum Goods Mfg. Co., Manitowoc, Wis.
The Aluminum Specialties Co., Ltd., Toronto.
The Aluminium Ware Mfg. Co., Oakville, Ont.
Buncher & Haseler, Ltd., Birmingham, Eng.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Fenton Bros., Ltd., Sheffield, Eng.
Landers, Frary & Clark, New Britain, Conn.
McLain, The Louis, Co., Toronto.
Napper & Davenport, Birmingham, Eng.
W. D. Shambrook & Co., Hamilton.
E. T. Wright & Co., Limited, Hamilton, Ont.

AMMUNITION
The Dominion Cartridge Co., Ltd., Montreal, Que.
Dupont Powder Co., Wilmington, Del.

ANCHOR BOLTS
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

ANVILS
Thos. Davidson Mfg. Co., Ltd., Montreal.
Taylor-Forbes & Co., Ltd., Guelph, Ont.

ARMS
The Fraser Co., Agents B.S.A., Montreal, Que.
Savage Arms Corpn., Utica, N.Y.

ART GLASS
Hobbs Mfg Co., Montreal, Que.
Ontario Plate Glass, Ltd., The, Hamilton, Ont.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
The Toronto Plate Glass & Importing Co., Toronto.

ASBESTOS
Wm. J. Brown, Montreal, Que.

AUTO ACCESSORIES, EQUIPMENT AND SUPPLIES (JOBBERS)
Hyslop Bros., Toronto.
Samuel Trees & Co., Ltd., Toronto.

AUTO ACCESSORIES, EQUIPMENT AND SUPPLIES (MANUFACTURERS)
Adams & Elting Co., Toronto.
Ames, Holden, McCready, Limited, Montreal.
The Armeroid Co., Toronto.
The Air-Tite Mfg. Co., St. Thomas, Ont.
Boston Varnish Co., Everett Station, Boston, Mass.
Burgess-Norton Mfg. Co., Geneva, Ill.
Canada Cycle & Motor Co., Ltd., Weston, Ont.
Canadian National Carbon Co., Toronto.
Canadian Winkley Co., Ltd., Windsor, Ont.
Cannon Oiler Co., Keithsburg, Ill.
The Carborundum Co., Niagara Falls, N.Y.
Canada Dry Cells, Ltd., Winnipeg.
The Chicago Flexible Shaft Co., Chicago, Ill.
The Dominion Chain Co., Ltd., Niagara Falls, Ont.
The Dustbane Mfg. Co., Ottawa, Ont.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
The Eclipse Mfg. Co., Indianapolis, Ind.
Goodell-Pratt Co., Greenfield, Mass.
Gutta Percha & Rubber, Ltd., Toronto.
The Hamilton Cotton Co., Limited, Hamilton, Ont.
Will. B. Lane, Chicago, Ill.
Ren Automotive Supply Mfg. Co., Preston, Ont.
Smith & Hemenway Co., Inc., Irvington, N.J.
Trimont Mfg. Co., Roxbury, Mass.
Wilkinson & Kompass, Hamilton.
J. H. Williams & Co., Ltd., St. Catharines, Ont.

AUTOMATIC SCREW MACHINE PRODUCTS
Burgess-Norton Mfg. Co., Geneva, Ill.

AUTOMOBILE PARTS
Burgess-Norton Mfg. Co., Geneva, Ill.
Canada Foundries & Forgings, Ltd., Welland, Ont.

AXES
Burgess-Norton Mfg. Co., Geneva, Ill.
Can. Foundries and Forgings, Ltd., Brockville, Ont.
Shurly-Dietrich Co., Ltd., Galt, Ont.

AXLES, CAR
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

BABBITT METAL
Canada Metal Co., Toronto.
Great Western Smelting & Refining Co., Limited, Vancouver, B.C.
Hoyt Metal Co., Toronto.
United Brassfounders & Engineers, Limited, Manchester, Eng.

BAIT, FISHING
Allcock, Laight & Westwood Co., Toronto, Ont.

BARB WIRE
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

BARN DOOR HANGERS
Beatty Bros., Limited, Fergus, Ont.
Canada Steel Goods Co., Hamilton, Ont.
N. Slater Co., Limited, Hamilton, Ont.
The Stanley Works, New Britain, Conn.
Taylor-Forbes Co., Guelph, Ont.

BASKETS
Walter Woods & Co., Hamilton, Ont.

BATTERIES, DRY
Burgess Batteries Ltd., Winnipeg, Man.
Canadian National Carbon Co., Ltd., Toronto.
Canada Dry Cells Ltd., Winnipeg.

BATTERIES, FLASHLIGHT
Burgess Batteries Ltd., Winnipeg, Man.
Canadian National Carbon Co., Ltd., Toronto.

BATHS, ENAMELLED AND COPPER
Canada Metal Co., Toronto.

BATHROOM FIXTURES
The Gendron Mfg. Co., Ltd., Toronto.
Kinzinger, Bruce & Co., Ltd., Niagara Falls, Ont.
Landers, Frary & Clark, New Britain, Conn.

BALE TIES
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
Laidlaw Bale-Tie Co., Limited, Hamilton, Ont.

BELTING, TRANSMISSION, ELEVATOR AND CONVEYOR
The Dominion Belting Co., Ltd., Hamilton, Ont.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Ltd., Toronto.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

BELTING, STITCHED COTTON DUCK
Dominion Belting Co., Hamilton, Ont.

BELTING, RUBBER
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Ltd., Toronto.

BENDS, BRASS, IRON AND LEAD
Jas. Morrison Brass Mfg. Co., Toronto.

BEVELS
Brown & Sharpe Mfg. Co., Providence, R.I.
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
L. S. Starrett Co., Athol, Mass.

BIBBS, BASIN AND BATH COCKS, COMPRESSION
Jas. Morrison Brass Mfg. Co., Toronto.
United Brassfounders & Engineers, Limited, Manchester, Eng.

BIBBS, BASIN AND BATH COCKS, FULLER
Jas. Morrison Brass Mfg. Co., Toronto.

BILLET, BLOOMS AND SLABS
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

BOLTS AND NUTS
London Bolt & Hinge Works, London, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Stanley Works, The, New Britain, Conn.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Wilkinson & Kompass, Hamilton.

BOLTS, EYE
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
J. H. Williams & Co., Ltd., St. Catharines, Ont.

BOLTS, HANGER SCREW
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

BOLTS, CANT HOOK AND PEAVY
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

BORING BARS
J. H. Williams & Co., Ltd., St. Catharines, Ont.

BOOTS, RUBBER
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

BOOT CALKS AND TOOLS
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

BOX OPENING TOOLS
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

BOXES, TIN
A. R. Whittall Can Co., Ltd., Montreal.

BRADS, WIRE
The Western Wire & Nail Co., London, Ont.

BRASS CASTINGS AND GOODS
Canada Metal Co., Toronto.
Jas. Cartland & Sons, Ltd., Birmingham, Eng.
Jas. Morrison Brass Mfg. Co., Toronto.
Stratford Brass Co., Ltd., Stratford, Ont.
Frederick Giles & Sons, Birmingham, England.
Taylor-Forbes & Co., Ltd., Guelph, Ont.
The Toronto Lock Mfg. Co., Toronto.
United Brassfounders & Engineers, Limited, Manchester, Eng.

BRASS SHEETS AND RODS
A. C. Leslie & Co., Montreal.
Canada Metal Co., Toronto.
Graham Nail Works, The, Toronto.
Laidlaw Bale Tie Co., Hamilton.
Stanley Works, The, New Britain, Conn.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

BEARINGS
Burgess-Norton Mfg. Co., Geneva, Ill.

BLACK LEAD
John Oakey & Co., Ltd., London, Eng.

BLACK SHEETS
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

BLASTING SUPPLIES
Dupont Powder Co., Wilmington, Del.

BOX STRAPPING
The Stanley Works, New Britain, Conn.

BITS, AUGER
E. C. Atkins & Co., Hamilton, Ont.
Millers Falls Company, Millers Falls, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Rule & Level Co., New Britain, Conn.
Wilkinson & Kompass, Hamilton.
Whites Limited, Collingwood, Ont.

BITS, FORSTNER
Progressive Mfg. Co., Torrington, Conn.

BITS, EXTENSION
Millers Falls Company, Millers Falls, Mass.

BICYCLES
Canada Cycle & Motor Co., Toronto.
Hyslop Bros., Ltd., Toronto.

BICYCLE PARTS
Burgess-Norton Mfg. Co., Geneva, Ill.

BIRCH SEATS
Canadian Veneering Co., Montreal, Que.

BRACKETS, SHELF
Canada Steel Goods Co., Hamilton.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Stanley Works, New Britain, Conn.

BRACES
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
The Peck, Stow & Wilcox Co., Southington, Conn.
Vaughan & Bushnell, Chicago, Ill.

BRAKES
Canada Cycle & Motor Co., Ltd., Toronto, Ont.

BRAKE LINING
The Hamilton Cotton Co., Limited, Hamilton, Ont.

BRASS FITTINGS AND RODS
James Morrison Brass Mfg. Co., Ltd., Toronto.

BREAD AND CAKE MAKERS
Thos. Davidson Mfg. Co., Ltd., Montreal.
Landers, Frary & Clark, New Britain, Conn.

BREAST DRILLS
Stanley Rule & Level Co., New Britain, Conn.
Goodell-Pratt Co., Greenfield, Mass.

BRONZE CASTINGS
Taylor-Forbes & Co., Ltd., Guelph, Ont.
United Brassfounders & Engineers, Limited, Manchester, Eng.

BRUSH AND BROOM MANUFACTURERS
The Boeckh Company, Ltd., Toronto.
Meakins & Sons, Ltd., Hamilton.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Ltd., Port Elgin, Ont.
Walter Woods & Co., Hamilton.

BRUSHES, SHAVING, MANUFACTURERS
The Boeckh Company, Limited, Toronto, Ont.
Meakins & Sons, Limited, Hamilton, Ont.
Rubberset Co., Ltd., Toronto, Ont.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.

BRUSHES, FLOOR, MANUFACTURERS
The Boeckh Company, Limited, Toronto, Ont.
Meakins & Sons, Ltd., Hamilton, Ont.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.

BRUSHES, GENERAL, MANUFACTURERS
The Boeckh Company, Limited, Toronto, Ont.
Meakins & Sons, Ltd., Hamilton, Ont.
T. S. Simms & Co., Ltd., Fairville, St. John, N B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.

BRUSHES, SCRUB, SHOE AND STOVE MANUFACTURERS
The Boeckh Company, Limited, Toronto, Ont.
Meakins and Sons, Limited, Hamilton, Ont.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B
Stevens-Hepner Co., Ltd., Port Elgin, Ont.

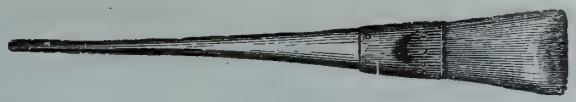
BUILDING PAPERS
The Barrett Co., Ltd.
D. J. Ladd & Co., Winnipeg, Man.
Alex. McArthur & Co., Montreal, Que.

BURLAP, DECORATIVE WALL
The Dominion Oilcloth & Linoleum Co., Ltd., Montreal.

BUSINESS MACHINES
The International Business Machines Ltd., Toronto
The National Cash Register Co., Toronto.

BUTTER MOLDS
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
Walter Woods & Co., Hamilton, Can.







Push the Line that Pulls for You

When you sell a Meakins Brush you increase your sales force. Actually the brush has left your store, but it is still selling your store and your stock to its owner, by the constant service it gives.

Meakins Brushes establish consumer confidence, and your customers will express that confidence by repeat purchases of Meakins Brushes and other lines of hardware you sell.

Write for Catalogue

Meakins & Sons Limited

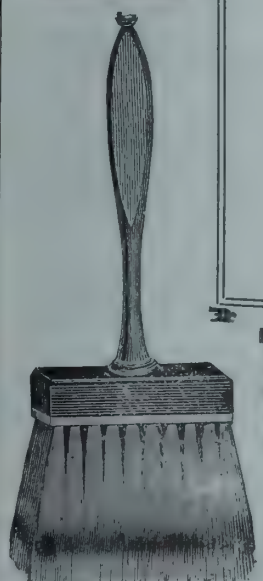
Hamilton, Ontario

Warehouses:
Winnipeg, London, Toronto, Montreal, Vancouver.
Pilkington Bros., Calgary, Alta.

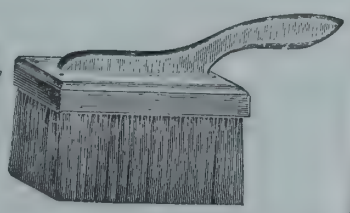














If interested tear out this page and place with letters to be answered.

THE BUYERS' GUIDE

BUTTER WORKERS
Beatty Bros., Ltd., Fergus, Ont.

BUTTS AND HINGES
Canada Foundries & Forgings, Brockville, Ont.
Canada Steel Goods Co., Hamilton.
Caverhill, Learmont & Co., Montreal.
Chicago Spring Butt Co., Chicago, Ill.
The Stanley Works, New Britain, Conn.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Whites Limited, Collingwood, Ont.

BURRS
The Stanley Works, New Britain, Conn.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Parmenter & Bulloch, Gananoque.

BUILDERS' BRASS FOUNDRY
Frederick Giles & Sons, Birmingham, England.

BUILDERS' CASTINGS OF ALL KINDS
The Katie Foundry Co., Galt, Ont.

BUILDERS' HARDWARE
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Canada Steel Goods Co., Hamilton, Ont.
Jas. Cartland & Son, Ltd., Birmingham, Eng.
Chicago Spring Butt Co., Chicago, Ill.
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.
N. Slater Co., Limited, Hamilton, Ont.
Stanley Davies, Weston, Ont.
The Stanley Works, New Britain, Conn.
Stratford Brass Co., Ltd., Stratford, Ont.
Taylor-Forbes & Co., Ltd., Guelph, Ont.
Whites Limited, Collingwood, Ont.

BUILDERS' SUPPLIES
The Barrett Co., Ltd.

BUMPERS, AUTOMOBILE
Kinzinger, Bruce & Co., Ltd., Niagara Falls, Ont.

BUMPERS, RUBBER
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

CABINET HARDWARE
Stratford Brass Co., Ltd., Stratford, Ont.

CALKS, BOOT
The Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

CALIPERS AND DIVIDERS
Brown & Sharpe Mfg. Co., Providence, R.I.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

CALIPER GAUGES
J. H. Williams & Co., Ltd., St. Catharines, Ont.

CANOES
The Canadian Canoe Co., Ltd., Peterborough, Ont.
The Peterborough Canoe Co., Ltd., Peterborough, Ont.

CANS
The A. R. Whittall Can. Co., Ltd., Montreal.

CANS, OIL
Cannon Oiler Co., Keithsburg, Ill.

CAN OPENERS
The United Royalties Corp., New York, N.Y.

CARBON REMOVER
The Dustbane Mfg. Co., Ottawa, Ont.

CARBORUNDUM
Carborundum Co., Niagara Falls, N.Y.
The Canadian Hart Products Ltd., Hamilton, Ont.

CARRIAGE HARDWARE
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Stratford Brass Co., Ltd., Stratford, Ont.
Wilkinson & Kompass, Hamilton, Ont.

CARRIAGE TOP MATERIALS
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

CARPET, SWEEPERS
Bissell Carpet Sweeper Co., of Canada, Ltd., Niagara Falls, Ont.
Walter Woods & Co., Hamilton.

CARRIERS, HAY
Beatty Bros., Ltd., Fergus, Ont.

CARTRIDGES
Dominion Cartridge Co., Ltd., Montreal.

CASEMENT FASTENINGS AND FITTINGS
Frederick Giles & Sons, Birmingham, Eng.
Taylor-Forbes & Co., Ltd., Guelph, Ont.

CASTERS
Canada Foundries & Forgings, Ltd., Brockville.

CATCHES, SCREEN DOOR
Burgess-Norton Mfg. Co., Geneva, Ill.

CEMENT
The Barrett Co., Ltd.

CEMENT, RUBBER
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

CEMENT, ROOFING
The Barrett Co., Ltd.
Geo. W. Reed & Co., Ltd., Montreal, Que.

CHAINS, CUT-LINK
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.

CHAINS (TIRE)
The Dominion Chain Co., Niagara Falls, Ont.

CHAIN PIPE WRENCHES
J. H. Williams & Co., Ltd., St. Catharines, Ont.

CHAIR SEATS
Canadian Veneering Co., Acton Vale, Que.

CHISELS, CAPE, COLD, ETC.
Brown-Boggs Co., Ltd., Hamilton, Ont.
Goodell-Pratt Co., Greenfield, Mass.
The Peck, Stow & Wilcox Co., Southington, Con..
Stanley Rule & Level Co., New Britain, Conn.
The Warren Tool & Forge Co., Warren, Ohio.

CHECKING FLOOR HINGES
Chicago Spring Butt Co., Chicago, Ill.

CHOPPERS, FOOD
F. W. Lamplough & Co., Montreal, Que.
Landers, Frary & Clark, New Britain, Conn.

CHOPPERS, ICE
Burgess-Norton Mfg. Co., Geneva, Ill.

CHUCKS
Goodell-Pratt Co., Greenfield, Mass.

CHUCKS, TAP
Greenfield Tap & Die Corp. of Canada, Ltd., Galt, Ont.

CHURNS, HAND AND POWER
Beatty Bros., Ltd., Fergus.
The Dazey Churn Co., St. Louis, Mo.
Dowswell, Lees Co., Hamilton.
Landers, Frary & Clark, New Britain, Conn.
Maxwells, Ltd., St. Marys, Ont.
Walter Woods & Co., Ltd., Hamilton, Ont.

CHURN, MIXER
The United Royalties Corp., New York, N.Y.

CLAMPS, "C"
J. H. Williams & Co., Ltd., St. Catharines, Ont.

CLAMPS, MITRE AND DRAW
Burgess-Norton Mfg. Co., Geneva, Ill.

CLAMPS
Canada Foundries & Forgings, Ltd., Brockville.
Taylor-Forbes & Co., Ltd., Guelph, Ont.

CLEAVERS
Burgess-Norton Mfg. Co., Geneva, Ill.
J. H. Williams & Co., Ltd., St. Catharines, Ont.

CLEAN-OUT DOORS
The Katie Foundry Co., Galt, Ont.

CLEVISES, MALLEABLE
The International Malleable Iron Co., Ltd., Guelph.

CLIPPERS, HORSE
The Flexible Shaft Co., Limited, Toronto.

CLIPPERS, HORSE AND COW
The Flexible Shaft Co., Ltd., Toronto.

CLOCKS
The Western Clock Co., Peterborough, Ont.

CLOSET SEATS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Canadian Veneering Co., Acton Vale, Que.

CLOTHES DRYERS
The Aero Mfg. Co., Ltd., Sherbrooke, Que.
Dowswell Lees & Co., Ltd., Hamilton, Ont.

CLOTHES LINE (WIRE)
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
The Western Wire & Nail Co., London, Ont.

CLOTHES LINE REELS
The United Royalties Corp., New York, N.Y.

CLOTHES PINS
Wm. Cane & Sons, Ltd., Newmarket, Ont.

CLOTHES RACKS
Walter Woods & Co., Ltd., Hamilton, Ont.

CLOTHES REELS
The Katie Foundry Co., Galt, Ont.
Taylor-Forbes & Co., Ltd., Guelph, Ont.

CLOTHES WASHERS AND WRINGERS, ELECTRIC
Beatty Bros. Limited, Fergus, Ont.

COLLAR PADS
American Pad & Textile Co., Chatham.

COFFEE PERCOLATORS AND URNS
Landers, Frary & Clark, New Britain, Conn.

CORRUGATED FASTENERS
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
The Stanley Works, New Britain, Conn.

CONVEYORS, OVERHEAD
Beatty Bros., Ltd., Fergus, Ont.

COAL CHUTES
The Katie Foundry Co., Galt, Ont.

COAL HODS
Thos. Davidson Mfg. Co., Montreal, Que.

COBBLERS' SETS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Katie Foundry Co., Galt, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

COKE, FURNACE, FOUNDRY AND DOMESTIC
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

CONCRETE REINFORCING TWISTED SQUARES
Burlington Steel Co., Ltd., Hamilton, Ont.

CONDENSATION UNITS
The Westco Pumps Ltd., Toronto.

CONDUCTOR PIPE, HOOKS, HEADS, ETC.
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Wheeler & Bain, Toronto.

CONNECTING RODS
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
J. H. Williams & Co., Ltd., St. Catharines, Ont.

COOKING WARE, GLASS
The Corning Glass Works, Corning, N.Y.

COPING SAWS
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

COPPERS, SOLDERING
The Chicago Solder Co., Chicago, Ill.

CORK CARPETS
The Dominion Oilcloth & Linoleum Co., Limited, Montreal, Que.

COTTON GLOVES
American Pad & Textile Co., Chatham.

COTTER PINS
James Austin & Sons, Ltd., London, Eng.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

CORDAGE
The Aero Mfg. Co., Ltd., Sherbrooke, Que.
Consumers Cordage Co., Montreal and Halifax.
Doon Twines Ltd., Kitchener, Ont.
Plymouth Cordage Co., Welland, Ont., and North Plymouth, Mass.

CORNERS, CHEST
The Brainerd Mfg. Co., East Rochester, N.Y.

COUNTERS
Thomas Lewis Arnett, Souris, Man.

COUNTER-SINKS
Goodell-Pratt Co., Greenfield, Mass.

COUPLINGS, PIPE
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

COUPLINGS, PUMP ROD
Edward E. Johnson Inc., St. Paul, Minn.

CRANK PULLS (WIRE)
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

CRANK SHAFTS
J. H. Williams & Co., Ltd., St. Catharines, Ont.

CROWBARS
B. J. Coghlin & Co., Montreal.
The Warren Tool & Forge Co., Warren, Ohio.

CULTIVATORS
C. S. Norcross & Sons, Bushnell, Ill.

CULVERTS, METAL
The Pedlar People Ltd., Oshawa, Ont.

CURTAIN POLE FITTINGS
G. B. Birch & Co., Birmingham, Eng.

CUTLERY
Adcock & Brewer, Ltd., Montreal, Que.
The Acme Shear Co., Bridgeport, Conn.
Bridgeport Hdwe. Co., Bridgeport, Conn.
Burgess-Norton Mfg. Co., Geneva, Ill.
Geo. Butler & Co., Ltd., Sheffield, Eng.
The Canadian Wm. A. Rogers Co., Ltd., Toronto.
G. L. Cohoon, Montreal.
Thos. Ellin & Co., Ltd., Sheffield, Eng.
Fred. Ellis & Son, Sheffield, Eng.
Fenton Bros., Ltd., Sheffield, Eng.
Geneva Cutlery Co., Geneva, N.Y.
James Hutton & Co., Montreal, Que.
Jonathan Crookes & Son, Ltd., Sheffield, Eng.
F. W. Lamplough & Co., Montreal, Que.
Landers, Frary & Clark, New Britain, Conn.
A. Macfarlane & Co., Ltd., Montreal, Que.
Oneida Community, Ltd., Oneida, N.Y.
Wm. Rogers Mfg. Co., Niagara Falls, Ont.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
Wiebusch & Hilger, New York.
Marples & Co., Sheffield, England.

CUTTERS
A. S. and A. L. Brown & Co., Montreal, Que.
Butterfield & Co., Inc., Rock Island, Que.
Trimont Mfg. Co., Roxbury (Boston, Mass.)

CUSPIDORS
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Fenton Bros., Ltd., Sheffield, Eng.

DAIRY PAILS
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.

DAMPERS, STOVE PIPE
Can. Foundries & Forgings, Brockville, Ont.
Taylor-Forbes & Co., Ltd., Guelph, Ont.

DESKS, SCHOOL
Can. Foundries & Forgings, Brockville, Ont.

DIAPHRAGMS, RUBBER
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Ltd., Toronto.

DIES, STOCKS, ETC.
Butterfield & Co., Rock Island, Que.
Can. Foundries & Forgings, Ltd., Welland, Ont.
Greenfield Tap & Die Corporation, Galt, Ont.

DISH WASHER, ELECTRIC
The Hurley Machine Co., Limited, Toronto.

DISPLAY RACKS AND STANDS
Cameron & Co., Toronto.

DOG HARDWARE
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.

DOORS
Kasement Skrene Dore Co., Toronto, Ont.
Sanderson-Harold Co., Ltd., Paris, Ont.

DOOR BELLS
The Toronto Lock Mfg. Co., Toronto, Ont.

DOOR BOLTS
Canada Steel Goods Co., Hamilton, Ont.
The Stanley Works, New Britain, Conn.
Taylor-Forbes & Co., Ltd., Guelph, Ont.

DOOR KNOBS
Cartland & Son, Ltd., James, Birmingham, Eng.
Stanley Davies, Weston, Ont.
Frederick Giles & Sons, Birmingham, England.

DOOR HANGERS
Can. Foundries & Forgings, Ltd., Welland, Ont.
Can. Steel Goods Co., Hamilton, Ont.
N. Slater Co., Limited, Hamilton, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

DOOR SPRINGS
Jas. Cartland & Son, Ltd., Birmingham, Eng.
Chicago Spring Butt Co., Chicago, Ill.
The Kasement Skrene Dore Co., Toronto, Ont.

DOOR PULLS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Kasement Skrene Dore Co., Toronto, Ont.
Stratford Brass Co., Ltd., Stratford, Ont.
Taylor-Forbes & Co., Ltd., Guelph, Ont.

DOOR STRIP
Atlas Iron, Wire & General Metal Works, Toronto.
The Peck, Stow & Wilcox Co., Southington, Conn.

DRAINERS, CELLAR
James Morrison Brass Mfg. Co., Ltd., Toronto, Ont.

DRILLS, BREAST
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
Millers Falls Company, Millers Falls, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.

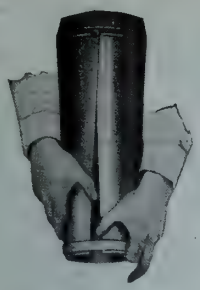
DRILL CHUCKS
Goodell-Pratt Co., Greenfield, Mass.

DRILLS, BLACKSMITHS'
Can. Foundries & Forgings, Ltd., Brockville, Ont.

DRILLS
Butterfield & Co., Rock Island, Que.
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Rule & Level Co., New Britain, Conn.
The Toronto Lock Mfg. Co., Toronto, Ont.
Wilkinson & Kompass, Hamilton, Ont.

DROP FORGINGS
Can. Foundries & Forgings, Ltd., Welland, Ont.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
J. H. Williams & Co., Ltd., St. Catharines, Ont.

DRY COLORS
Brandram-Henderson, Montreal.
Canada Paint Co., Ltd., Montreal.
R. C. Jamieson & Co., Ltd., Montreal.
Sherwin-Williams Co., Ltd., Montreal.
A. Ramsay & Son Co., Montreal.
Sanderson Pearcy & Co., Limited, Toronto, Ont.



Opening the Strap

O-Rib-O
Adjustable Taper Stove Pipe

This handy patent permits adjustment to fit any stove collar with a smoke-tight joint. No large assortment of taper pipes is necessary, which allows the merchant to economize storage space. It is a quick seller, built for service.

O-Rib-O Manufacturing Co.
Winnipeg, Manitoba

G. W. METALS
are superior

Manufacturers of the famous
XXXX NICKEL SPECIAL No. 1 R.R.
BABBITT METALS
SOLDERS PIG and CALKING LEAD

Made in Canada

Write or Wire Your Enquiries

Great Western Smelting & Refining Co.
Vancouver, B. C.

Wm. M. Gordon & Co., Winnipeg, Man.
A. G. Low Co., Saskatoon, Sask.

"Dazee Brand" Woodenware

Buy Western-made Washboards, Step Ladders, Bake Boards, Ironing Boards, Clothes Horses, Tub Stands, etc. For sale by all jobbers. We guarantee the quality will please you. If jobber does not supply you write us direct.

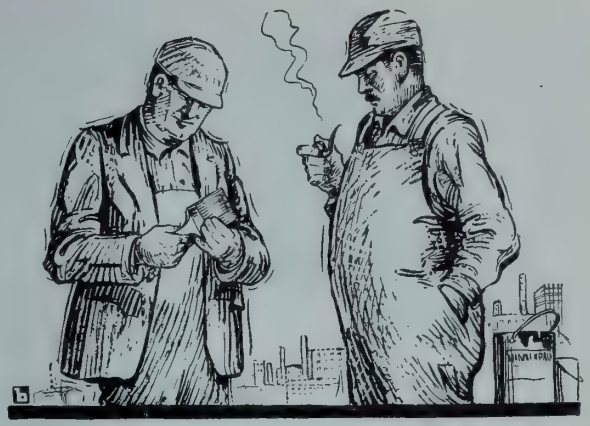
The Brett Mfg. Co., Limited
WINNIPEG, MAN.

Instructive Advertisements

"I think the advertisements are good and I read them all the time. If it were not for the ads. I would not be able to keep up-to-date on new equipment. It is the only way we learn about anything new, as circulars are mostly kept in the offices," writes a Hamilton reader.

Double Moral—Read the Advertisements.

Use Hardware and Metal for Advertising.



"It's a good brush—

Where did you get it? at Jones Hardware Store?"

"No, don't go there, he doesn't carry Simms—the next store down on the right—you can't miss it, it's one of the best stores in town—you'll see the Simms display in the window."

How many times has this happened to you? How many times have you lost a good customer that you otherwise would have had — if you had stocked up on—

TRADE SIMMS SET IN RUBBER MARK

Paint and Varnish Brushes

They are **better** Brushes, because they give **real service**—and **satisfaction.**

The bristles can't come out, because they are set in rubber by a process that is guaranteed to hold the bristles in the ferrule for ever.

This is why SIMMS BRUSHES are always in demand.

T. S. SIMMS & CO., Limited
Makers of Better Brushes and Brooms for Over 55 Years

Head Office: St. John, N.B.
Montreal - Toronto - London
Winnipeg Office: Hammond Bldg., Winnipeg

If interested tear out this page and place with letters to be answered.

THE BUYERS' GUIDE

G. F. Stephens & Co., Ltd., Winnipeg.
Martin-Senour Co., Ltd., Montreal.
McArthur Irwin, Ltd., Montreal.

DRY CELLS
Canada Dry Cells, Ltd., Winnipeg.
Canadian National Carbon Co., Toronto.

DUSTERS
Channell Limited, Toronto.

DYNAMITE
Canadian Explosives, Ltd., Montreal, P.Q.
Du Pont American Industries, Wilmington, Del.

EAVESTROUGH
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Wheeler & Bain, Toronto.

EGG BEATERS
Collette Mfg. Co., Collingwood.
The United Royalties Corp., New York., N.Y.

EGG CASES
Miller Bros. Co., Limited, Montreal.
Walter Woods & Co., Hamilton.

EGG CASE FILLERS
Miller Bros. & Co., Limited, Montreal.
Walter Woods & Co., Hamilton.

EJECTORS AND SYPHONS
Jas. Morrison Brass Mfg. Co., Toronto.
United Brassfounders & Engineers, Limited, Manchester, Eng.

ELBOWS
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.

ELECTRIC APPLIANCES
The Canadian Westinghouse Co., Ltd., Hamilton. Ont.
The Equator Mfg. Co., Ltd., Hamilton, Ont.
The McClary Mfg. Co., London, Ont.
The National Electric Heating Co., Ltd., Toronto.
The Renfrew Electric Products Ltd., Renfrew, Ont.

ELECTRIC FANS
Canadian Westinghouse Co., Ltd., Hamilton, Ont.

ELECTRIC BELLS
Fenton Bros., Ltd., Sheffield, Eng.

ELECTRIC GRATES
Barton-Netting Co., Ltd., Windsor, Ont.

ELECTRIC LIGHTING SUPPLIES
The Barton-Netting Co., Ltd., Windsor, Ont.

ELECTRIC MOTORS AND GENERATORS
Canadian Westinghouse Co., Limited, Hamilton, Ont.

ELECTRIC SPECIALTIES
Canadian Westinghouse Co., Ltd., Hamilton, Ont.
Canadian National Carbon Co., Toronto.
Landers, Frary & Clark, New Britain, Conn.
National Electric Heating Co., Toronto.

ELECTRIC SUPPLIES
Canadian Westinghouse Co., Ltd., Hamilton, Ont.

ELECTROPLATE WARE
Fenton Bros., Ltd., Sheffield, Eng.

EMERY GLASS AND PAPERS
John Oakey & Sons, London, Eng.

EMERY (GRAIN AND SHEETS)
James Hutton & Co., Montreal, Que.
John Oakey & Co., Ltd., London, Eng.

EMERY GRINDERS
Taylor-Forbes & Co., Ltd., Guelph, Ont.
Western Hardware Mfg. Co., Milwaukee, Wis.

EMERY WHEEL DRESSERS
Burgess-Norton Mfg. Co., Geneva, Ill.
The Canadian Hart Products Ltd., Hamilton, Ont.

ENAMELS
The Barrett Co., Ltd.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
Sturgeons, Ltd., Toronto.

ENAMEL, STOVE PIPE
The Deco-Tint Co., Montreal, Que.
Sanderson Pearcy & Co., Limited, Toronto, Ont.

ENAMELLED WARE
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
The McClary Mfg. Co., Ltd., London, Ont.
Sheet Metal Products Co. of Canada, Ltd., Toronto.
Republic Stamping & Enameling Co., Toronto.

ENGINES, GAS
The London Gas Power Co., Ltd., London, Ont.

EQUIPMENT, STORE
Thomas Lewis Arnett, Winnipeg.
Cameron & Co., Toronto.

ESCUTCHEON PINS
Parmenter & Bulloch Co., Ltd., Gananoque, Ont.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

EXPLOSIVES
Canadian Explosives, Ltd., Montreal, P.Q.
Du Pont American Industries, Wilmington, Del.

EXTINGUISHERS, FIRE
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

FANLIGHT OPENERS
Jas. Cartland & Sons, Ltd., Birmingham, Eng.

FASTENERS, CASEMENT, STORM, SASH & SCREEN
Burgess-Norton Mfg. Co., Geneva, Ill.
Stanley Davies, Weston, Ont.
Stratford Brass Co., Ltd., Stratford, Ont.
The Stanley Works, New Britain, Conn.
Taylor-Forbes & Co., Ltd., Guelph, Ont.

FAUCETS, PETROLEUM
Can. Foundries & Forgings, Ltd., Brockville, Ont.

FEED BOXES
Can Foundries & Forgings, Ltd., Brockville, Ont.

FEED COOKERS
Wheeler & Bain, Toronto.

FELTOL
The Dominion Oilcloth & Linoleum Co., Limited, Montreal, Que.

FELTS (TARRED AND CARPET)
The Barrett Co., Ltd.
D. J. Ladd & Co., Winnipeg, Man.
Alex. McArthur & Co., Montreal, Que.

FENCING AND GATES
Banwell-Hoxie Wire Fence Co., Hamilton.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.

FENCE POSTS
The Burlington Products, Ltd., Hamilton, Ont.
The Canadian Steel & Wire Co., Ltd., Hamilton.

FENCING, STAPLES AND HOOKS
The Western Wire & Nail Co., London, Ont.

FENCES, WOVEN WIRE, FARM AND ORNAMENTAL
Banwell-Hoxie Wire Fence Co., Hamilton.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
Wheeler & Bain, Toronto.

FILES
E. C. Atkins Co., Hamilton, Can.
G. & H. Barnett Co., Philadelphia, Pa.
Henry Disston & Sons, Limited, Toronto.
Nicholson File Co., Port Hope, Ont.
Simonds Canada Saw Co., Montreal.
Wilkinson & Kompass, Hamilton, Ont.

FILLERS
Boston Varnish Co., Everett St'n, Boston, Mass.
Sanderson Pearcy & Co., Limited, Toronto, Ont.

FIRE DOOR FITTINGS
N. Slater Co., Limited, Hamilton, Ont.
Taylor-Forbes Co., Guelph, Ont.

FIRE EXTINGUISHERS
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

FIRE DEPARTMENT SUPPLIES
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Ltd., Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.
United Brassfounders & Engineers, Limited, Manchester, Eng.

FIRE ESCAPES
The Dennis Wire & Iron Wks., Co., Ltd., London.

FIREPLACE FIXTURES, OPEN GRATES, BASKET GRATES
DAMPERS AND DUMPS
The Barton Netting Co., Ltd., Windsor, Ont.

FIREPLACE SCREENS
Canada Wire & Iron Goods Co., Hamilton, Ont.

FISHING TACKLE AND ACCESSORIES
Allcock, Laight & Westwood Co., Ltd., Toronto.
Marble Arms & Mfg. Co., Gladstone, Mich.

FLASHLIGHTS, ELECTRIC
Canadian National Carbon Co., Toronto.

FLATWARE
Fenton Bros., Ltd., Sheffield, Eng.
Oneida Community, Ltd., Oneida, N.Y.

FLOATS
Empire Level Mfg. Co., Milwaukee, Wis.

FLAT SWATERS
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

FOOD CHOPPERS
F. W. Lamplough & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.

FLINT CLOTHS
John Oakey & Sons, London, Eng.

FLOOR CHECKS, SINGLE OR DOUBLE
Taylor-Forbes & Co., Ltd., Guelph, Ont.
Chicago Spring Butt Co., Chicago, Ill.

FLOOR DRESSING
The Commercial Oil Co., Ltd., Hamilton, Ont.
Imperial Oil, Ltd., Toronto, Ont.
Sanderson Pearcy & Co., Limited, Toronto, Ont.

FLOOR STANDS
Jenkins Bros., Ltd., Montreal.

FOOT WARMERS
The Chicago Flexible Shaft Co., Chicago, Ill.

FLOOR WAX
The Deco-Tint Co., Montreal, Que.
S. C. Johnson & Sons, Inc., Brantford, Ont

FLUX, ACID, PASTE, ROSIN, STEARINE AND SOLDERING
The Chicago Solder Co., Chicago, Ill.

FORCE CUPS
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Gutta Percha & Rubber, Ltd., Toronto.

FORGINGS
Can. Foundries & Forgings, Ltd., Welland, Ont.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

FORGINGS, DROP
Can. Foundries & Forgings, Ltd., Welland, Ont.

FUNNELS
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.

FURNACES
Burrow Stewart & Milne, Ltd., Hamilton.
Can. Foundries & Forgings, Ltd., Brockville, Ont
The Empire Stove & Furnace Co., Ltd., Owen Sound, Ont.
The Enterprise Foundry Co., Ltd., Sackville, N.B.
Findlay Bros., Ltd., Carleton Place, Ont.
The Galt Stove & Furnace Co., Ltd., Galt, Ont
The Hall-Zryd Foundry Co., Ltd., Hespeler, Ont
The Happy Thought Foundry Co., Ltd., Brantford.
McClary Mfg. Co., Limited, London, Ont
The Pease Foundry Co., Ltd., Toronto, Ont.
The Monitor Stove Co., Ltd., Toronto, Ont
Jas. Stewart Mfg. Co., Ltd., Woodstock, Ont.

FURNITURE POLISH
Canada Paint Co., Ltd., Montreal.
Channel Limited, Toronto.
The Deco-Tint Co., Montreal, Que.
Imperial Oil Ltd., Toronto, Ont.
Sherwin-Williams Co., Ltd., Montreal.

FUSES, ELECTRIC
Canadian Westinghouse Co., Limited, Hamilton.

FUSE WIRE
Canada Metal Co., Ltd., Toronto.

GALVANIZED IRON BARS
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

GALVANIZED PIPE
Canada Metal Co., Ltd., Toronto.

GALVANIZED STEEL SHEETS
Dominion Sheet Metal Co., Ltd., Hamilton, Ont.
A. C. Leslie & Co., Montreal.

GALVANIZED WARE
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
The McClary Mfg. Co., London, Ont.
Sheet Metal Products, Ltd., Toronto.

GALVANIZED STEEL SHEETS
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

GALVANIZING
Thos. Davidson Mfg. Co., Ltd., Montreal.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

GARDEN CULTIVATORS AND WEEDERS
C. S. Norcross & Sons, Bushnell, Ill.
Eureka Planter Co., Woodstock.

GARAGE HARDWARE
Canada Steel Goods Co., Hamilton, Ont.
N. Slater Co., Limited, Hamilton, Ont.
The Stanley Works, New Britain, Conn.

GARBAGE CANS
Thos. Davidson Mfg. Co., Ltd., Montreal.
Sheet Metal Products, Ltd., Toronto.
The Steel Trough & Machine Co., Ltd., Tweed, Ont.

GAS WATER HEATERS
Jas. Morrison Brass Mfg. Co., Toronto.

GASKETS, RUBBER
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Ltd., Toronto.

GASOLINE
Imperial Oil Co., Ltd., Toronto, Ont.
The North Star Oil & Refining Co., Limited, Winnipeg.

GASOLINE TANKS AND PUMPS
S. F. Bowser Company, Ltd., Toronto, Can.
The Steel Trough & Machine Co., Ltd., Tweed, Ont

GATES, GALVANIZED
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.

GATES, STEEL AND WIRE
Banwell-Hoxie Wire Fence Co., Hamilton.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

GAUGE COCKS, STANDARD AND HEAVY
The James Morrison Brass Mfg. Co., Ltd., Toronto.

GAUGES
Brown & Sharpe Mfg. Co., Providence, R.I.
Goodell Pratt Co., Greenfield, Mass.
Greenfield Tap and Die Corporation, Galt, Ont.
The James Morrison Mfg. Co., Ltd., Toronto.
L. S. Starrett Co., Athol, Mass.
Stanley Works Co., New Britain, Conn.
J. H. Williams & Co., Ltd., St. Catharines, Ont.

GENERAL RUBBER SPECIALTIES
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

GLASS BENDERS
Toronto Plate Glass Importing Co., Toronto.

GLASS, CARRIAGE
Hobbs Mfg. Co., Montreal, Que.
The Ontario Plate Glass, Ltd., Hamilton, Ont.

GLASS CUTTERS
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.

GLASS CUTTING BOARDS
The Lufkin Rule Co., of Canada, Ltd., Windsor.

GLASS, DOOR
The Consolidated Glate Glass Co. of Canada, Limited, Toronto.
Hobbs Mfg. Co., Montreal, Que.
The Ontario Plate Glass, Ltd., Hamilton, Ont.

GLASS, FANCY
The Consolidated Plate Glass Co. of Canada, Limited, Toronto, Ont.
Hobbs Mfg. Co., Montreal, Que.
The Ontario Plate Glass Ltd., Hamilton, Ont.

GLASS, WINDOW PLATE, ORNAMENTAL
The Consolidated Plate Glass Co. of Canada, Limited, Toronto.
Hobbs Mfg. Co., Montreal, Que.
Ontario Plate Glass, Ltd., Hamilton, Ont.
A. Ramsay, Son & Co., Montreal.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
G. F. Stephens & Co., Ltd., Winnipeg.
Toronto Plate Glass Importing Co., Toronto.

GLAZIERS' DIAMONDS
A. Ramsay, Son & Co., Montreal.

GLOVES AND MITTS
American Pad & Textile Co., Ltd., Chatham, Ont.

GLUE, SHEET AND GROUND
A. Ramsay, Son & Co., Montreal.
Sanderson Pearcy & Co., Limited, Toronto, Ont.

GOLF BAGS
The Woods Mfg. Co., Ltd., Ottawa, Ont.

GOLF BALLS
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

GOLF CLUB HEADS, RUSTLESS
Fenton Bros., Ltd., Sheffield, Eng.

GRANITE WARE
Sheet Metal Products, Ltd., Toronto.

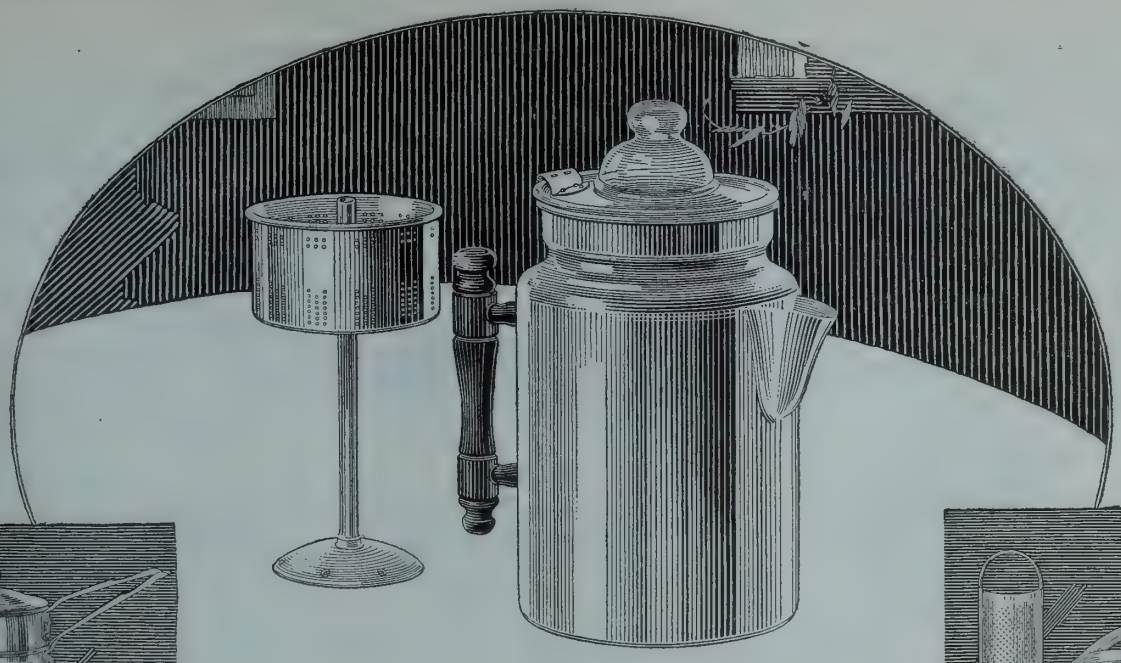
GRATES
The Barton Netting Co., Ltd., Windsor, Ont.

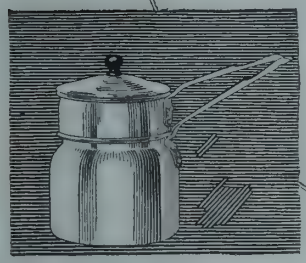
GREASE AND OIL CUPS
The James Morrison Brass Mfg. Co., Ltd., Toronto.

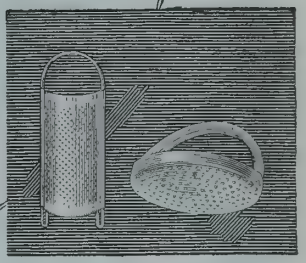
GRINDERS, HAND AND POWER
The Carborundum Co., Niagara Falls, N. Y.
A. G. & A. L. Brown & Co., Montreal, Que.
The Cleveland Stone Co., Cleveland, Ohio.
The Star Specialty Mfg. Co., Chicago, Ill.
Taylor-Forbes Co., Ltd., Guelph, Ont.
Western Hardware Mfg. Co., Milwaukee, Wis.

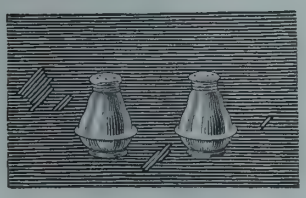
GRINDING WHEELS
The Carborundum Co., Niagara Falls, N.Y.
The Canadian Hart Products Ltd., Hamilton, Ont
The Cleveland Stone Co., Cleveland, Ohio.

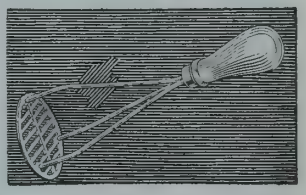
GRINDSTONES
The Carborundum Co., Niagara Falls, N.Y.
The Cleveland Stone Co., Cleveland, Ohio.

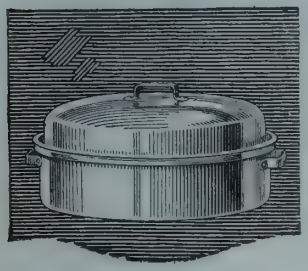


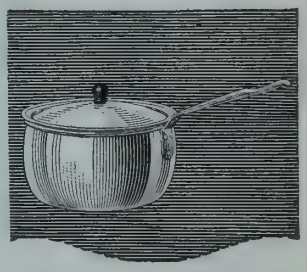












A·G·M·CO.
VIKO
ALUMINUM

A High Grade Ware That Sells at a Popular Price

There is probably no more valuable metal for the making of cooking utensils than aluminum. It is tough, durable, malleable, light in weight, good to look at, an excellent conductor of heat, and it takes a permanently smooth finish. The merit of the finished ware, however, depends not solely upon the fact that it is aluminum. *How it is made* is the important thing.

VIKO, The Popular Aluminum, is sturdily constructed from thick sheet aluminum which is 99% pure. It gives unusual wear, is finely designed, and beautifully finished. It is a good line for the retailer to handle, not only because it gives consumer satisfaction, but because it contains utensils for every kitchen need and retails profitably at a popular price. For full information—

Ask Your Jobber

Aluminum Goods Manufacturing Company
General Offices: Manitowoc, Wis., U. S. A.
Makers of Everything in Aluminum

VIKO
The Popular Aluminum

If interested tear out this page and place with letters to be answered.

THE BUYERS' GUIDE

GRINDSTONE FIXTURES
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Cleveland Stone Co., Cleveland, Ohio.
Taylor-Forbes & Co., Ltd., Guelph, Ont.

GUARDS, WIRE
Canada Wire & Iron Goods Co., Hamilton, Ont.

GUNS
The Fraser Co., Agents B.S.A., Montreal, Que.
Savage Arms Corporation, Utica, N.Y.

GUN PARTS
The Fraser Co., Agents B.S.A., Montreal, Que

GUNSIGHTS
Marble Arms & Mfg. Co., Gladstone, Mich.

HACK SAWS
Brown & Sharpe Mfg. Co., Providence, R.I.
Clemson Bros., Inc., Hamilton, Ont.
Diamond Saw and Stamping Works, Buffalo, N.Y.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Co., Millers Falls, Mass.
L. S. Starrett Co., Athol, Mass

HACK SAW BLADES
E. C. Atkins & Co., Hamilton, Ont.
Clemson Bros., Inc., Hamilton, Ont.
Diamond Saw & Stamping Works, Buffalo, N.Y.
Goodell-Pratt Co., Greenfield, Mass.
Henry Disston & Sons, Ltd., Toronto.
Millers Falls Company, Millers Falls, Mass.
Smith & Hemenway Co., Inc., Irvington, N. J.

HACK SAW FRAMES
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Brown & Sharpe Mfg. Co., Providence, R. I.
Henry Disston & Sons, Limited, Toronto.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
L. S. Starrett Co., Athol, Mass.

HACK SAW MACHINES
Diamond Saw & Stamping Works, Buffalo, N. Y.
Goodell-Pratt Co., Greenfield, Mass.

HAME CHAINS
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.

HAMMERS
Canada Foundries & Forgings, Brockville, Ont.
The Peck, Stow & Wilcox Co., Southington, Conn.
Stanley Works, New Britain, Conn.
Vaughan & Bushnell, Chicago, Ill.
The Warren Tool & Forge Co., Warren, Ohio.

HAND DRILLS
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.

HANDLES
J. H. Still Mfg. Co., St. Thomas, Ont.

HANDLES, CHEST AND DRAWER
Burgess-Norton Mfg. Co., Geneva, Ill.
The Brainerd Mfg. Co., East Rochester, N. Y.
N. Slater Co., Limited, Hamilton, Ont.
Taylor-Forbes & Co., Limited, Guelph, Ont.

HANDLES, DOOR
Taylor-Forbes & Co., Ltd., Guelph, Ont.

HANDLES, CRANK, BALANCE, MACHINE
J. H. Williams & Co., Ltd., St. Catharines, Ont.

HAND PULLS
North Bros., Mfg. Co., Philadelphia, Pa.

HAND TAPS
Greenfield Tap and Die Corp.

HANGERS, BARN DOOR
Canada Steel Goods Co., Ltd., Hamilton, Ont.
Beatty Bros., Ltd., Fergus, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
N. Slater Ltd., Hamilton, Ont.
Taylor-Forbes & Co., Limited, Guelph, Ont.

HANGERS, DOOR
Beatty Bros., Ltd., Fergus, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Canada Steel Goods Co., Hamilton, Ont.
F. E. Myers & Bro., Ashland, Ohio.
N. Slater Co., Limited, Hamilton, Ont.
Taylor-Forbes & Co., Limited, Guelph, Ont.
The Stanley Works, New Britain, Conn.

HANGERS, DOOR AND TRACK
Beatty Bros., Ltd., Fergus, Ont.
Canada Steel Goods Co., Hamilton, Ont.
N. Slater Limited, Hamilton, Ont.
Taylor-Forbes & Co., Ltd., Guelph, Ont.

HANGERS, STORM, SASH AND SCREEN
The Stanley Works, New Britain, Conn.
Taylor-Forbes & Co., Ltd., Guelph, Ont.

HARDWARE, CARRIAGE AND AUTOMOBILE
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

HARDWARE, DOOR
The Hamilton Stove & Heater Co., Hamilton.
Taylor-Forbes & Co., Limited, Guelph, Ont.

HARDWARE, BARN DOOR
Beatty Bros., Limited, Fergus, Ont.
Taylor-Forbes & Co., Ltd., Guelph, Ont.

HARDWARE, FINISHING
Taylor-Forbes & Co., Limited, Guelph, Ont.

HARDWARE SPECIALTIES
The Brainerd Mfg. Co., East Rochester, N.Y.
Burgess-Norton Mfg. Co., Geneva, Ill.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Can. Forgings & Forgings, Ltd., Brockville, Ont.
Chicago Spring Butt Co., Chicago, Ill.
Fenton Bros., Ltd., Sheffield, Eng.
Landers, Frary & Clark, New Britain, Conn.
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.
N. Slater Co., Limited, Stratford, Ont.
Stratford Brass Co., Ltd., Stratford, Ont.
Taylor-Forbes Co., Guelph, Ont.

HARDWARE STORE FITTINGS
Stratford Brass Co., Ltd., Stratford, Ont.

HARNESS HARDWARE
Sanderson Pearcy & Co., Limited, Toronto, Ont.
The Niagara Metal Stamping Corporation, Niagara
Samuel Trees & Co., Ltd., Toronto.

HATCHETS
Burgess-Norton Mfg. Co., Geneva, Ill.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Marble Arms & Mfg. Co., Gladstone, Mich.
The Peck, Stow & Wilcox Co., Southington, Conn.

HASPS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Brainerd Mfg. Co., East Rochester, N.Y.
Canada Steel Goods Co., Hamilton, Ont.
Taylor-Forbes & Co., Ltd., Guelph, Ont.

HAWKS, ALUMINUM
Empire Level Mfg. Co., Milwaukee, Wis.

HEADLIGHT, GLASS
Hobbs Mfg. Co., Montreal, Que.
The Ontario Plate Glass, Ltd., Hamilton, Ont.

HEATERS
Anthes Foundry, Ltd., Winnipeg, Man.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
The McClary Mfg. Co., Ltd., London, Ont.
Jas. Morrison Brass Mfg. Co., Ltd., Toronto, Ont.
O-Rib-O Mfg. Co., Winnipeg, Man.
Jas. Stewart Mfg. Co., Ltd., Woodstock, Ont.
Sheet Metal Products, Ltd., Toronto.

HEATERS, AUTO
Chicago Flexible Shaft Co., Chicago, Ill.

HEATERS, ELECTRIC
Canadian Westinghouse Co., Limited, Hamilton, Ont.
Landers, Frary & Clarke, New Britain, Conn.
The National Electric Heating Co., Ltd., Toronto.
The Renfrew Electric Products Ltd., Renfrew, Ont.

HEAVY HARDWARE SPECIALTIES
Burgess-Norton Mfg. Co., Geneva, Ill.

HEELS AND SOLES, RUBBER
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Gutta Percha & Rubber Ltd., Toronto.

HINGES, BOX AND REFRIGERATOR
The Brainerd Mfg. Co., East Rochester, N.Y.

HINGES, ORNAMENTAL
The Lawson Mfg. Co., Chicago, Ill.
The Stanley Works, New Britain, Conn.

HOOKS, HAT AND COAT
The Brainerd Mfg. Co., East Rochester, N.Y.
Jas. Cartland & Sons, Ltd., Birmingham, Eng
Can. Foundries & Forgings, Ltd., Brockville, Ont
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Taylor-Forbes Co., Limited, Guelph, Ont.

HINGES, SPRING
Chicago Spring Butt Co., Chicago, Ill.
The Lawson Mfg. Co., Chicago, Ill.
Taylor-Forbes Co., Guelph, Ont.

HINGES, STRAP AND TEE
Canada Steel Goods Co., Hamilton, Can.
Can. Foundries & Forgings, Ltd., Brockville, Ont
N. Slater Co., Limited, Hamilton, Ont.

HOCKEY STICKS
J. H. Still Mfg. Co., St. Thomas.

HOES
The Warren Tool & Forge Co., Warren, Ohio.

HOISTS
Manitoba Steel & Iron Co., Winnipeg, Man.

HOIST HOOKS
Williams & Co., J. H., Brooklyn, N.Y.

HOLLOW WARE
Can. Foundries & Forgings, Ltd., Brockville, Ont
Fenton Bros., Ltd., Sheffield, Eng.
Landers, Frary & Clark, New Britain, Conn.

HONES, RAZOR
The Carborundum Co., Niagara Falls, N.Y.
The Canadian Hart Products Ltd., Hamilton, Ont
The Geneva Cutlery Corp., Geneva, N.Y.

HOOKS, FISH
Allcock, Laight & Westwood Co., Toronto, Ont.

HORSE SHOES
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Wilkinson & Kompass, Hamilton.

HORSE SHOE PADS
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

HOSE CLAMPS
The Ontario Lantern & Lamp Co., Ltd., Hamilton.

HOSE, FITTINGS AND SUPPLIES
Can. Foundries & Forgings, Ltd., Brockville, Ont
The Dominion Rubber Systems, Ltd., Montreal, Que.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Gutta Percha & Rubber, Ltd., Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.
United Brassfounders & Engineers, Limited, Manchester, Eng.

HOSE MENDERS
The Ontario Lantern & Lamp Co., Ltd., Hamilton

HOT AIR REGISTERS
Barton Netting Co., Limited, Windsor, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont
Jas. Stewart Mfg. Co., Woodstock, Ont.

HOUSEHOLD APPLIANCES
Canadian Westinghouse Co., Limited, Hamilton, Ont

HOUSEHOLD PAILS
Wm. Cane & Sons, Hamilton, Ont.

ICE CREAM FREEZERS
Wm. Cane & Sons, Co., Ltd., Newmarket, Ont
Thos. Davidson Mfg. Co., Ltd., Montreal.
North Bros. Mfg. Co., Philadelphia, Pa.

INCUBATORS
Collins Mfg. Co., Toronto.

INDICATORS, SPEED
Brown & Sharpe Mfg. Co., Providence, R.I.
Henry Disston & Sons, Limited, Toronto
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

INJECTORS, AUTOMATIC
Jas. Morrison Brass Mfg. Co., Toronto, Ont.
United Brassfounders & Engineers, Limited, Manchester, Eng.

INSTRUMENTS OF PRECISION
Brown & Sharpe Mfg. Co., Provdence, R.I.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

INSURANCE
The Canadian Hardware & Implement Underwriters, Winnipeg, Man.

IRON, MERCHANTS BAR
London Rolling Mill Co., Ltd., The, London, Ont.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

IRON, CORRUGATED
Canada Metal Co., Toronto.

IRON HANDLES
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Taylor-Forbes & Co., Ltd., Guelph, Ont.

IRON, HORSE SHOE
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

IRON AND STEEL BARS
A. C. Leslie & Co., Ltd., Montreal.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Nova Scotia Steel Co., New Glasgow, N.S.

IRON, BAR
London Rolling Mill Co., Ltd., The, London, Ont.

IRONS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

IRONS, ELECTRIC
The Canadian Westinghouse Co., Ltd., Hamilton, Ont.
The National Electric Heating Co., Ltd., Toronto.
The Renfrew Electric Products Ltd., Renfrew, Ont.

IRONING BOARDS
The Stratford Mfg. Co., Stratford, Ont.
Taylor-Forbes & Co., Ltd., Guelph, Ont.

IRONING MACHINES, ELECTRIC
Altorfer Bros., Peoria, Ill.
The Hurley Machine Co., Limited, Toronto.

IRON FOR STAYBOLTS
London Rolling Mill Co., Ltd., The, London, Ont.

IRONWORK, BUILDERS'
The Dennis Wire & Iron Works, Ltd., London.

JACKS
Kinzinger, Bruce & Co., Ltd., Niagara Falls, Ont.

JACK PLANES
Stanley Works, New Britain, Conn.

JACK SCREWS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Millers Falls Company, Millers Falls, Mass.
Taylor-Forbes & Co., Ltd., Guelph, Ont.

JAPANS
Boston Varnish Co., Everett Stn., Boston, Mass
Sanderson Pearcy & Co., Limited, Toronto, Ont
The Sherwin-Williams Co., Ltd., Montreal, Que.

JARS, FRUIT
Walter Woods & Co., Hamilton, Ont.

KETTLES
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Thos. Davidson, Mfg. Co., Ltd., Montreal.
Fenton Bros., Ltd., Sheffield, Eng.
The Wentworth Mfg. Co., Limited, Hamilton, Ont.

KEYHOLE SAWS
E. C. Atkins & Co., Hamilton, Ont.
Bridgeport Hardware Co., Bridgeport, Conn.

KITCHEN WARE
Thos. Davidson Mfg. Co., Ltd., Montreal.
Fenton Bros., Ltd., Sheffield, Eng.
The McClary Mfg. Co., London, Ont.
Sheet Metal Products Co., Toronto.

KNIVES, BEET
E. C. Atkins & Co., Hamilton, Ont.

KNIVES, CORN
E. C. Atkins & Co., Hamilton, Ont.

KNIVES, CUTTING
Landers, Frary & Clark, New Britain, Conn.

KNIFE CLEANER
The Vono Co., Dudley Port, Staffs, Eng.

KNIVES, MACHINE
E. C. Atkins & Co., Hamilton, Ont.

KNIVES, POCKET AND TABLE
Geo. Butler & Co., Ltd., Sheffield, Eng.
G. L. Cohoon, Montreal.
Thos. Ellin & Co., Limited, Sheffield, Eng.
Jonathan Crookes & Son, Ltd., Ltd., Sheffield, Eng.
Fenton Bros., Ltd., Sheffield, Eng.
James Hutton & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
F. W. Lamplough & Co., Montreal, Que.
Whites Limited, Collingwood, Ont.
Wiebusch & Hilger, New York.
Marples & Co., Sheffield, England.

KNIVES, SPORTSMEN'S
Fenton Bros., Ltd., Sheffield, Eng.
Marble Arms & Mfg. Co., Gladstone, Mich.

KNIVES, PUTTY
Brideport Mfg. Co., Bridgeport, Conn.
Sanderson Pearcy & Co., Limited, Toronto, Ont

KNOBS, DRAWER
The Brainerd Mfg. Co., East Rochester, N.Y.

LADDERS, STEP, EXTENSION, STORE, ETC.
Beatty Bros., Ltd., Fergus, Ont.
N. Slater Co., Ltd., Hamilton, Ont.
The Stratford Mfg. Co., Stratford, Ont.

LAMPS, NITROGEN AND TUNGSTEN
The Canadian Tungsten Lamp Co., Hamilton, Ont.

LAMP BLACK
L. Martin Co., New York, N.Y.
A. Ramsay & Son Co., Montreal.

LAMP BURNERS
The Ontario Lantern & Lamp Co., Ltd., Hamilton.

LAMP CHIMNEYS
Walter Woods & Co., Hamilton.

LAMPS AND LANTERNS, GASOLINE
The Coleman Lamp Co., Limited, Toronto.
National Stamping & Electric Wks., Chicago, Ill.

Barrett Roofings, Cements Industrial Paints etc.

Prepare for Bigger Business

MORE and better advertising than ever before—
That's the Barrett program for 1921, and it means quicker, easier sales and larger profits for every dealer who handles the famous Barrett Products.

These products, which are listed below, have made good on their own merits. For many years they have been fast sellers in every section of the Dominion. Each of them is unequalled for its particular purpose.



Everlastic "Rubber" Roofing

The most popular roll roofing on the Canadian market.

Liquid Elastigum

Preserves the surface of prepared and "rubber" roofings.



Everlastic Liquid Roofing Cement

Puts a new surface on worn-out prepared and "rubber" roofs.

Everjet Elastic Carbon Paint

A durable, waterproof, acid-proof, protective paint for wood and metal.



Plastic Elastigum Patching Cement

"The waterproof cement of a thousand uses." Repairs roofs, flashings, etc.



Creonoid (Fly Oil) Cow Spray and Lice Destroyer

Just what farmers want. Inexpensive, effective and easy to use.

This year there will be an unprecedented demand for these products. If you do not carry them *all*, you will miss a sure opportunity to increase your profits.

Descriptive booklets regarding any of these products sent free on request. Address nearest office.

WINNIPEG VANCOUVER HALIFAX, N. S. The Barrett Company LIMITED MONTREAL TORONTO ST. JOHN, N. B.

If interested tear out this page and place with letters to be answered.

THE BUYERS' GUIDE

LAMPS, LANTERNS, ELECTRIC, HAND
Canadian National Carbon Co., Toronto.
National Stamping & Electric Wks., Chicago, Ill.
The Ontario Lantern & Lamp Co., Hamilton, Ont.

LAMPS, ELECTRIC
Canadian Westinghouse Co., Limited, Hamilton.
The Ontario Lantern & Lamp Co., Hamilton, Ont.

LAMPS AND LANTERNS, GASOLINE AND KEROSENE
National Stamping & Electric Works, Chicago.
The Ontario Lantern & Lamp Co., Ltd., Hamilton.

LANTERNS OIL
Thos. Davidson Mfg. Co., Montreal.
The Ontario Lantern & Lamp Co., Ltd., Hamilton.
E. T. Wright & Co., Limited, Hamilton, Ont.

LATCHES
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Gendron Mfg. Co., Ltd., Toronto.
Taylor-Forbes Co., Limited, Guelph, Ont.

LATH METAL
Pedlar People, Ltd., Oshawa, Ont.

LATHE DOGS, DROP FORGED
J. H. Williams & Co., St. Catharines, Ont.

LATHE DOGS
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
J. H. Williams & Co., St. Catharines, Ont.

LAWN MOWERS
Can. Foundries & Forgings, Ltd., Brockville.
The Eureka Planter Co., Ltd., Woodstock, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.
Whites Limited, Collingwood, Ont.

LAWN SEATS
The Stratford Mfg. Co., Stratford, Ont.

LAWN SPRINKLERS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
United Brassfounders & Engineers, Limited, Manchester, Eng.

LAWN SWINGS
The Stratford Mfg. Co., Stratford, Ont.

LEAD, BLACK
John Oakey & Sons, London, Eng.

LEAD, CALKING AND PIG
The Canada Metal Co., Limited, Toronto, Ont.
The Great Western Smelting & Refining Co., Vancouver, B.C.

LEAD PENCILS
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.

LEAD SHEETS AND PIPE
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
A. C. Leslie & Co., Montreal.

LEAD TRAPS AND BENDS
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.

LEAD WASHERS
Canada Metal Co., Ltd., Toronto.

LENS
The Ontario Plate Glass, Ltd., Hamilton, Ont.

LETTERS AND FIGURES, EMBOSSED
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.

LEVELS
Campbell Agencies, Toronto.
Henry Disston & Sons, Limited, Toronto.
Empire Level Mfg. Co., Milwaukee, Wis.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
J. Sand & Sons, Detroit, Mich.
Stanley Rule & Level Co., New Britain, Conn.
L. S. Starrett Co., Athol, Mass.
Whites Limited, Collingwood, Ont.

LEVELS, ALUMINUM
Campbell Agencies, Toronto.
Empire Level Mfg. Co., Milwaukee, Wis.
Goodell Pratt Co., Greenfield, Mass.
J. Sand & Sons, Detroit, Mich.

LEVELS, MASONS
Henry Disston & Sons, Limited, Toronto.
Empire Level Mfg. Co., Milwaukee, Wis.

LINES, WIRE, CLOTHES
Walter Woods & Co., Hamilton.
Western Wire & Nail Co., London.

LINOLEUM, PLAIN AND PRINTED
The Dominion Oilcloth & Linoleum Co., Ltd., Montreal, Que.

LINOLEUMS, BATTLESHIP
The Dominion Oilcloth & Linoleum Co., Limited, Montreal, Que.

LINOLEUM RUGS
The Dominion Oilcloth & Linoleum Co., Limited, Montreal, Que.

LINOLEUM FINISHES
Boston Varnish Co., Everett Stn., Boston, Mass.

LINSEED OIL
Brandram-Henderson, Montreal.
The Canada Paint Co., Limited, Winnipeg, Man.
Dominion Linseed Oil Co., Baden and Toronto.
R. C. Jamieson & Co., Ltd., Montreal.
Ontario Oil & Turpentine Co., Ltd., Toronto.
A. Ramsay & Son Co., Montreal.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
The Sherwin-Williams Co., Ltd., Montreal, Que.

LOCKS
The Belleville Hardware & Lock Mfg. Co., Belleville, Ont.
The Hamilton Stove & Heater Co., Hamilton, Ont.
The Toronto Lock Mfg. Co., Toronto.

LOCK WASHER EQUIPMENT
Sleeper & Hartley, Inc., Worcester, Mass.

LOCKERS
Canada Wire & Iron Goods Co., Hamilton, Ont.
Dennis Wire & Iron Works Co., Ltd., London, Ont.

LOCOMOTIVE TOOLS
J. H. Williams & Co., St. Catharines, Ont.
The Toronto Lock Mfg. Co., Toronto.

LUMBER TOOLS
Thos. Pink & Co., Pembroke, Ont.
T. F. Shurly Co., Ltd., St. Catharines, Ont.

MACHINES, DOUBLE CUTTING
E. C. Atkins & Co., Hamilton, Ont.

MACHINISTS' TOOLS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
J. H. Williams & Co., St. Catharines, Ont.

MALLEABLE IRON CASTINGS
The International Malleable Iron Co., Ltd., Guelph, Ont.

MANTLES
The Barton Netting Co., Ltd., Windsor, Ont.
Thomas Lewis Arnett, Souris, Man.

MANGLES, CLOTHES
Taylor-Forbes Co., Limited, Guelph, Ont.

MANTLES, GAS
R. M. Moore & Co., Ltd., Vancouver, B.C.

MAULS
The Warren Tool & Forge Co., Warren, Ohio.

MATTOCKS
The Warren Tool & Forge Co., Warren, Ohio.

MATS AND MATTING, RUBBER
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Ltd., Toronto, Ont.

MAULS
Can. Foundries & Forgings, Ltd., Brockville, Ont.

MEAT CHOPPERS
Landers, Frary & Clark, New Britain, Conn.

MECHANICAL RUBBER PRODUCTS
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

METAL BOXES AND DRAWERS
Cameron & Co., Toronto, Ont.

METAL CUTTING SAWS
Clemson Bros., Inc., Hamilton, Ont.

METAL SAWS, POWER
Clemson Bros., Inc., Hamilton, Ont.

METAL STAMPINGS
Fenton Bros., Ltd., Sheffield, Eng.
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.

METALS, EXPANDED, INGOT, SHEET, TUBE, ETC.
Canada Metal Co., Toronto, Ont.
Fenton Bros., Ltd., Sheffield, Eng.
Hoyt Metal Co., Toronto, Ont.
A. C. Leslie & Co., Montreal, Que.
United Brassfounders & Engineers, Limited, Manchester, Eng.

METAL SPECIALTIES
Burgess-Norton Mfg. Co., Geneva, Ill.
Hamilton Stamp & Stencil Wks., Hamilton, Ont.
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.
O-Rib-O Mfg. Co., Winnipeg, Man.

METAL STORE AND FRONT CONSTRUCTION
The Consolidated Plate Glass Co. of Canada, Limited, Toronto.

MENDERS, GRANITEWARE, POT AND PAN
Collette Mfg. Co., Collingwood, Ont.
H. Nagle Co., Montreal, Que.

MICA
Mica Co. of Canada, Ltd., Hull, Que.

MICROMETERS
Brown & Sharpe Mfg. Co., Providence, R.I.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

MILK CANS
Thos. Davidson Mfg. Co., Ltd., Montreal.
Fenton Bros., Ltd., Sheffield, Eng.
The McClary Mfg. Co., London, Ont.
Sheet Metal Products, Ltd., Toronto.

MIRRORS
Hobbs Mfg. Co., Montreal, Que.
Ontario Plate Glass, Ltd., Hamilton, Ont.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
Toronto Plate Glass Importing Co., Toronto.

MITRE BOXES
E. C. Atkins & Co., Hamilton, Ont.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
Stanley Works, New Britain, Conn.

MITRE BOX SAWS
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto.

MOLASSES GATES
Can. Foundries & Forgings, Ltd., Brockville, Ont.

MOPS
Can. Foundries & Forgings, Ltd., Brockville, Ont.

MOTOR CARS
Ford Motor Co. of Canada, Ltd., Ford, Ont.

NAIL MACHINERY
Sleeper & Hartly, Inc., Worcester, Mass.

NAILS, WIRE AND CUT
Canada Metal Co., Ltd., Toronto.
The Graham Nail Works, Toronto.
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Western Wire & Nail Co., London, Ont.
Whites Limited, Collingwood, Ont.

NAIL PULLERS
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Millers Falls Company, Millers Falls, Mass.
Smith & Hemenway Co., Inc., Irvington, N.J.

NAILS, HORSE SHOE
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

NAME PLATE TRANSFERS
Canada Decalcomania Co., Ltd., Toronto.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

NIPPLES
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

NITROGEN LAMPS
The Canadian Tungsten Lamp Co., Ltd., Hamilton

NUTS, HOT PRESSED
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

NUTS, THUMB
J. H. Williams & Co., Ltd., St. Catharines, Ont.

OILCLOTH, FLOOR AND STAIR
The Dominion Oilcloth & Linoleum Co., Ltd., Montreal.

OILCLOTH, RUGS, FLOOR
The Dominion Oilcloth & Linoleum Co., Limited, Montreal, Que.

OIL CANS
Cannon Oiler Co., Keithsburg, Ill.

OIL, COAL
Imperial Oil Co., Ltd., Toronto.

OILS, CYLINDER
J. H. Ashdown Co., Ltd., Winnipeg, Man.
Canadian Oil Co., Toronto, Ont.
Imperial Oil Co., Ltd., Toronto.
The North Star Oil & Refining Co., Limited, Winnipeg, Man.

OIL CAKE AND MEAL
Dominion Linseed Oil Co., Toronto.
Sherwin Williams Co., Winnipeg.

OIL HOLE COVERS
Canadian Winkley Co., Windsor.

OIL, MOTOR, ROAD, HARNESS, NEATSFOOT, SEPARATOR AND GAS ENGINE
The Commercial Oil Co., Ltd., Hamilton, Ont.
Imperial Oil, Ltd., Toronto.
The North Star Oil & Refining Co., Limited, Winnipeg, Man.
Canadian Oil Co., Winnipeg.

OIL STONES
The Canadian Hart Products, Ltd., Hamilton, Ont

OIL STOVES
Thos. Davidson Mfg. Co., Detroit, Mich.
The McClary Mfg. Co., Ltd., London, Ont.
Sheet Metal Products, Ltd., Toronto.

OIL STORAGE AND DISTRIBUTING SYSTEMS
S. F. Bowser Company, Ltd., Toronto, Ont.

OIL TANKS AND PUMPS
S. F. Bowser Company, Ltd., Toronto, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.

OILERS
Cannon Oiler Co., Keithsburg, Ill.
Thos. Davidson Mfg. Co., Ltd., Montreal.

ORNAMENTAL FENCE
Atlas Iron, Wire & General Metal Works, Toronto
Banwell Hoxie Wire Fence Co., Ltd., Hamilton

ORNAMENTAL IRON AND WIRE WORK
Canada Wire & Iron Goods Co., Hamilton, Ont.
Dennis Wire and Iron Works, London, Ont.

PACKINGS
Wm. J. Brown, Montreal, Que.
Consumers Cordage Co., Montreal and Halifax
The Dominion Rubber Systems, Ltd., Montreal, Que.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Ltd., Toronto.
Jenkins Bros., Ltd., Montreal.

PACKING RUBBER
The Dominion Rubber Systems, Ltd., Montreal, Que.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Gutta Percha & Rubber Co., Ltd., Toronto.

PADS FOR HORSES
American Pad and Textile Co., Chatham.
The Burlington Windsor Blanket Co., Ltd., Toronto

PADLOCKS
C. O. Clark & Bro., Montreal, Que.

PAINT, COLD WATER
The Deco-Tint Co., Montreal, Que.

PAINT, READY-MIXED, HOUSE, BARN, ROOF, FLAT WALL, CONCRETE, FLOOR, CEMENT, ALUMINUM, MARINE AND DECK
The Barrett Co., Ltd.
The Brandram-Henderson, Ltd., Montreal.
Canada Paint Co., Montreal.
The Flint Varnish & Color Works of Canada, Limited, Montreal, Que.
The Glidden Co., Ltd., Toronto.
Imperial Varnish & Color Co., Ltd., Montreal
S. C. Johnson & Sons, Inc., Brantford, Ont.
Lowe Bros., Ltd., Toronto, Ont.
Martin-Senour Co., Ltd., Montreal.
McArthur-Irwin, Ltd., Montreal.
Benjamin Moore & Co., Toronto.
The Ottawa Paint Works, Ltd., Ottawa, Ont.
A. Ramsay & Son Co., Montreal.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
Scarfe & Co., Limited, Brantford, Ont.
Sherwin-Williams Co., Montreal.
G. F. Stephens & Co., Ltd., Winnipeg.

PAINT BRUSHES
The Boeckh Company, Ltd., Toronto.
Meakins & Sons, Hamilton.
Sanderson Pearcy & Co., Limited, Toronto, Ont
T. S. Simms & Co., Ltd., Fairville, St. John.

PAINT AND VARNISH REMOVER
Adams & Elting Co., Ltd., Toronto, Ont.
Brandram-Henderson, Ltd., Montreal, Que.
Canada Paint Co., Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal.
Lowe Bros. Co., Ltd., Toronto, Ont.
Martin-Senour Co., Ltd., Montreal, Que.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
Sherwin-Williams Co., Montreal.
A. Ramsay & Son Co., Montreal.

PAINT, OIL, STORAGE AND HANDLING SYSTEMS
S. F. Bowser Company, Ltd., Toronto, Can.

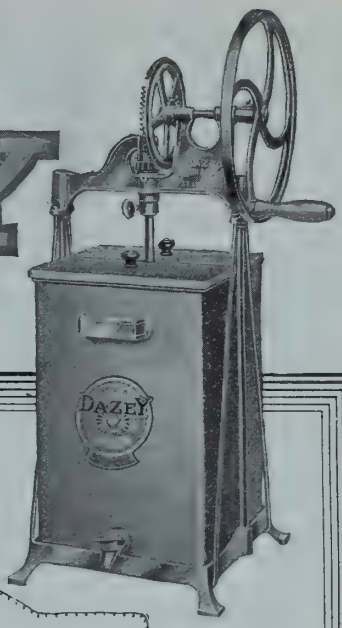
PARIS GREEN
Canada Paint Co., Montreal.
McArthur-Irwin, Ltd., Montreal.
Sanderson Pearcy & Co., Limited, Toronto, Ont
Sherwin-Williams Co., Montreal.

PAPER BAGS
The Continental Paper Products, Ltd., Ottawa, Ont.
Walter Woods & Co., Hamilton.

PASSAGE CLOTH
The Dominion Oilcloth & Linoleum Co., Limited Montreal, Que.



DAZEY CHURNS



—*Universal Preference* shown for the Dazey System of making better butter has resulted in an ever-increasing demand for Dazey Churns.

DISTRIBUTORS:

J. H. Ashdown Hdwe. Co., Ltd., Calgary.
J. H. Ashdown Hdwe. Co., Ltd., Saskatoon.
J. H. Ashdown Hdwe. Co., Ltd., Winnipeg.
Frothingham & Workman, Ltd., Montreal.
D. H. Howden & Co., Ltd., London.
H. S. Howland, Sons & Co., Ltd., Toronto.
Kennedy Hdwe. Co. Ltd., Toronto.
Lynch, Parker & Plews, Regina.
Lewis Bros., Ltd., Montreal.
Marshall-Wells Alberta Co., Ltd., Edmonton.
Marshall-Wells Co., Ltd., Winnipeg.
Merchants Hdwe. Specialties, Ltd., Calgary.
Merrick, Anderson Co., Ltd., Winnipeg.
Miller-Morse Hdwe. Co., Ltd., Winnipeg.
McLennan, McFeely & Co., Ltd., Vancouver.
A. Prud'Homme & Fils, Ltd., Montreal.
Revillon Wholesale, Ltd., Edmonton.
Starke-Seybold Ltd., Montreal.
Wood, Alexander & James, Hamilton.
Wood, Vallance & Adams, Ltd., Calgary.
Wood, Vallance Hdwe. Co., Ltd., Nelson.
Wood, Vallance & Leggat, Ltd., Vancouver.
Wood, Vallance, Ltd., Winnipeg.

DAZEY CHURN & MFG. CO., ST. LOUIS, MO.



THE BUYERS' GUIDE

PAILS
Thos. Davidson Mfg. Co., Ltd., Montreal.

PAILS HOUSEHOLD
Sheet Metal Products, Ltd., Toronto, Ont.

PAILS, WOODEN
Wm. Cane & Sons Co., Ltd., Hull, Que.

PAILS, GALVANIZED AND TIN
Sheet Metal Products, Ltd., Toronto.
The Steel Trough & Machine Co., Ltd., Tweed.

PERCOLATORS, COFFEE
Landers, Frary & Clark, New Britain, Conn.

PETROLEUM FAUCETS
Landers, Frary & Clark, New Britain, Conn.

PHOSPHOR TIN AND COPPER
The Hoyt Metal Co., Limited, Toronto.
United Brassfounders & Engineers, Limited, Manchester, Eng.

PICKS
The Warren Tool & Forge Co., Warren, Ohio.

PICK HANDLES
J. H. Still Mfg. Co., St. Thomas, Ont.

PIG IRON
A. C. Leslie & Co., Ltd., Montreal.
Nova Scotia Steel Co., New Glasgow, N.S.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

PINS, ESCUTCHEON
Parmenter & Bulloch, Gananoque.

PIPE, ACID RESISTING
The Hoyt Metal Co., Ltd., Toronto, Ont.

PIPE CUTTERS (STAND)
Trimont Mfg. Co., Roxbury (Boston, Mass).

PIPE CLEANERS

PIPE STOCKS AND DIES
Greenfield Tap & Die Corporation, Galt, Ont.

PIPE, BLACK AND GALVANIZED
American Rolling Mills, Middleton, Ohio.
Canada Metal Co., Toronto.
The Jas. Morrison Brass Mfg. Co., Ltd., Toronto.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

PIPE FITTINGS
The International Malleable Iron Co., Ltd., Guelph.
Fittings, Limited, Oshawa, Ont.

PIPE, GALVANIZED CONDUCTOR
Thos. Davidson Mfg. Co., Ltd., Montreal.
Wheeler & Bain, Toronto.

PIPE, LEAD
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

PIPE, RAIN WATER CONDUCTOR
Canada Metal Co., Toronto.

PIPE, WROUGHT, BLACK AND GALVANIZED
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

PIPE, STOVE AND FURNACE
Collins Mfg. Co., Toronto.

PISTON PINS
Burgess-Norton Mfg. Co., Geneva, Ill.

PISTON ROD PACKING
Dunlop Tire & Rubber Co., Ltd., Toronto.

PISTON AND VALVE PACKINGS
The Barrett Co., Ltd.

PISTOLS
Savage Arms Corpn., Utica, N.Y.

PLANES
Caverhill, Learmont & Co., Montreal.
Stanley Rule & Level Co., New Britain, Conn.
Whites, Limited, Collingwood, Ont.

PLIERS
A. G. and A. L. Brown & Co., Montreal, Que.
Matthias Klein & Sons, Chicago, Ill.
F. W. Lamplough & Co., Montreal, Que.
The Peck, Stow & Wilcox Co., Southington, Conn.

PLIERS, CUTTING
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
F. W. Lamplough & Co., Montreal, Que.

PLIERS, COMBINATION
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Can. Foundries & Forgings, Ltd., Brockville.
Goodell-Pratt Co., Greenfield, Mass.

PLUGS, RUBBER
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

PLUMBERS' SUPPLIES, RUBBER
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

PLUMBERS' TOOLS
The Jas. Morrison Brass Mfg. Co., Ltd., Toronto.
J. H. Williams & Co., Ltd., St. Catharines, Ont.

POLISHES, AUTO AND FURNITURE
The Buffalo Specialty Co., Bridgeburg, Ont.
Channell Limited, Toronto, Ont.

POLISHING HEADS
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.

POLISHES, KNIFE
Jas. Oakey & Sons, Ltd., London, England.

POLISHES, METAL
The Deco-Tint Co., Montreal, Que.

POLE LINE MATERIAL
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

POSTS, ANGLE IRON
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.

POSTS, FENCE, STEEL
Burlington Steel Co., Ltd., Hamilton, Ont.

POST HOLE DIGGERS
Can. Foundries & Forgings Ltd., Brockville, Ont.
Canada Wire & Iron Goods Co., Hamilton, Ont.
Taylor-Forbes & Co., Ltd., Guelph, Ont.

POULTRY EQUIPMENT
The Collins Mfg. Co., Toronto, Ont.

POULTRY NETTING
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
A. C. Leslie & Co., Ltd., Montreal.

POULTRY LEG BANDS
Rideau Specialty Co., Smiths Falls, Ont.

POWDER, SMOKELESS
E. I. du Pont de Nemours & Co., Wilmington, Del.

PRISMS, SIDEWALK
Hobbs Mfg. Co., Montreal, Que.

PRUNERS, TREE
Taylor-Forbes & Co., Ltd., Guelph, Ont.

PRUNING SHEARS
Adcock & Brewer, Ltd., Montreal.
The Peck, Stow & Wilcox Co., Southington, Conn.

PULLS, DRAWER
Taylor-Forbes Co., Limited, Guelph, Ont.

PUSH AND PULL PLATES
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.
Taylor-Forbes & Co., Ltd., Guelph, Ont.

PULLEYS, CLOTHES
The Katie Foundry Co., Galt, Ont.

PUMPING SYSTEMS, AUTOMATIC
The Westco Pumps Ltd., Toronto.

PUMPS
Beatty Bros., Ltd., Fergus.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
R. McDougall Co., Ltd., Galt.
F. E. Meyers & Bro., Ashland, Ohio.
United Brassfounders & Engineers, Limited, Manchester, Eng.
The Westco Pumps Ltd., Toronto.

PUMP, HAND AND POWER, FOR PAINTS, OILS, OIL AND GASOLINE
S. F. Bowser Company, Ltd., Toronto, Can.
The Canadian Tank & Pump Co., Toronto, Ont.

PUMPS, CURB, FOR OIL AND GASOLINE
The Canadian Tank & Pump Co., Toronto, Ont.
S. F. Bowser Company, Ltd., Toronto, Can.

PUMPS, SELF-MEASURING
S. F. Bowser Company, Ltd., Toronto, Can.

PUMPS, SEMI-ROTARY
Can. Foundries & Forgings, Ltd., Brockville, Ont.
United Brassfounders & Engineers, Limited, Manchester, Eng.

PUMPS, GASOLINE
S. F. Bowser Company, Ltd., Toronto, Can.

PUMP OILERS
Cannon Oiler Co., Keithsburg, Ill.

PUNCHES, CENTRE DRIVE, ETC.
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Mayhew Steel Products, Inc., New York.
Stanley Works, New Britain, Conn.

PUNCHES, BELT
E. C. Atkins & Co., Hamilton, Ont.

PUNCHES, TICKET
Bridgeport Hdwe. Mfg. Co.,, Bridgeport, Conn.

PUTTY
Brandram-Henderson, Montreal.
R. C. Jamieson & Co., Ltd., Montreal.
Canada Paint Co., Montreal.
Benjamin Moore & Co., Ltd., Toronto.
A. Ramsay & Son Co., Montreal.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
G. F. Stephens & Co., Ltd., Winnipeg.
Sherwin-Williams Co., Montreal.

PULLEYS
The Aero Mfg. Co., Ltd., Sherbrooke, Que.
Can. Foundries and Forgings, Ltd., Brockville, Ont.

QUOITS
Can. Foundries and Forgings, Ltd., Brockville, Ont.

RACKS, HAY
Can. Foundries and Forgings, Ltd., Brockville, Ont.

RADIATORS, AUTO
The North Star Oil & Refining Co., Limited, Winnipeg, Man.

RADIATOR VALVES
Jenkins Bros., Ltd., Montreal.
United Brassfounders & Engineers, Limited. Manchester, Eng.

RAILWAY TIE PLATES
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

RAILROAD TRACK TOOLS
The Warren Tool & Forge Co., Warren, Ohio.

RAILROAD SUPPLIES, RUBBER
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.

RAKES
Shurly-Dietrich Co., Ltd., Galt, Ont.

RAZORS
Auto-Strop Safety Razor Co., Toronto, Ont.
Geo. Butler & Co., Ltd., Sheffield, Eng.
Campbell Agencies, Toronto, Ont.
Caverhill, Learmont & Co., Montreal.
G. L. Cohoon, Montreal.
Thos. Ellin & Co., Limited, Sheffield, Eng.
Geneva Cutlery Co., Geneva, N.Y.
James Hutton & Co., Montreal.
Gillette Safety Razor Co., Ltd., Montreal.
F. W. Lamplough & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.
A. Macfarlane & Co., Limited, Montreal, Que.
Marples & Co., Sheffield, Eng.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
Wiebusch & Hilger, New York.

RATCHET DRILLS
Goodell-Pratt Co., Greenfield, Mass.

REAMERS
Millers Falls Company, Millers Falls, Mass.
Butterfield & Co., Rock Island, Que.
Taylor-Forbes Co., Ltd., Guelph, Ont.

RECIPROCATING DRILLS
Goodell-Pratt Co., Greenfield, Mass.

REFRIGERATORS
Thos. Davidson Mfg. Co., Ltd., Montreal.
Sanderson-Harold Co., Ltd., Paris, Ont.

REELS, FISHING
Allcock, Laight & Westwood Co., Toronto, Ont.

REGISTERS, (HOT AIR)
Canada Foundries & Forgings, Brockville.
The Happy Thought Foundry Co., Ltd., Brantford.
Jas. Stewart Mfg. Co., Woodstock, Ont.

RIFLES
The Remington U.M.C. Co., Windsor, Ont.
The Fraser Co., Agents B.S.A., Montreal, Que

RIVETS
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man
Parmenter-Bulloch Co., Gananoque, Ont.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

RIVET BURRS
The Union Iron & Metal Co., Ltd., Toronto.

ROD ENDS
J. H. Williams & Co., St. Catharines, Ont.

RODS, PISTON AND PUMP
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

RODS, RADIUS FORD
Burgess-Norton Mfg. Co., Geneva, Ill.

RODS, STRAIGHTENED
The Graham Nail Works, Toronto.

ROOFING CEMENT AND PAINT
The Barrett Co., Ltd.
D. J. Ladd & Co., Winnipeg, Man.

ROOFING, METAL
Pedlar People, Ltd., Oshawa, Ont.

ROOFING, READY
The Barrett Co., Ltd.
The Brantford Roofing Co., Ltd., Brantford, Ont
D. J. Ladd & Co., Winnipeg, Man.
Geo. W. Reed & Co., Ltd., Montreal, Que.
The Ruberoid Co., Ltd., Montreal.
Alex. McArthur & Co., Montreal, Que.

ROOFING, RUBBER
The Barrett Co., Ltd.
Geo. W. Reed & Co., Ltd., Montreal, Que.

ROPE
Doon Twines, Ltd., Kitchener, Ont.
Plymouth Cordage Co., Welland, Ont., and Plymouth, Mass.
Consumers Cordage Co., Montreal, Que.
Independent Cordage Co., Toronto, Ont.

ROPE, WIRE
Canada Wire & Iron Goods Co., Hamilton, Ont.

ROSIN
Ontario Oil & Turpentine Co., Ltd., Toronto, Ont.
Sanderson Pearcy & Co., Limited, Toronto, Ont.

RUBBER SHEET, VULCANIZED
Wm. J. Brown, Montreal, Que.

RUBBER PRODUCTS
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Gutta Percha & Rubber, Ltd., Toronto.

RULES
Brown & Sharpe Mfg. Co., Providence, R.I.
Goodell-Pratt Co., Greenfield, Mass.
The Lufkin Rule Co., Windsor, Ont.
The Stanley Rule & Level Co., New Britain, Conn.
L. S. Starrett Co., Athol, Mass.

RULES, STEEL, STRAIGHT AND FOLDING

RULES, FOLDING BOXWOOD
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.
The Stanley Rule & Level Co., New Britain, Conn.

RULES, SPRING JOINT
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

RULES, BOARD AND LOG
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.
The Stanley Rule & Level Co., New Britain, Conn.

SADDLERY HARDWARE
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.

SAFETY RAZORS
Auto-Strop Safety Razor Co., Toronto, Ont.
The Geneva Cutlery Corp., Geneva, N.Y.
The Gillette Safety Razor Co., Limited, Montreal
Sanderson Pearcy & Co., Limited, Toronto, Ont

SAFES
J. J. Taylor Limited, Toronto.
Goldie & McCulloch Ltd., Galt, Ont.

SALTS, SOLDERING
The Chicago Solder Co., Chicago, Ill.

SASH WEIGHTS
Canadian Die Casting Co., Ltd., Montreal, Que.

SAWS, BUCK
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto.

SAWS, CROSSCUT AND BAND
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto.
T. F. Shurly Co., Ltd.,, St. Catharines.
Shurly-Dietrich Co., Ltd., Galt, Ont.

SAWSET
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto.
Taylor-Forbes Co., Limited, Guelph, Ont.

SAWS, COMPASS
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto.

SAWS, COPING
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto.
Millers Falls Company, Millers Falls, Mass.

SAWS, BUTCHERS' AND KITCHEN
E. C. Atkins & Co., Hamilton, Ont.
Burgess-Norton Mfg. Co., Geneva, Ill.
Henry Disston & Sons, Limited. Toronto.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
Shurly-Dietrich Co., Ltd., Galt, Ont.



18 Kinds

Tubular, Steel Tray, Wood, *for* Contractors, Foundries, Machine Shops, Farm and Garden.

Here is illustrated the C-71 Favorite for General Purposes.

MADE BY

THE BATEMAN-WILKINSON CO., LTD.

TORONTO, ONTARIO

NAILS WIRE BALE TIES

WIRE HOOPS FOR KEGS *and* BARRELS

STRAIGHTENED RODS

COPPERED AND TINNED WIRE

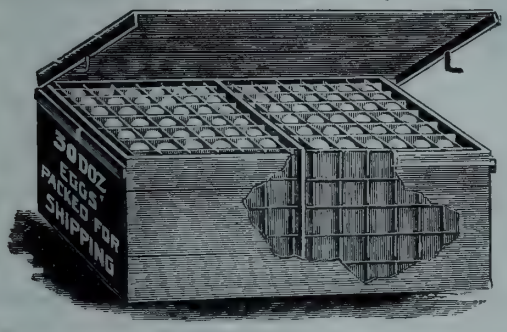
Are You a User? Did You Read This Ad.? If So, Ask for Prices.

THE GRAHAM NAIL WORKS

Operated by the CANADA METAL CO., Ltd.

TORONTO

THE MILLER BROS. CO., LIMITED



Manufacturers of
White pulp egg case fillers and extra flats in standard and extra large sizes for 12 and 30 dozen egg crates.
20-38 DOWD STREET, - MONTREAL, CANADA

CARTER'S

Always Recommend

CARTER'S GENUINE DRY RED LEAD



It is worth recommending. A highly oxidized and very finely ground Red Lead that is always pure, always uniform and very economical. The best protection paint for metal work, railway and marine work, steam pipes, etc.

Carter's Genuine Orange Lead, Genuine Dry White Lead and Litharge are of a similar high quality. Write for prices and particulars.

The Carter White Lead Company of Canada, Limited, 91 Delorimier Ave., Montreal

Stove Mica

All sizes of Clear Mica in stock for immediate shipment.

Mica Electrical Insulation of Every Kind.

Price List on Application.

Mica Company of Canada, Ltd.
P.O. Box 156, Hull, Que.

An Ingenious Folding Camp Cot



Every customer of yours who is an experienced camper knows the importance of a comfortable cot for sleep, yet it must be easily packed, shipped or stored with due economy of storage space. This convenient cot affords all these advantages. See in the illustration how it appears open and also closed.

The Stratford Manufacturing Co., Limited
STRATFORD, ONTARIO

If interested tear out this page and place with letters to be answered.

THE BUYERS' GUIDE

SAWS, HAND AND CIRCULAR
Henry Disston & Sons, Limited, Toronto.
T. F. Shurly Co., Ltd., St. Catharines, Ont.
Shurley-Dietrich Co., Ltd., Galt, Ont.

SAW BLADES, HACK
E. C. Atkins & Co., Hamilton, Ont.
Clemson Bros., Inc., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto.
Millers Falls Company, Millers Falls, Mass.

SAW FRAMES, HACK
E. C. Atkins & Co., Hamilton, Ont.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.

SAW GUARDS
E. C. Atkins & Co., Hamilton, Ont.

SAWS, HACK
E. C. Atkins & Co., Hamilton, Ont.
Clemson Bros., Inc., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto.
Goodell-Pratt Co., Greenfield, Mass.
The Millers Falls Co., Millers Falls, Mass.

SAW MACHINES, HACK
E. C. Atkins & Co., Hamilton, Ont.
Clemson Bros., Inc., Hamilton, Ont.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.

SAWS, METAL CUTTING
Clemson Bros., Inc., Hamilton, Ont.

SAWS, KEYHOLE
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto.

SCISSORS
The Acme Shear Co., Bridgeport, Conn.
Thos. Ellin & Co., Ltd., Sheffield, Eng.
Fenton Bros., Ltd., Sheffield, Eng.
Landers, Frary & Clarke, New Britain, Conn.
Marples & Co., Sheffield, England.
Wiebusch & Hilger, New York.

SCALES
Braun & Bonnick, Ltd., Toronto, Ont.
Burrow, Stewart & Milne Co., Limited, Hamilton.
Landers, Frary & Clark, New Britain, Conn.

SCALES, MACHINISTS
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

SCREWS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Taylor-Forbes & Co., Ltd., Guelph, Ont.

SCREWS, THUMB
J. H. Williams & Co., Ltd., St. Catharines, Ont.

SCREWS, WOOD
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

SCREENS
Canada Wire & Iron Goods Co., Hamilton.

SCREEN DOORS
The Kasement Skrene Dore Co., Toronto.
N. Slater Co., Limited, Hamilton, Ont.
Sanderson-Harold Co., Ltd., Paris, Ont.

SCREEN WINDOWS
The Kasement Skrene Dore Co., Toronto.
Sanderson-Harold Co., Ltd., Paris, Ont.

SCREENS, WELL
Edward E. Johnson Inc., St. Paul, Minn.

SCREW DRIVERS
The Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Burgess-Norton Mfg. Co., Geneva, Ill.
Millers Falls Company, Millers Falls, Mass.

SCREW MACHINES
Stratford Brass Co., Ltd., Stratford, Ont.

SCREWS OF ALL KINDS
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

SCYTHESTONES
The Cleveland Stone Co., Cleveland, Ohio.

SEATS
Canadian Veneering Co., Acton Vale, Que.

SEWING MACHINES, ELECTRIC AND MOTORS
Canadian Westinghouse Co., Limited, Hamilton, Ont.

SHARPENERS, KNIFE
The Canadian Hart Products Ltd., Hamilton, Ont.

SHEARS
The Acme Shear Co., Bridgeport, Conn.
Landers, Frary & Clark, New Britain, Conn.
Wiebusch & Hilger, New York.

SHEARING MACHINES, SHEEP
Flexible Shaft Co., Ltd., Toronto, Ont.

SHEATHING
The Barrett Co., Ltd.
D. J. Ladd & Co., Winnipeg, Man.

SHEETING
Alex. McArthur & Co., Montreal, Que.

SHEETS, GALVANIZED AND BLACK
American Rolling Mills, Middleton, Ohio.
A. C. Leslie & Co., Montreal, Que.
Dominion Sheet Metal Co., Hamilton.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

SHEETS, BLACK STEEL
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

SHEET METAL PRODUCTS
Fenton Bros., Ltd., Sheffield, Eng.
Sheet Metal Products Co., Toronto.
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.

SHELVING
Thomas Lewis Arnett, Souris, Man.

SHOT
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

SHINGLES, STEEL
Pedlar People Ltd., Oshawa, Ont.

SHOP BARRELS
The Steel Trough & Machine Co., Ltd., Tweed, Ont.

SHOW CASES
Cameron & Co., Toronto.
Thomas Lewis Arnett, Souris, Man.

SICKLES
Wiebusch & Hilger, Ltd., New York, N.Y.

SIDING, METAL
Pedlar People, Ltd., Oshawa, Ont.

SIGHTS, GUN AND RIFLE
Marble Arms & Mfg. Co., Gladstone, Mich.

SIGNS, STREET
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.

SILVERWARE
Fenton Bros., Ltd., Sheffield, England.
Oneida Community, Ltd., Niagara Falls, Ont.
Messrs. Wm. A. Rogers and His Son, Niagara Falls, Ont.

SILVER-PLATED WARE
Fenton Bros., Ltd., Sheffield, Eng.
Oneida Community, Ltd., Niagara Falls, Ont.
Sanderson Pearcy & Co., Limited, Toronto, Ont.

SINKS
Can. Foundries & Forgings, Ltd., Brockville, Ont.

SKI
The Northland Ski Mfg. Co., St. Paul, Minn.

SKI ACCESSORIES, BINDINGS, WAX AND POLES
The Northland Ski Mfg. Co., St. Paul, Minn.

SKATES
Canada Cycle & Motor Co., Ltd., Weston, Ont.

SLEDGES, BLACKSMITH, COAL, STONE
Can. Foundries & Forgings, Ltd., Brockville.
Warren Forge & Tool Co., Warren, Ohio.

SNAPS, HARNESS
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.

SNIPS (TINNERS')
A. S. & A. L. Brown Co., Montreal, Que.
Wiebusch & Hilger, New York.
The Peck, Stow & Wilcox Co., Southington, Conn.

SNOW SHOES
The Northland Ski Mfg. Co., St. Paul, Minn.

SNOWSHOE HARNESS
The Northland Ski Mfg. Co., St. Paul, Minn.

SOCKETS, WIRE ROPE
J. H. Williams & Co., Ltd., St. Catharines, Ont.

SOLDER
Canada Metal Co., Toronto.
The Chicago Solder Co., Chicago, Ill.
Great Western Smelting & Refining Co., Ltd., Vancouver, B. C.
Hoyt Metal Co., Toronto.

SOLDER, AMALGAM
Wyatt's Products, Toronto, Ont.

SOLDER, BAR
The Chicago Solder Co., Chicago, Ill.

SOLDERING PASTE
Canada Metal Co., Toronto.
The Chicago Solder Co., Chicago, Ill.
The Hoyt Metal Co., Toronto.

SOLDERALL
Thos. Davidson Mfg. Co., Ltd., Montreal.

SOLES, HALF
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

SOAP DISHES
Landers, Frary & Clark, New Britain, Conn.

SPARK PLUGS
Canada Cycle & Motor Co., Ltd., Weston, Ont.
The Canadian National Carbon Co., Ltd., Toronto.
Champion Spark Plug Co., Windsor, Ont.
The Eclipse Mfg. Co., Indianapolis, Ind.
Hyslop Bros., Toronto.

SPANNERS
J. H. Williams & Co., Ltd., St. Catharines, Ont.

SPIDERS
Can. Foundries & Forgings, Ltd., Brockville, Ont.

SPIKES, EAVESTROUGH
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

SPOKE SHAVES
E. C. Atkins & Co., Hamilton, Ont.
Millers Falls Company, Millers Falls, Mass.
Stanley Works, New Britain, Conn.

SPORTSMEN'S SPECIALTIES
The Marble Arms & Mfg. Co., Gladstone, Mich.

SPRAYERS
Canadian Potato Machinery Co., Ltd., Galt, Ont.
Collins Mfg. Co., Toronto.
Thos. Davidson Mfg. Co., Ltd., Montreal.
The New Perfection Sprayer Co., Galt, Ont.
Spramotor Co., London, Ont.
United Brassfounders & Engineers, Limited, Manchester, Eng.

SPRING AND WIRE COILING MACHINERY
Sleeper & Hartly, Inc., Worcester, Mass.

SPRINGS, WINDMILL
Burgess-Norton Mfg. Co., Geneva, Ill.

SPRING DIES
Greenfield Tap & Die Corporation, Galt, Ont.

SQUARES
The Peck, Stow & Wilcox Co., Southington, Conn.

STABLE FITTINGS
Beatty Bros., Fergus, Ont.
Can. Foundries & Forgings, Brockville.

STAINS
The Barrett Co., Ltd.,
Brandram-Henderson, Montreal.
Canada Paint Co., Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal, Que.
The Flint Varnish & Color Works of Canada, Limited, Montreal, Que.
Lowe Bros., Ltd., Toronto.
Martin-Senour Co., Ltd., Montreal.
McArthur-Irwin, Ltd., Montreal.
Benjamin Moore & Co., Ltd., Toronto.
The Ottawa Paint Works, Ltd., Ottawa, Ont.
A. Ramsay & Sons Co., Montreal.
Sanderson Pearcy & Co., Ltd., Toronto
Sherwin-Williams Co., Montreal.
G. F. Stephens & Co., Winnipeg.
Sturgeons, Ltd., Toronto.

STAINS, STRAW HAT
The Deco-Tint Co., Montreal, Que.
Sanderson Pearcy & Co., Limited, Toronto, Ont.

STAMPINGS
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.

STAPLES
Canada Steel Goods Co., Hamilton.
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Western Wire & Nail Co., London.

STAPLES, BED
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

STEAMERS AND BOILERS
Thos. Davidson Mfg. Co., Ltd., Montreal.

STEEL, REINFORCING
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
London Rolling Mill Co., London, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

STEEL BARS FOR REINFORCEMENT, ALL SHAPES
Burlington Products Limited, Hamilton, Ont.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

STEEL STRIP
Dominion Sheet Metal Co.,, Ltd., Hamilton.

STEEL LOCKERS AND SHELVING
Dennis Wire & Iron Works, London, Ont.

STEEL INGOTS, OPEN HEARTH
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

STEEL, MILD, SLEIGH SHOE, TIRE
London Rolling Mill Co., London, Ont.
Manitoba Steel & Iron Co., Winnipeg, Man.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

STEEL BANDS
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

STEEL MERCHANT BARS
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

STENCILS AND INK
Hamilton Stamp & Stencil Co., Hamilton.

STOOLS
The Steel Trough & Machine Co., Ltd., Tweed, Ont.

STONES, SHARPENING
The Western Hardware Mfg. Co., Milwaukee, Wis

STORE FIXTURES
Cameron & Co., Toronto.
Thomas Lewis Arnett, Winnipeg.

STORE FRONT CONSTRUCTION, METAL
Hobbs Mfg. Co., Montreal, Que.

STOVES AND RANGES
Burrow, Stewart & Milne Co., Ltd., Hamilton, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Empire Stove & Furnace Co., Ltd., Owen Sound, Ontario.
Findlay Bros. Co., Ltd., Carleton Place, Ont.
The Enterprise Foundry Co., Ltd., Sackville, N.B
The Galt Stove & Furnace Co., Ltd., Galt, Ont.
The Hamilton Stove & Heater Co., Hamilton, Ont.
The Happy Thought Foundry Co., Ltd., Brantford.
The McClary Mfg. Co., Ltd., London, Ont.
Jas. Stewart Mfg. Co., Ltd., Woodstock.

STOVES, ELECTRIC
Canadian Westinghouse Co., Limited.
The McClary Mfg. Co., London, Ont.
National Electric Heating Co., Ltd., Toronto, Ont.
Renfrew Electric Products, Ltd., Renfrew, Ont.

STOVES, OIL
The McClary Mfg. Co., London, Ont.

STOVES, GAS, COAL AND WOOD
Burrow, Stewart & Milne Co., Ltd., Hamilton.
The McClary Mfg. Co., Ltd., London, Ont.

STOVES, GASOLINE
National Stamping & Electric Works, Chicago.

STOVE PIPE
Collins Mfg. Co., Toronto.
The McClary Mfg. Co., London, Ont.
O-Rib-O Mfg. Co., Winnipeg, Man.
Thos. Davidson Mfg. Co., Ltd., Montreal.

STRETCHERS, WIRE
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton
Burgess-Norton Mfg. Co., Geneva, Ill.

STROPS, RAZOR
The Geneva Cutlery Corp., Geneva, N.Y.

SULPHATE OF AMMONIA
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

SWEAT PADS
American Pad & Textile Co., Chatham.

SWITCH AND RECEPTACLE PLATES (FLUSH TYPE)
Ontario Lantern & Lamp Co., Ltd., Hamilton, Ont.

SWIVELS, HOOK
J. H. Williams & Co., Ltd., St. Catharines, Ont.

TACKS
The Dominion Tack & Nail Co., Ltd., Galt, Ont.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

TACKS, SHOE
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

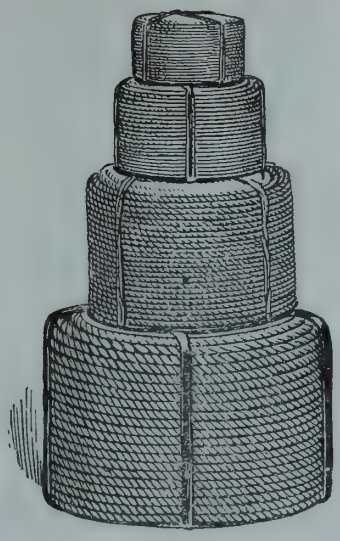
TANKS, CISTERN
Beatty Bros., Ltd., Fergus, Ont.

TANKS, GALVANIZED STEEL
Beatty Bros., Ltd., Fergus, Ont.

TANKS FOR PAINT OILS, OIL, GASOLINE, KEROSENE, ETC.
S. F. Bowser Company, Ltd., Toronto, Ont.
The Canadian Tank & Pump Co., Toronto, Ont.

TANKS AND PUMPS, LUBRICATING OIL STORAGE
S. F. Bowser Company, Ltd., Toronto, Ont
The Canadian Tank & Pump Co., Toronto, Ont.

LION BRAND



TRADE MARK

Abraham Lincoln's Clear Simple Reasoning in Favor of Domestic Buying

"I don't know much about the tariff, but I do know this much: When we buy goods abroad, we get the goods and the foreigner gets the money; when we buy goods made at home, we get both the goods and the money."

Behind the simple language in which Lincoln expressed his ideas there lay a profundity of thought that baffled his enemies, balked the wiliest of diplomats, and aroused the admiration of both friend and foe.

His achievements warrant our taking his advice. By purchasing everything possible at home, and increasing our exports, we can all help build up Canada's prosperity; so confine your purchases to Canadian-made Cordage and Binder Twine.

Remember that import duty is now figured on the exchange—another sound reason to trade among ourselves.

Consumers Cordage Company, Limited

Montreal and Halifax

Branches at St. John, N.B. and Toronto, Ont.

Agents and Stocks:

Tees & Persse, Limited, Winnipeg, Regina, Saskatoon, Moose Jaw, Calgary, Edmonton and Fort William
James Bisset & Co., Quebec **McGowan & Co., Vancouver**

If interested tear out this page and place with letters to be answered.

THE BUYERS' GUIDE

TANKS, WOOD
Beatty Bros., Ltd., Fergus, Ont.

TAPS
Butterfield & Co., Rock Island, Que.
Wells Bros. Co. of Canada, Galt, Ont.

TAP HOLDERS
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.

TAPPING ATTACHMENTS
Wells Bros. of Canada, Galt.

TAPE, RUBBER FRICTION
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

TAPES, MEASURING, STEEL AND WOOD
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

TAPES, MEASURING
Brown & Sharpe Mfg. Co., Providence, R.I.
L. S. Starrett Co., Athol, Mass.

TAPES, POCKET
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.
L. S. Starrett Co., Athol, Mass.

TARPAULIN
The Woods Mfg. Co., Ltd., Ottawa, Ont.

TEA POTS AND URNS, TEA BALL
Landers, Frary & Clark, New Britain, Conn.

THERMOS BOTTLES
The Thermos Bottle Co., Ltd., Toronto, Ont.

THIMBLES, SMOKE PIPE
Can. Foundries & Forgings, Ltd., Brockville, Ont.

TIN PLATES
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

TILING, WALLS AND FLOOR
Barton Netting Co., Windsor, Ont.

TILING, RUBBER
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Co., Ltd., Toronto.

TINSMITHS' MACHINERY
Brown-Boggs Co., Hamilton, Ont.

TINWARE
Sheet Metal Products, Ltd., Toronto.

TIN PLATE
O-Rib-O Mfg. Co., Winnipeg, Man.

TIRES AND TUBES, AUTOMOBILE, MOTOR TRUCK AND BICYCLE
Ames, Holden, McCready, Limited, Montreal.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Fercha & Rubber, Ltd., Toronto.
Hyslop Bros., Toronto, Ont.

TIES, WALL AND VENEER
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.

TIRE COVERS
American Pad & Textile Co., Ltd., Chatham, Ont.

TIRE PATCH
The Air-Tite Mfg. Co., St. Thomas, Ont.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

TIRE ACCESSORIES
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

TOBOGGANS
The Northland Ski Mfg. Co., St. Paul, Minn.

TOBOGGAN CUSHIONS AND ACCESSORIES
The Northland Ski Mfg. Co., St. Paul, Minn.

TORCHES
Clayton & Lambert Mfg. Co., Detroit, Mich.
The Detroit Torch & Mfg. Co., Detroit, Mich.

TOOLS, BLACKSMITHS'
Jardine & Co., Ltd., A. B., Hespeler, Ont.
The Warren Tool & Forge Co., Warren, Ohio.

TOOLS, CEMENT
E. C. Atkins & Co., Hamilton, Ont.

TOOLS
Goodell-Pratt Co., Greenfield, Mass.
Jardine & Co., Ltd., A. B., Hespeler, Ont.
Matthias Klein & Sons, Chicago, Ill.
The Millers Falls Co., Millers Falls, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Smith & Hemenway Co., Inc., Irvington, N.J.
The Warren Tool & Forge Co., Warren, Ohio.
Whites Limited, Collingwood, Ont.

TOOLS, HARVEST
Beatty Bros., Ltd., Fergus, Ont.
F. E. Myers & Bro., Ashland, O.

TRANSFER DECALCOMANIA
Canada Decalcomania Co., Ltd., Toronto.

TRANSFER SPECIALTIES
The Union Transit Co., Glasgow, Scotland.

TRAPS, BRASS, IRON, LEAD
Canada Metal Co., Toronto.
The James Morrison Brass Mfg. Co., Ltd., Toronto.
United Brassfounders & Engineers, Limited, Manchester, Eng.

TRAPS, STEAM
The James Morrison Brass Mfg. Co., Ltd., Toronto.

TRAPS, GAME
The Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.
Oneida Community, Ltd., Niagara Falls, Ont.

TOOLS, LOGGING AND LUMBERING
Thos. Pink Co., Ltd., Pembroke, Ont.
The Warren Tool & Forge Co., Warren, Ohio.

TOOL HOLDERS (CUTTERS)
J. H. Williams & Co., Ltd., St. Catharines, Ont.

TOOLS, MACHINISTS'
Brown & Sharpe Mfg. Co., Providence, R.I.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Goodell-Pratt Co., Greenfield, Mass.
A. B. Jardine & Co., Limited, Hespeler, Ont.
L. S. Starrett Co., Athol, Mass.

TOOLS, SMALL
The Quality Tool Works, Montreal, Que.
J. H. Williams & Co., Ltd., St. Catharines, Ont.

TOOLS, TROWEL
E. C. Atkins & Co., Hamilton, Ont.

TOYS
The American Flyer Mfg. Co., Ltd., Chicago, Ill.
The Bissell Carpet Sweeper Co., of Canada, Ltd., Niagara Falls, Ont.
Thos. Davidson Mfg. Co., Montreal, Que.
Gendron Mfg. Co., Ltd., Toronto.
J. H. Hanson Co., Limited, Montreal, Que.
S. H. Whyte Co., Ltd., Winnipeg, Man.

TRAINS, TOY
The American Flyer Mfg. Co., Ltd., Chicago, Ill.

TROUGHS
Beatty Bros., Fergus, Ont.

TRAMMEL POINTS
Stanley Works, New Britain, Conn.

TROUGHS, HOG
Beatty Bros., Ltd., Fergus, Ont.

TROWELS
Henry Disston & Sons, Limited, Toronto.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

TRUCKS, MOTOR
The Ford Motor Co. of Canada, Ltd., Ford, Ont.

TRUCKS, WAREHOUSE
Can. Foundries & Forgings, Ltd., Brockville, Ont.

TRY SQUARES
Henry Disston & Sons, Limited, Toronto.
Stanley Works, New Britain, Conn.

TUNGSTEN LAMPS
The Canadian Tungsten Lamp Co., Hamilton, Ont.

TUBS
Wm. Cane & Sons Co., Newmarket, Ont.

TUBES, AUTO, TRUCK AND BICYCLE
Gutta Percha & Rubber Ltd., Toronto.

TUBING, BRASS
The James Morrison Brass Mfg. Co., Ltd., Toronto.

TUBING, RUBBER
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Ltd., Toronto, Ont.

TUNGSTEN LAMPS
The Canadian Tungsten Lamp Co., Ltd., Hamilton.

TURPENTINE
Ontario Oil & Turpentine Co., Ltd., Toronto.

TWINES
Consumers' Cordage Co., Montreal and Halifax.
Doon Twines, Ltd., Kitchener, Ont.
The Sterling Twine Co., Ltd., Walkerton, Ont.
Walter Woods & Co., Hamilton.

VACUUM CLEANERS AND SWEEPERS
Bissell Carpet Sweeper Co. of Canada, Ltd., Niagara Falls, N.Y.
The Hurley Machine Co., Ltd., Toronto.
Landers, Frary & Clark, New Britain, Conn.
The National Electric Heating Co., Ltd., Toronto.

VALVES, ACID RESISTING
Hoyt Metal Co., Toronto, Ont.

VALVES, RADIATOR AND AIR, IRON BODY, COMPOSITION, GLOBE, ANGLE, CHECK
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Jenkins Bros., Ltd., Montreal, Que.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
James Morrison Brass Mfg. Co., Toronto.
United Brass Founders & Engineers, Limited, Manchester, Eng.

VALVES, RUBBER PUMPS
Gutta Percha & Rubber Ltd., Toronto.

VARNISHES, AUTO, COACH, HOUSE, MARINE
Berry Bros., Walkerville.
Boston Varnish Co., Everett Station, Boston.
Brandram-Henderson, Ltd., Montreal.
Canada Paint Co., Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal.
The Flint Varnish & Color Works of Canada Limited, Montreal, Que.
Glidden Co., Ltd., Toronto, Ont.
Imperial Varnish & Color Co., Ltd., Toronto.
International Varnish Co., Ltd., Montreal.
Lowe Bros., Limited, Toronto.
McArthur Irwin, Montreal, Que.
Martin-Senour Co., Ltd., Montreal.
Benjamin Moore & Co., Ltd., Toronto.
A. Ramsay & Son, Montreal.
Pratt & Lambert, Bridgeport, Ont.
Sanderson, Pearcy & Co., Ltd., Toronto, Ont.
Sarfe & Co., Ltd., Brantford, Ont.
Sherwin-Williams Co., Montreal, Que.
G. F. Stephens & Co., Ltd., Winnipeg.
Wilkinson & Kompass, Hamilton.

VEHICLES, CHILDREN'S
The Gendron Mfg. Co., Ltd., Toronto, Ont.
The Woodstock Wagon & Mfg. Co., Ltd., Woodstock.
S. H. Whyte Co., Ltd., Winnipeg, Man.

VENEER SEATS
Canadian Veneering Co., Acton Vale, Que.

VENTILATORS
Wheeler & Bain, Toronto.

VISES
A. G. & A. L. Brown & Co., Montreal, Que.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Works, New Britain, Conn.
The Warren Tool & Forge Co., Warren, Ohio.

VISES, CHAIN PIPE, CLAMP, MOUNT
J. H. Williams & Co., Ltd., St. Catharines, Ont.

WAGON HARDWARE
Burgess-Norton Mfg. Co., Geneva, Ill.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
The Stanley Works, New Britain, Conn.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

WALL COVERINGS
The Dominion Oilcloth & Linoleum Co., Limited, Montreal, Que.

WALNUT SEATS
Canadian Veneering Co., Acton Vale, Que.

WARMERS, FOOT
Chicago Flexible Shaft Co., Chicago, Ill.

WASHERS
London Rolling Mill Co., Ltd., The London, Ont.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
The Union Iron & Metal Co., Ltd., Toronto.
Wilkinson & Kompass, Hamilton.
Wrought Washer Mfg. Co., The, Milwaukee, Wis.

WASHERS, RUBBER
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

WASHING MACHINES, ELECTRIC, HAND AND POWER
Altorfer Bros., Peoria, Ill.
Beatty Bros., Fergus, Ont.
Dowswell, Lees & Co., Hamilton.
W. A. Kribs Co., Limited, Hespeler, Ont.
The Hurley Machine Co., Ltd., Toronto, Ont.
Landers, Frary & Clark, New Britain, Conn.
Maxwells, Ltd., St. Marys, Ont.
1900 Washer Co., Toronto, Ont.

WASTE, COTTON
Acme Waste Mfg. Co., Toronto, Ont.
Sanderson, Pearcy & Co., Ltd., Toronto, Ont.
Wilkinson & Kompass, Hamilton.

WASH BOARDS
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
E. B. Eddy Co., Ltd., Hull, Que.

WASH TUBS
E. B. Eddy Co., Ltd., Hull, Que.
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.

WATERPROOF CLOTHING
The Tower Canadian Ltd., Toronto, Ont.

WATER SYSTEMS
The Westco Pumps Ltd., Toronto.

WEATHER STRIPPING
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

WEDGES
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Warren Tool & Forge Co., Warren, Ohio.

WEEDERS, GARDEN (HAND)
The Eureka Planter Co., Ltd., Woodstock, Ont.
C. S. Norcross & Sons, Bushnell, Ill.

WEIGHTS
Can. Foundries & Forgings, Ltd., Brockville, Ont.

WEIGHTS, HORSE
The Katie Foundry Co., Galt, Ont.

WHEELS, GRINDING
E. C. Atkins & Co., Hamilton, Ont.

WHEELS, WELL
Can. Foundries & Forgings, Ltd., Brockville, Ont.

WHITEWASH OUTFITS
Collins Mfg. Co., Toronto.

WHIFFLETREE HOOKS
The International Malleable Iron Co., Ltd., Guelph, Ont.

WHOLESALE HARDWARE
J. H. Ashdown Hardware Co., Ltd., Winnipeg.
Thos. Birkett & Son, Ltd., Ottawa, Ont.
The Hobbs Hardware Co., Ltd., London, Ont.
H. S. Howland Sons & Co., Toronto.
Rice Lewis & Sons, Ltd., Toronto.
Whites, Limited, Collingwood, Ont.

WHITE LEAD
Brandram-Henderson, Montreal, Que.
Canada Paint Co., Ltd., Montreal.
Carter White Lead Co., Montreal.
McArthur Irwin, Montreal.
Sanderson, Pearcy & Co., Ltd., Toronto, Ont.
Sherwin-Williams Co., of Canada, Ltd., Montreal.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

WICKS, STOVE
The Happy Thought Foundry Co., Ltd., Brantford.

WIND SHIELD GLASS
Hobbs Mfg. Co., Montreal, Que.
The Ontario Plate Glass, Ltd., Hamilton, Ont.
Sanderson, Pearcy & Co., Ltd., Toronto, Ont.

WINDOW WEIGHTS
The Katie Foundry Co., Galt, Ont.

WINDOW FITTINGS
Stanley Davies, Weston, Ont.

WINDOW GUARDS, WIRE
Canada Wire & Iron Goods Co., Hamilton, Ont.

WIPERS
Scythes & Co., Toronto.

WIRE
Canada Wire & Iron Goods Co., Hamilton, Ont.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
Laidlaw Bale-Tie Co., Ltd., Hamilton, Ont.
Kasement Skrene Dore Co., Toronto.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
The Western Wire & Nail Co., London, Ont.

WIRE, ANNEALED
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
The Frost Steel & Wire Co., Ltd., Hamilton.
The Graham Nail Works, Toronto.

WIRE, BRIGHT
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
The Graham Nail Works, Toronto.

WIRE BASKETS, HEAVY
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.

WIRE CLOTH
Canada Wire & Iron Goods Co., Hamilton, Ont.
Kasement Skrene Dore Co., Toronto.

WIRE, COPPERED
The Graham Nail Works, Toronto.

WIRE CUTTERS
Bridgeport Hardware Co., Bridgeport, Conn.

WIRE, HAY
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
The Graham Nail Works, Toronto.

WIRE HOOPS
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

WIRE DOOR MATS
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.

WIRE RODS
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

THE BUYERS' GUIDE

WIRE, OILED AND ANNEALED
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
The Graham Nail Works, Toronto, Ont.

WIRE, TINNED
The Graham Nail Works, Toronto.

WIREWORK OF ALL KINDS
Canada Wire & Iron Goods Co., Hamilton, Ont.
Dennis Wire & Iron Works Co., Ltd., London, Ont.
The McDonald Wire Goods Co., Drummondville, Que.

WIRE WHEELS
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

WIREWORKING MACHINERY
Sleeper & Hartly, Inc., Worcester, Mass.

WIRE WINDOW SCREENS
Atlas Iron, Wire & General Metal Works, Toronto

WOODENWARE
The Brett Mfg. Co., Winnipeg, Man.

WRAPPING PAPER
Alex. McArthur & Co., Montreal, Que.
Walter Woods & Co., Hamilton, Ont.

WRECKING BARS, CARPENTERS'
The Warren Tool & Forge Co., Warren, Ohio.

WRENCHES AND ACCESSORIES
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Caverhill, Learmont & Co., Montreal.

Edgar C. Guthard Co., Chicago, Ill.
Goodell-Pratt Co., Greenfield, N.Y.
Will B. Lane, Chicago, Ill.
The Peck, Stow & Wilcox Co., Southington, Conn
The Star Mfg. Co., Carpentersville, Ill.
Trimont Mfg. Co., Roxbury, Mass.

WRENCHES, ALLIGATOR
Bridgeport Hardware Co., Bridgeport, Conn.

WRENCHES, RATCHET
Brown & Sharpe Mfg. Co., Providence, R. I
L. S. Starrett Co., Athol, Mass.
J. H. Williams & Co., Ltd., St. Catharines, Ont.

WRINGERS
Beatty Bros., Ltd., Fergus, Ont.

WROUGHT NIPPLES
Jas. Morrison Brass Mfg. Co., Toronto.
J. H. Williams & Co., Ltd., St. Catharines, Ont
The Union Iron & Metal Co., Ltd., Toronto.

WROUGHT WASHERS
J. H. Williams & Co., Ltd., St. Catharines, Ont.
The Wrought Washer Mfg. Co., Milwaukee, Wis.

WRINGERS, HAND AND POWER
J. H. Connor & Son, Limited, Ottawa, Ont.

WROUGHT COUPLINGS
Wrought Washer Mfg. Co., The, Milwaukee, Wis

YOKE ENDS
J. H. Williams & Co., St. Catharines, Ont.

ZINC, BAR
Canada Metal Co., Ltd., Toronto.
The Hoyt Metal Co., Toronto.

Wicks and Repairsfor

Clark-Jewel Oil Stoves

Always carried in stock.

Can be supplied promptly.

The Happy Thought Foundry Co.
LIMITED
Brantford - Canada



IMPERIAL SOLDERING PASTE
for Electricians, etc.
ROSEN, FLUX and ACID CORE SOLDER
THE CANADA METAL CO., LIMITED
TORONTO HAMILTON MONTREAL WINNIPEG VANCOUVER

News of Stock Markets--

Sidelights on Finance in Politics--

Special news on Transportation and Industrial problems--

Government, Municipal and Industrial Bond issues--

Sound, conservative advice on Investments--

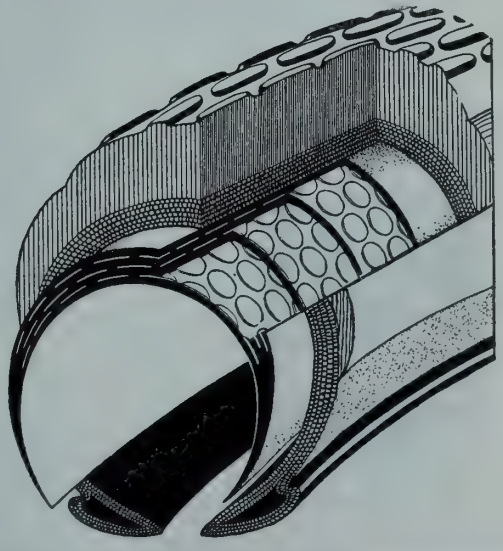
To prevent loss in your invested capital—the savings that will put up the family umbrella on a "rainy day" and make your old age independent—you must keep in touch with current conditions in finances.

THE FINANCIAL POST has special financial reporters who find out all about these conditions and report them for your benefit. You can safeguard your invested earnings—save them from possible loss or satisfy yourself as to their safety—by reading the specialized financial news in THE FINANCIAL POST.

The Financial Post
143-153 University Ave. Toronto, Can.

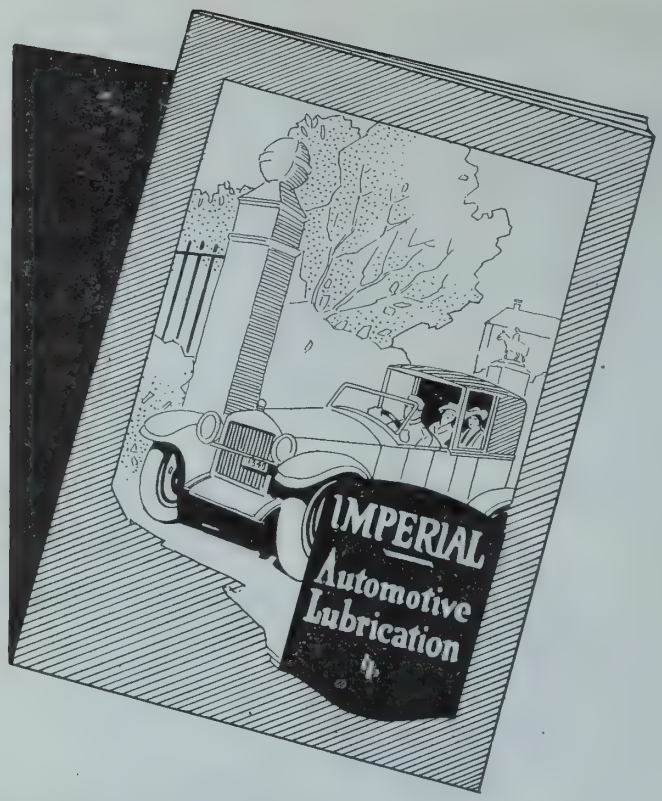
Send for a sample copy—or enclose $5.00 for a year's weekly service to-day!

ARMOROIDS
(the puncture-proof tire reliner)
STOP PUNCTURES



The Armoroid Company
Factory and Office:
1381 Queen Street East -- Toronto, Canada
Telephone Gerrard 5854
Manufacturers of Armoroids and also Distributors of Guaranteed Tires and Tubes.

If interested tear out this page and place with letters to be answered.



This booklet covers the subject of automotive lubrication in a clear, concise manner. Technical points are well illustrated and explained. Dealers find it a big help in clearing up customers' difficulties. Write to-day for your copy of "Automotive Lubrication."

A Good Book for Dealers—

Helps You Sell Imperial Polarine—Gets Other Business as Well

Motorists and tractor owners these days seek out the dealer who is posted on lubrication. Once you get their oil trade, the rest is easy—repeat orders and business in other lines naturally follow.

The booklet shown above is one of the best goodwill builders and business-getters that we can offer our dealers. It handles automotive lubrication in an interesting, scientific way. It is full of helpful advice that you will want to pass on to customers.

Imperial Polarine is the fastest moving line of motor oils the dealer can sell—especially when backed by expert selling arguments, such as are contained in "Automotive Lubrication."

Your copy of this new booklet is ready. Write to 56 Church Street, Toronto, for it; also for the Imperial Charts of Recommendations for all types of automobiles and tractors, which should be prominently displayed wherever Imperial Polarine Motor Oils are sold.



New oil accounts are easily opened by the dealer who gives Imperial Polarine Crank-Case Service. Besides, he secures additional automotive business from all customers—old and new alike. Establish Imperial Polarine Crank-Case Service. See the Imperial Oil salesmen regarding the big display poster and free electros for advertising this service.

IMPERIAL OIL LIMITED

Branches in All Cities

If interested tear out this page and place with letters to be answered.

Open a Tire Department — It Will Pay

Plenty of Hardware Dealers have demonstrated that the Hardware Trade CAN and DO handle Tires, Tubes and Accessories, with considerable profit. Some have done so well as to find the bulk of their turnover is made up of sales of Automobile Supplies. When you choose the tire you want to specialize on, give considerable attention to the merits of

"Gutta Percha"

(CORD) TIRES (FABRIC)

"Gutta Percha" lines, including Tubes, Running Board Mats, Blow-Out Patches, Cementless Patches, etc., have the QUALITY that makes it an asset to your business to sell them.

GUTTA PERCHA & RUBBER, LIMITED

Head Offices and Factory, TORONTO

BRANCHES IN ALL LEADING CITIES

HARDWARE MEN

LET US QUOTE YOU ON AN ASSORTMENT OF MOTOR ACCESSORIES

Hart Batteries

We are general distributors of Hart Batteries. We quote prices that give the trade a good profit.

Partridge Tires

As general distributors for Partridge Tires, we can give you favorable quotations.

Bumpers, Brake Lining, Polishes Lamps, Fire Extinguishers, Spark Plugs, Wrenches, Cap Screws, Nuts

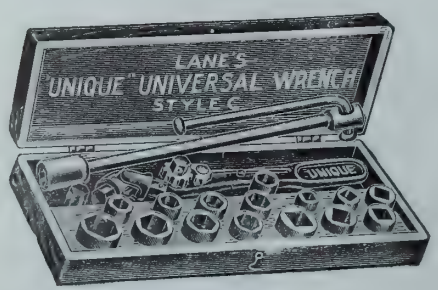
SAMUEL TREES & CO., LIMITED

ESTABLISHED 1869

42 Wellington Street East, Toronto

LANE'S UNIQUE TOOLS

Unique Universal Socket Wrench Set



Style "C" Set

This is the handiest combination of Socket Wrenches conceivable. This set consists of a Lane Unique Ratchet Wrench, an 11" Sliding-T Handle Socket Wrench, Universal Joint, Adapter Pin, eight unique, machine-made, broached, steel sockets, **hexagon** openings from 7/16" to ⅞", and six unique, machine-made steel sockets with **square** openings from ¼" to 9/16" by sixteenths. The hexagon sockets in this set are the same as those in the Style "B" set.

This combination is useful to both mechanics and car owners, and makes a gratifying volume of sales in the hardware store. Ratchet Wrench, Tee Handle Wrench, and Flexible Wrench for the usual run of hexagon and square screws and nuts as found on automobiles and machines.

Point out to your customers that separate wrenches to accomplish the same purposes would cost ten times as much. These sell as well as the well-known pioneer Unique Ratchet Wrench Set Line.

Manufactured by

Will B. Lane Unique Tool Co.

170 W. Randolph St., Chicago, Ill.

If interested tear out this page and place with letters to be answered.



Order Northland Skis

Now for Next Season. Prices Are Down

New World's record jump is 229 feet Made by Henry Hall, February 9, 1921, at Revelstoke, B.C., on Northland Skis.

Write for Catalog

Northland Ski Mfg. Co.
St. Paul, Minn.

FISHING TACKLE MEANS

ALLCOCK, LAIGHT AND WESTWOOD CO., LIMITED

70 King Street W. - - - Toronto, Ontario



PARIS

REFRIGERATORS
SCREEN DOORS
WINDOW SCREENS
COMBINATION SCREEN AND STORM DOORS

RELIABLE GOODS AND PROMPT SERVICE
WRITE FOR INFORMATION

Sanderson-Harold Company, Ltd.
PARIS, ONTARIO



No. 1 D Detachable Mica Plug.

Apollo

Enlist your customers as salesmen

by fitting them out with Apollo Spark Plugs. For the trouble proof design of APOLLO SPARK PLUGS ensures their being so thoroughly satisfied that they cannot help pushing them for you.

Apollo Spark Plugs are made in three series

L.C.B. Porcelain Plugs, solid brass bodies, for general purposes.
No. 1 Mica Plugs, non-detachable, for high compression engines.
No. 1 D Detachable Mica Plugs, specially designed for tractors.

British Canadian Distributors, Ltd.
128 Queen St., Ottawa, or 53A St. Antoine St., Montreal

M&S

The Plug with the Hotter Spark



THE ball point of the "M & S" spark plug concentrates the current and intensifies the heat. This gives a sure, hot spark—producing better combustion and greater power.

The "M & S" plug is made in all styles to suit every make of car—it is standard equipment on the popular Overland Model 4.

The "M & S" plug is made in Canada and guaranteed to give complete satisfaction.

Dealers:—Ask your jobber for the "M & S" plug or write us direct.

Russell Gear & Machine Co. Ltd.
1209 King Street West
Toronto, Ont.
MADE IN CANADA

80

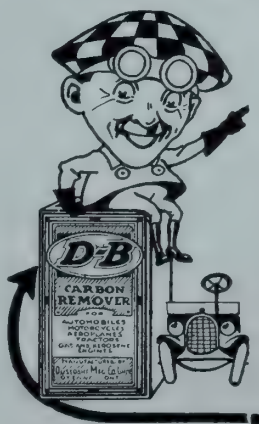
Look! Mr. Dealer—

Have you heard about our extensive Advertising Campaign and our **exceptional sales proposition which we offer you on**

D-B CARBON REMOVER

Every motorist will know about it, and will ask you for it. Why? Because it costs them nothing.

This is our plan—We want you to give **D-B Carbon Remover** to your customers on trial. It it does not prove satisfactory they are to return it and it costs them nothing. No! you don't lose the sale, because—WE GUARANTEE TO PAY YOU FOR EVERY CAN THAT IS RETURNED TO YOU IN THIS MANNER.



Therefore, you are certain of your profits—and good profits they are, too!—when you stock **D-B Carbon Remover.**

"We have confidence in our product."

AUTO JACK says:

D-B Carbon Remover makes a "clean sweep" of 90% of your engine troubles. It is not injurious to the metal; does not cut compression.

The Dustbane Mfg. Co.
LIMITED
Ottawa, Ontario



INDEX TO ADVERTISERS

Aero Mfg. Co., Limited ... 22
Aluminum Goods Mfg. Co. 83
Allcock, Laight & Westwood.. 97
Acme Waste Mfg. Co., Ltd. .. 30
Armoroid Company, The 93
Ashdown Hardware Co., J. H. 75
Atlas Iron, Wire and General Metal Works 28
Atkins & Co., E. C. 16

Bateman-Wilkinson Co., Ltd. . 89
Barton Netting Co., Ltd. 28
Barrett Co., Ltd. 85
Barnett Co., Ltd., G. & H. ... 24
Berry Bros., Inc. 65
Brett Co., The 81
Birkett, Thos. & Son Co., Ltd. 22
British Canadian Distributors, Ltd. 97
Brainerd Mfg. Co. 23
British Aluminium Co., Ltd. .. 23
Burrow, Stewart, Milne Co., Ltd. 6
Boeckh Co., Ltd. 57
Burlington Products, Limited . 20
Burgess Batteries, Limited ... Back cover
Butler & Co., Geo. 31

Canada Paint Co., Limited ... Front cover
Canada Dry Cells, Limited ... 76
Cameron & Co. 99
Canada Cycle & Motor Co. ... 63
Canada Metal Co. 27, 63, 93
Canada Steel Goods Co., The . 3
Cane & Sons Co., Ltd., Wm. .. 31
Can. Wire & Iron Goods Co. .. 28
Canada Die Casting Co. 99
Canada Foundries & Forgings 4
Canadian Wm. A. Rogers Co., Limited 15
Chamberlain Desolvo Co. 71
Channell Limited. Inside front cover
Carter White Lead Company of Canada, Ltd. 89
Chicago Solder Co. 28
Clyde Cutlery Co. 19
Crane, Limited 10
Chicago Spring Butt Co. 24
Clemson Bros., Inc. 23
Crooks & Son, John 30
Collette Mfg. Company 20
Consumers Cordage Co., Ltd... 91
Continental Paper Products, Ltd. 27

Dazey Churn Mfg. Co. 87
Davidson Mfg. Co., Ltd., The. 14
Diamond Saw & Stamp. Wks. 99
Disston, Henry & Sons 16
Dominion Cartridge Co., Ltd. . 32
Dominion Linseed Oil Co., Limited ... .60, 61
Dominion Sheet Metal Corp., Ltd. 69
Doon Twines, Ltd. 99
Dowswell, Lees & Co., Ltd. ... 17
Dustbane Mfg. Co. 97
Dougall Varnish Co., Limited 67

Empire Level Mfg. Co. 30
Eureka Planter Co., Limited. 92

Fittings, Limited 30
Frost Steel & Wire Co., Ltd. . 7

Gendron Mfg. Co., Limited ... 28
Gipe-Hazard Store Service 28
Gutta Percha & Rubber, Ltd. . 95
Glidden Co., The 55
Graham Nail Works 89
Greenfield Tap & Die Corp. ... 13
Great Western Smelting & Refining Co. 81

Hamilton Stamp & Stencil Works, Ltd. 99
Hamilton Stove & Heater Co. 16
Hobbs Mfg. Co. 75
Happy Thought Foundry Co., Limited 93
Hoyt Metal Co. 30
Hutton & Co., James 30

Imperial Oil Limited 94
Imperial Varnish & Color Co., Limited 77

Jardine & Co., A. B. 24
Jennings Mfg. Co., Russell ... 99
Johnson Inc., Edward E. 25

Laidlaw Bale & Tie Co. 24
Lamplough & Co., F. W. 31
Lane Unique Tool Co., Will B. 98
Leslie & Co., Ltd., A. C. 34
London Rolling Mill Co. 21
Lufkin Rule Co. of Can., Ltd. 100
McDougall, R., Company 8
McArthur & Co., Alex. 27
Manitoba Steel & Iron Company, Ltd. 76

Manning, Hinton & Brissenden 99
Martin & Co., L. 71
Mica Co. of Canada, Ltd. 89
Miller Bros. Co., Limited 89
Millers Falls Company 11
Meakins & Sons, Ltd. 79
Moore & Co., Ltd., Benj. 59
Moore & Co., R. M. 99
Morrison Brass Co., James ... 21
Myers & Bro., F. E. 21
National Cash Register Co. of Canada, Ltd. Inside back cover

Nicholson File Co. 18
Northland Ski Mfg. Co. 97
Niagara Metal Stamp. Corp. . 22
Nova Scotia Steel & Coal Co.. 21

Oakey & Sons, John 30
O-Rib-O Mfg. Co. 84
Owen Sound Wire Fence 99

Pedlar People, Ltd. 30
Pease Foundry Co., Limited .. 19
Parmenter, Bulloch & Co. 27
Pink Co., Thos. 26
Progressive Mfg. Co. 28

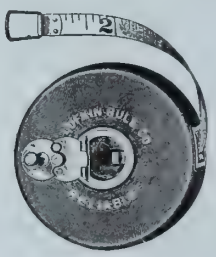
Russell Jennings Mfg. Co. 99
Rideau Specialty Co. 99
Rice Lewis & Sons, Ltd. 1
Russell Gear & Machine Co., Ltd. 97

Sanderson-Harold Co., Ltd. .. 97
Shambrook, W. D. & Co. 5
Sheet Metal Products 2
Sleeper Hartley, Inc. 28
Simms, T. S. & Co. 81
Shurly Co., T. F. 26
Simonds Canada Saw Co., Ltd. 22
Starrett Co., L. S. 25
Stephens & Co., G. F. 73
Steel Company of Canada, Ltd. 9
Steel Trough Machine Co., Ltd. 25
Still Mfg. Co., J. H. 29
Stratford Mfg. Co. 89

Taylor-Forbes Co., Ltd. 34
Toronto Plate Glass Imp. Co. . 71
Trees & Co., Samuel 96
Trimont Mfg. Co. 18

Union Transit Co. 29
Union Iron & Metal Co. 29

Want Ad. Page 93
Wentworth Mfg. Co. 18
Western Hdwe. Mfg. Co. 29
Wheeler & Bain 26
Wiebusch & Hilger, Limited .. 14
Wrought Washer Mfg. Co... 26
Wilkinson & Kompass 31
Wilkinson Paper Co. 31



LUFKIN

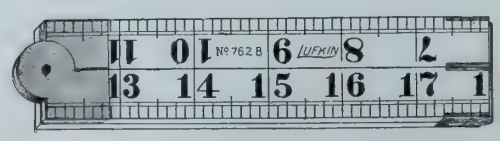


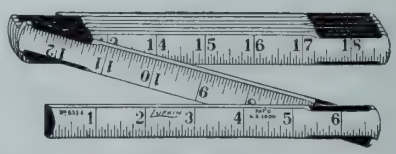
Tapes and Rules

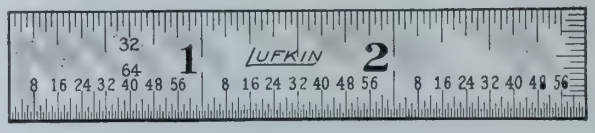
MADE IN CANADA

RELIABLE PROGRESSIVE LINES

RECOGNIZED STANDARD—SELL WELL







THE LUFKIN RULE CO. OF CANADA, LTD.
WINDSOR, ONT.



Clerk D is making change from his cash drawer. The amount of the sale is shown at the top of the register. The other clerk is handing change and parcel to the customer. He made change from his own cash drawer.

A separate cash drawer for each clerk

This makes clerks more efficient because:

1. Each clerk is responsible for the business he handles.
2. In case of error it shows who made the mistake.
3. It gives each clerk credit for the work he does.

An up-to-date National Cash Register with separate cash drawers measures the ability of each clerk.

Up-to-date National Cash Registers are made with any number of cash drawers, from one to nine

We make cash registers for every line of business

NATIONAL CASH REGISTER CO.

OF CANADA LIMITED

BURGESS BATTERIES ARE WATERPROOF!



The modern, up-to-date farmer puts as much reliance into the Uniplex Battery as the pioneers had in their six shooters—and they are just as dependable.

The Uniplex goes right ahead in the rain or snowstorm. Its waterproof container protects it, and it delivers the last ounce of energy.

The big terminal nuts are easy to handle with gloves or mitts on—no cold fingers—no cussing or delay for want of a pair of pliers.

Burgess Uniplex with its strong, sturdy appearance gives the customer confidence. Standing on your counter with its generous rope handle your customers just can't resist it.

Have your jobber send you a few. Keep them prominently displayed and check up their rate of TURNOVER.

Burgess Batteries, Limited

General Office and Works WINNIPEG — Laboratories MADISON, WIS.

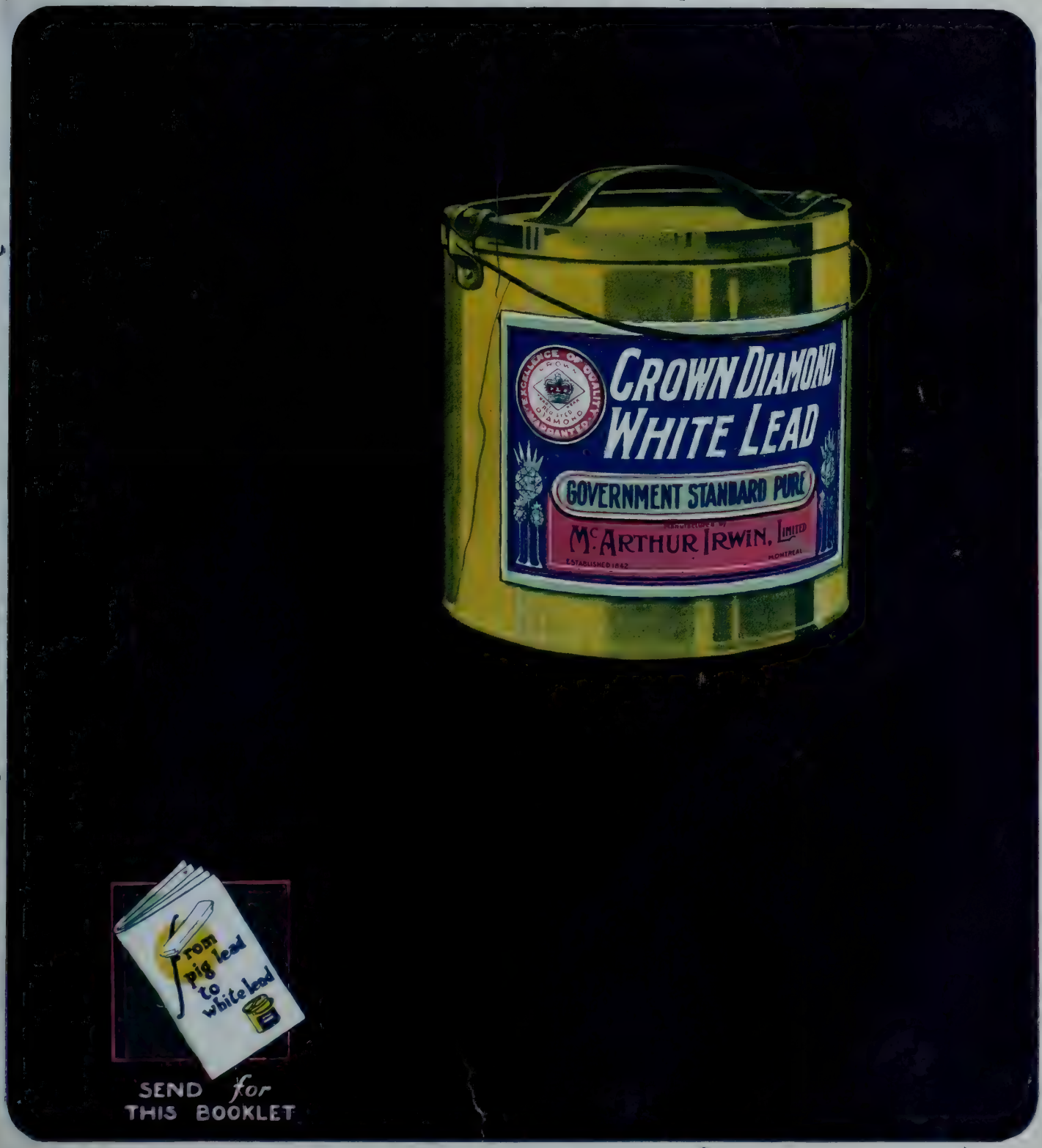
Sales Offices Chicago New York Kansas City



Published Every Saturday Since 1888

Hardware and Metal

Vol. XXXIII. No. 23 THE MACLEAN PUBLISHING COMPANY, LIMITED PUBLICATION OFFICE: TORONTO, CANADA JUNE 4, 1921





NOW

is a good time

to feature these products in your window trims. So is "to-morrow"—also the day after. There is no let up to the demand for them. They are "in season" at all seasons; with a goodly profit to the dealer always assured.

CHANNELL LIMITED, TORONTO

O-Cedar Polish



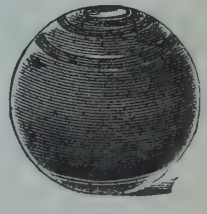
Samson Lawn Bowls

Guaranteed accurate and uniform in bias and size.

Made of the Finest Selected Lignum Vitae



In Black and Natural Finishes



H. S. Howland, Sons & Co. LIMITED

TORONTO

The UNIVERSAL ANSWER TO THE WEDDING QUESTIONS

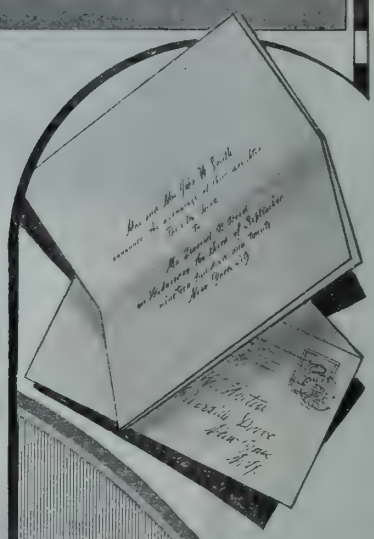


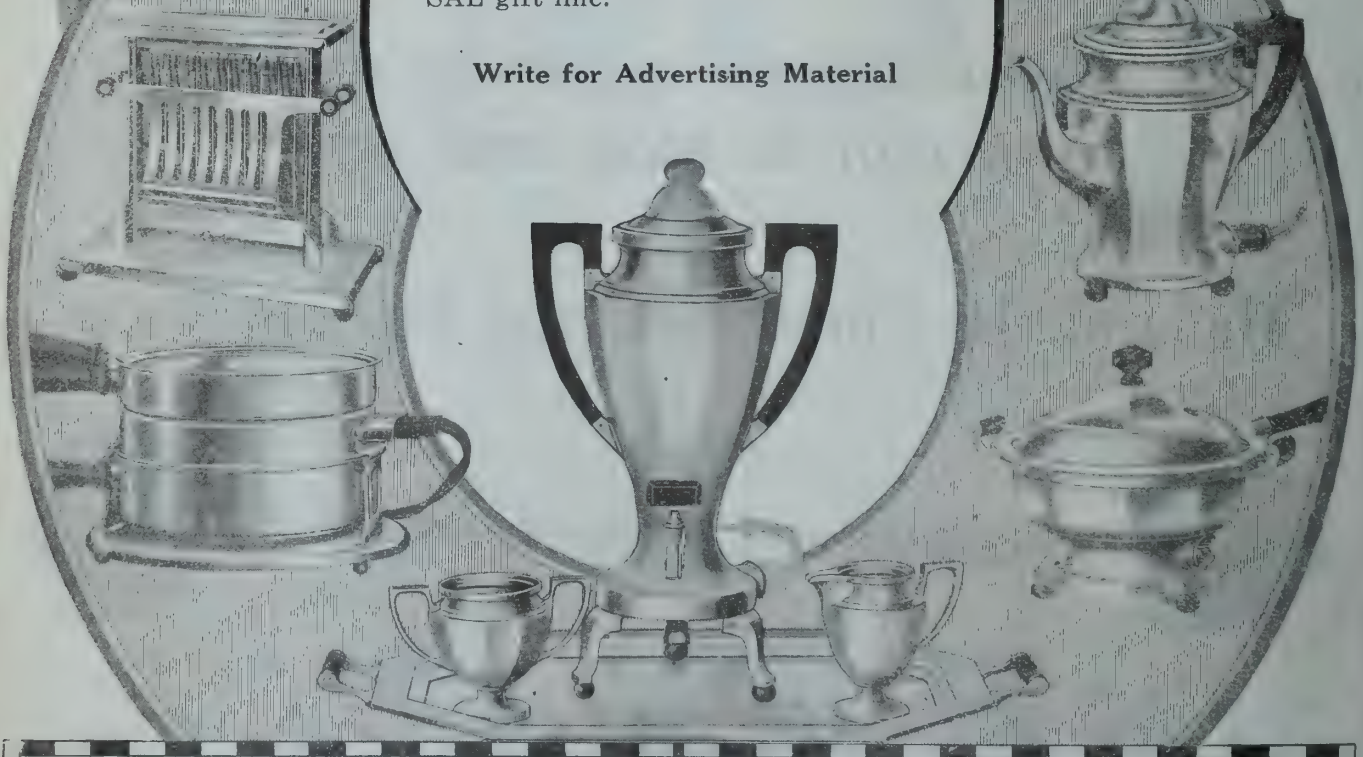
Receivers of wedding invitations are potential gift givers. Nuptial tidings bring questions of what to give—where to buy. Let the "what" be UNIVERSAL goods — the "where" your store.

There is a UNIVERSAL answer to every wedding-gift question. UNIVERSAL Electric Percolators, Urn Sets, Toasters, Grills and Chafing Dishes are practical gifts for sensible giving.

While the wedding bells are ringing you can ring up good profit by advertising and displaying the UNIVERSAL gift line.

Write for Advertising Material





Electric Toasters Grills Chafing Dishes

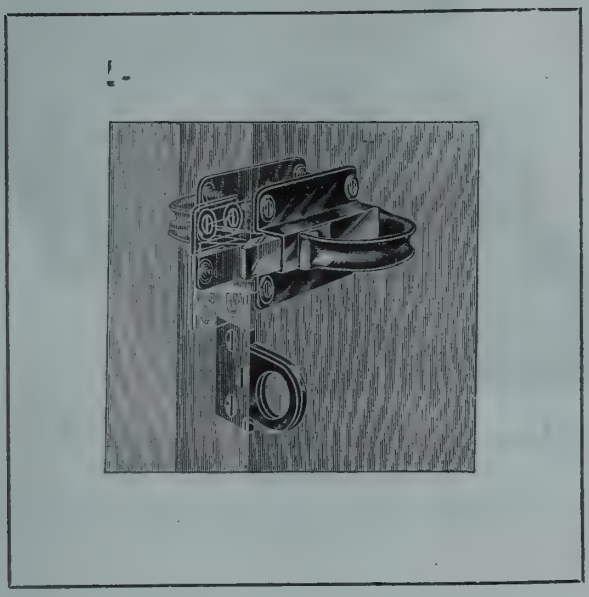
Canadian Representatives:
Montreal A. MacFARLANE & CO., LTD. QUEBEC.

LANDERS, FRARY & CLARK

New Britain, Connecticut

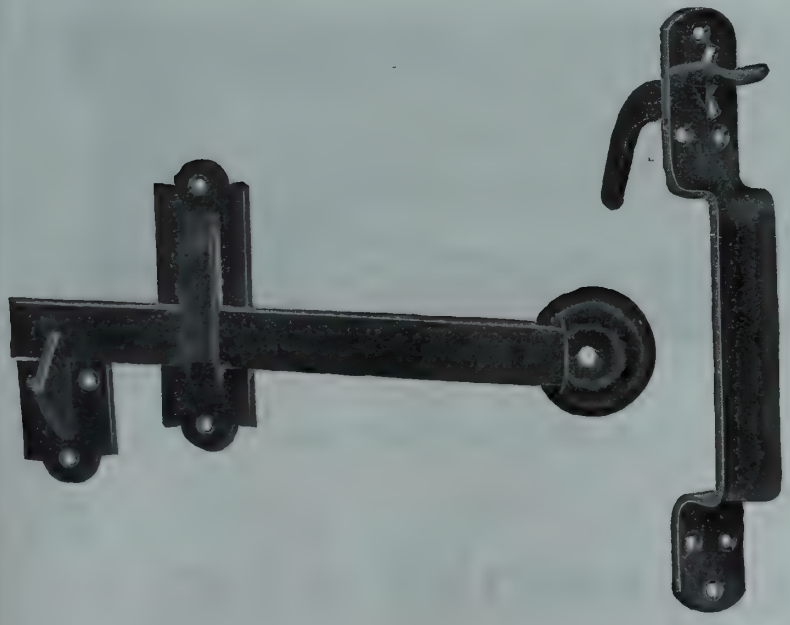
Electric Percolators Urn Sets Tea Ball Tea Pots

The Door to Prosperity Opens With C.S.G. Co.'s Latches



No. 1240 Barn Door Latch

opens all doors quickly and easily, just as it performs all the other duties of a latch, even the duty of selling readily and with a profit for the merchant. A durable, commonsense latch with Japanned frame and handles, tinned bolt and a Sherardized spring of piano wire that cannot rust. Packed one-quarter dozen in a carton, including padlock eyes. Weight, 175 lbs. per case.



The "Challenge" Latch

has opened a new door to profit for many a shrewd dealer, for it possesses more points of quality and value — selling points — than any other thumb latch on the market; for instance, it is made entirely of wrought steel and it is absolutely impossible for the thumb piece to work loose or get out of place. Packed one-half dozen in a box. 12 dozen in a case. Weight, 180 lbs. per case.

Canada Steel Goods Co.
LIMITED
Hamilton Canada

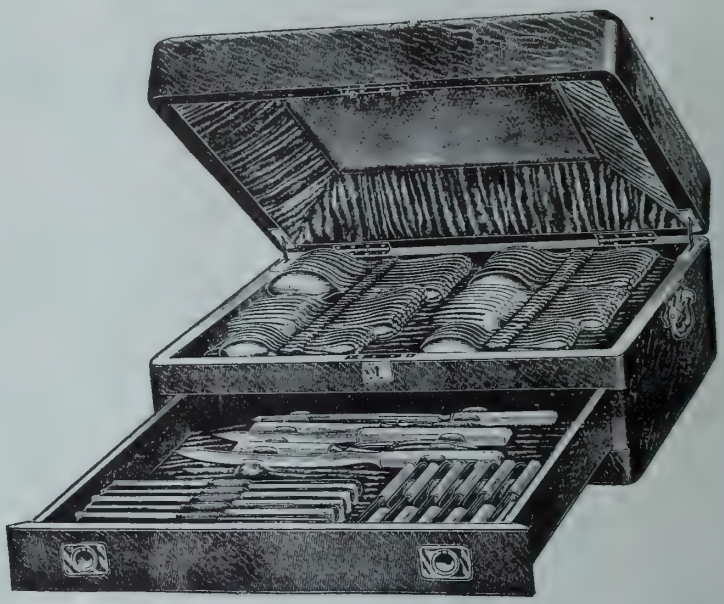
Sensible Gifts for JUNE WEDDINGS

Fine Oak Cabinets of Cutlery

In Sets of 91 or 115 Pieces

Other cases of cutlery in smaller sizes
Choice of Patterns





Pearl Handled Fruit Knives and Forks in Cases

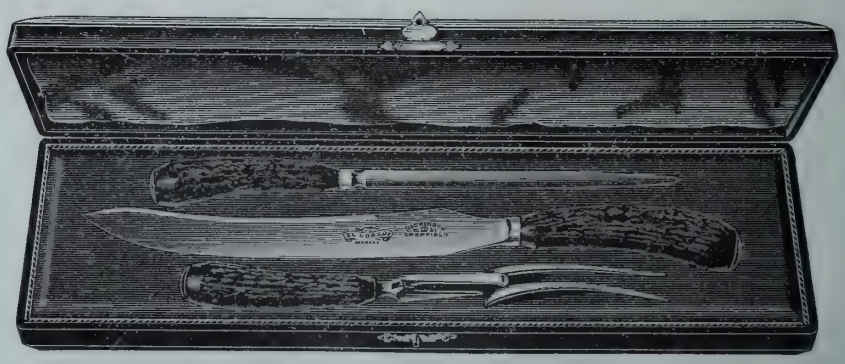
Stainless Steel Table and Dessert Knives

Carvers in Cases

Stag or Celluloid Handles

Three and Five Pieces to the Set

FISH CARVERS



COMMUNITY Silver Plate -- ROGERS 1847 Plated Ware

Headquarters for Gifts That are Appreciated

CAVERHILL, LEARMONT & CO.

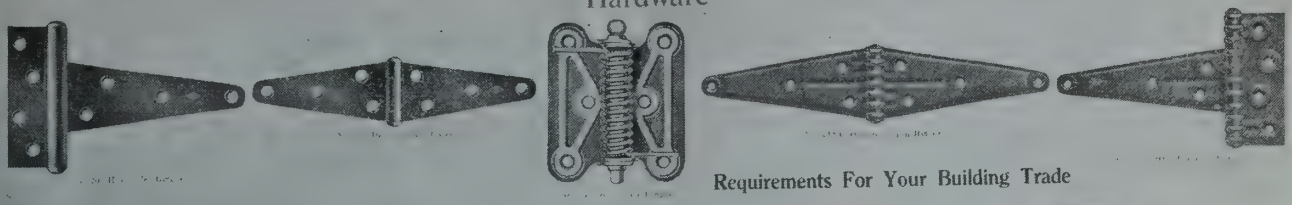
MONTREAL

Door Hangers, Hinges, Etc.

Diamond Brand

Hardware

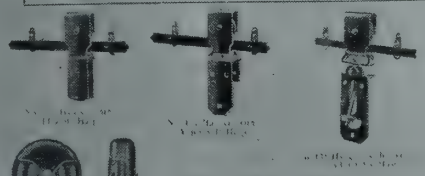
N. Slater Company, Limited, Hamilton, Ont.



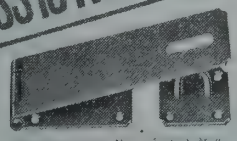
Requirements For Your Building Trade

This material is necessary to complete any building

FLAT TRACK Barn Door Hangers and Track



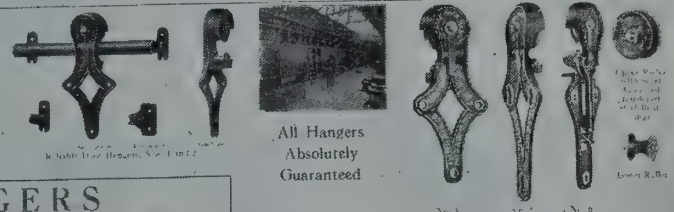
Business is Here Hustle For it





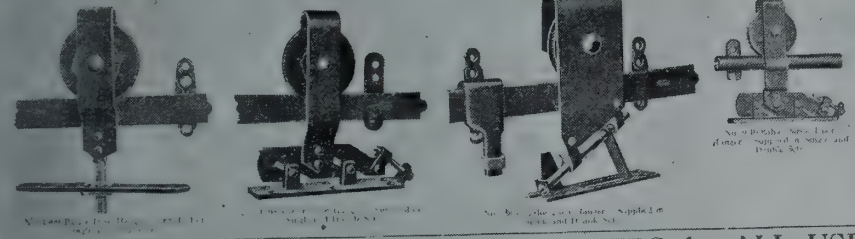
We Have a Supply on Hand

The Famous Reliable Barn Door Track and Hangers

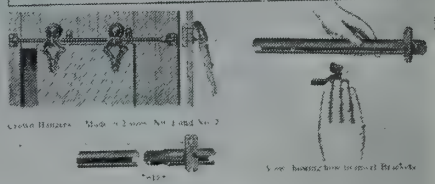


All Hangers Absolutely Guaranteed

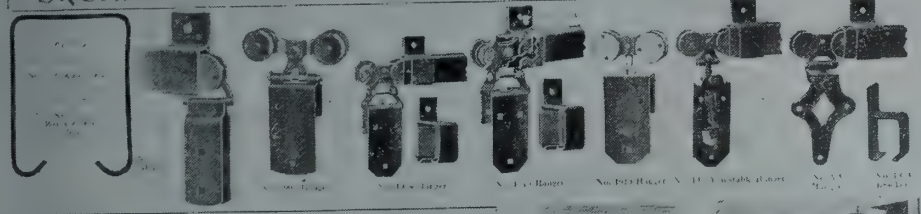
PARLOR DOOR HANGERS



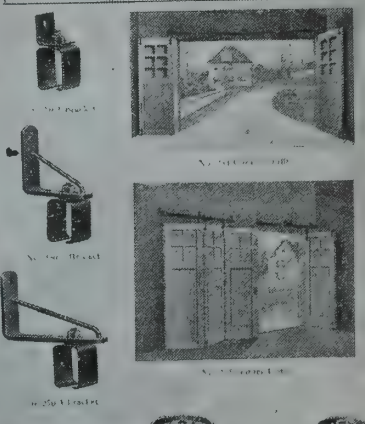
Crown Barn Door Hangers and Track



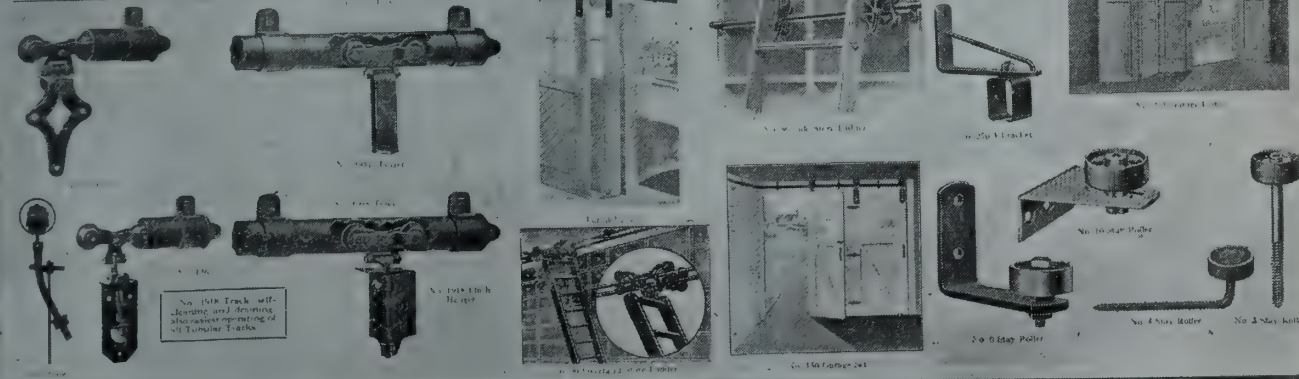
SQUARE TROLLEY TRACK and HANGERS for ALL USES



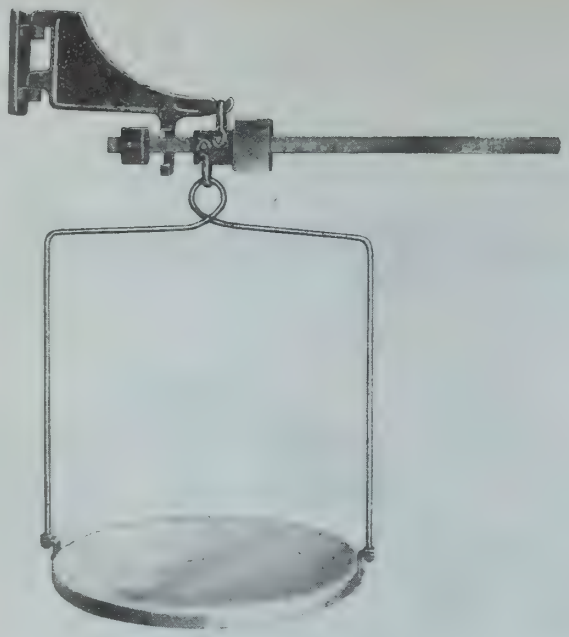
Garage Outfits



Round Trolley Track and Hangers



Representatives: N. J. DINNEN, Winnipeg, Man.; T. MORTIMER & CO., Toronto; A. T. CHAMBERS, Vancouver, B.C.; H. E. O. BULL Montreal, Quebec.



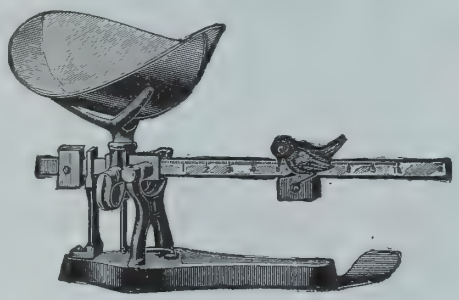
Hanging Household

and Other Useful Scales

In these days of modern efficiency, the housewife insists on her kitchen scale. With this she checks the accuracy of weight received from the grocer, the butcher, the ice man, etc.

The hanging model shown is a neatly Designed Scale with a capacity of 16 lbs. All the weighing is done without any loose weights, which are easily mislaid or lost.

The beam is nicely nickel-plated, and the figuring on it is clear and distinct. The Pan is of heavy white porcelain, easily cleaned, and kept clean.



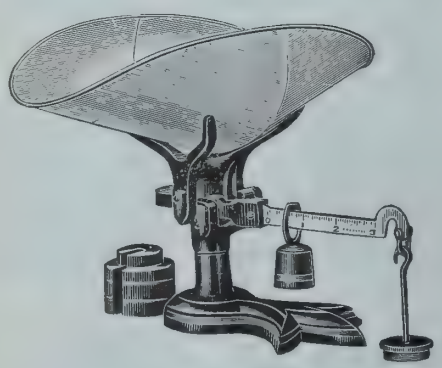
No. 212

No. 212 has capacity from one ounce to ten pounds. The Scale has nickel-plated beam and strong tin scoop.

It is light, neat and durable, reliable and accurate. Inspected and stamped by a Government official.

It is easily handled, and when not in use, takes up very little shelf room.

No. 214, with capacity of one-half ounce to 25 pounds, has a brass beam, marked to three pounds in half ounce notches.



No. 214

Extra weights supplied—Two 8-lb., one 4-lb., and one 2-lb., making the total capacity of scale 25 pounds.

This is a new scale, made to meet the demand for a Household scale of larger weighing capacity than No. 212. The scoop is made of heavy tin and is quite large. Government inspected and stamped. Can be used for commercial purposes.

The BURROW, STEWART & MILNE CO., Limited

Hamilton Canada



In the library it keeps you clear-headed



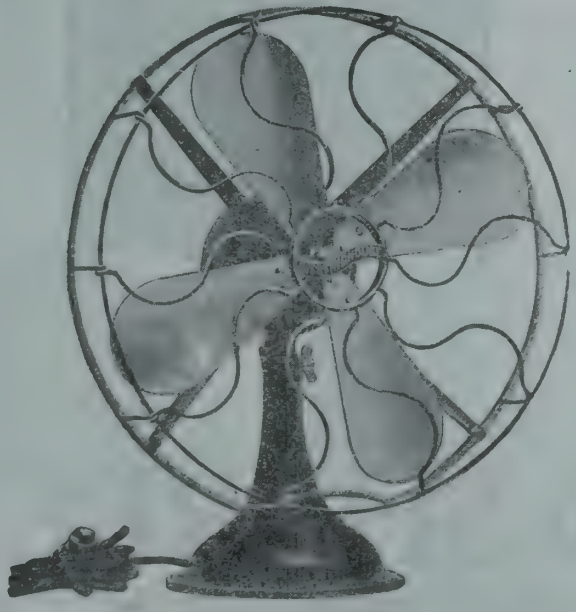
In the dining-room it increases the appetite



In the bedroom it makes possible restful sleep.

Every room in the house is a prospect for the sale of **Westinghouse Electric Fans**

Ask your customers to try a Westinghouse twelve-inch fan in each room in their home, and see how cooling, how satisfying and enjoyable it is.



It costs no more to run a Westinghouse twelve-inch fan than to burn a 16 candlepower lamp, and there is no upkeep; their strong guard and durable construction make repairs and attention unnecessary. An oiling once a season is all that is required.

Canadian Westinghouse Co., Limited, Hamilton, Ont.

TORONTO—Bank of Hamilton Bldg.
HALIFAX—105 Hollis St.
CALGARY—Canada Life Bldg.

MONTREAL—10 St. Sophie Lane
TORONTO—366 Adelaide St. W.

MONTREAL—285 Beaver Hall Hill.
FT. WILLIAM—Cuthbertson Block.
VANCOUVER—Bank of Ottawa Bldg.

Repair Shops:
VANCOUVER—1090 Mainland St.

OTTAWA—Ahearn & Soper, Ltd.
WINNIPEG—158 Portage Ave. E.
EDMONTON—211 McLeod Bldg.

WINNIPEG—158 Portage Ave. E.
CALGARY—316 Third Ave. E.

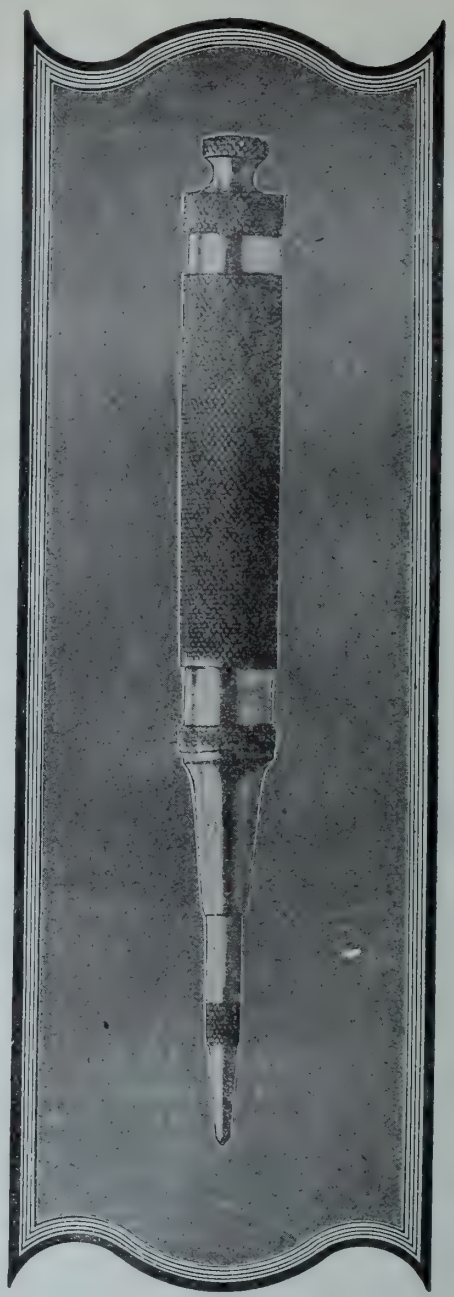
CANADIAN WESTINGHOUSE

AUTOMATIC CENTRE PUNCHES

In laying out fine work the hammer and punch were found to be unreliable. They required the use of both hands and the accuracy of the blow depended on the skill of the mechanic.

The automatic centre punch can be operated by one hand, leaving every mark sharp and clean, the depth of the mark being controlled by an adjustable thumb screw.

It is adapted to all varieties of tool and general shop work. A practical tool for practical men and practical dealers—carrying the prestige that accompanies the Brown & Sharpe line of Quality Tools.

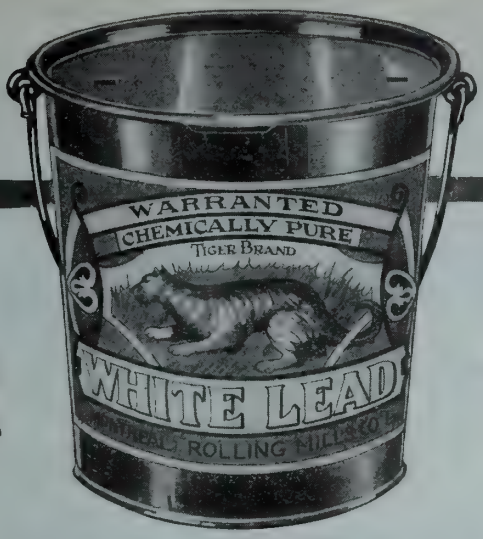


B·S

Send for Catalog 28

Brown & Sharpe Mfg. Co.
Providence, R.I.

BROWN & SHARPE MACHINISTS' TOOLS



TIGER BRAND WHITE LEAD

Bears the Government Seal of PURITY

Has been the first choice of Canadian Painters for over Fifty Years

CHEMICALLY Pure, ground in refined linseed oil, it neither peels nor cracks. Packed in 12 1-2 lb., 25 lb., 50 lb. and 100 lb. irons, or in 500 lb. wood kegs.

S.C.C.

"STELCO" PUTTY

Made by our own special process of grinding kiln-dried whiting with selected oils.

THE STEEL COMPANY OF CANADA LIMITED

M. R. M. CO.

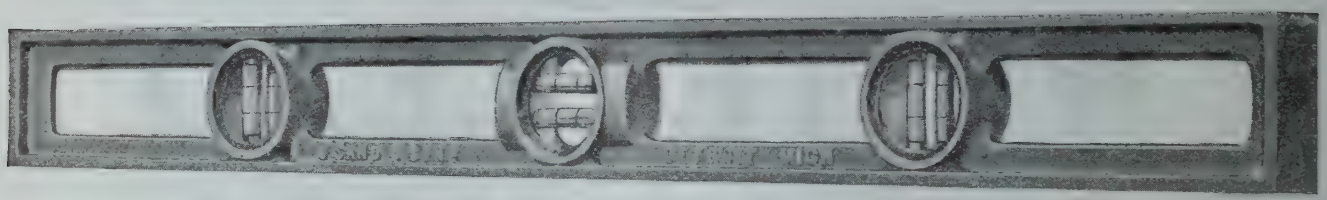
"M. R. M." SHOT

Standard Drop Shot in twenty-four sizes. Double-chilled Shot in twelve sizes.

HAMILTON MONTREAL

SAND'S

How the Hardware Dealer Can Sell More Levels



Lots of good workmen don't feel they need a new level until they see a Sand's.

They may have a heavy iron one or a warped, wooden old timer, and they go on using it until they once get a Sand's level in their hands.

Then they buy a new level.

You can prove to your own satisfaction that it pays handsomely to carry Sand's levels in stock and display them prominently.

You not only get the business of the man who cannot resist buying when he sees a better tool, but you get the business that goes to the mail order house when you do not stock and display levels.

We get hundreds of letters from our national advertising, which we refer to dealers carrying Sand's levels. But it would make some good hardware men squirm if they could read some of the answers to our follow up, saying in substance, "My dealer does not have the level I want. I'll get one somewhere else."

You can hold all the level business with the Sand's line, for there are levels in pine, walnut and aluminum for all workmen on every kind of work. Your jobber will be glad to supply promptly.

Here are some of the special features developed in our two generations of level making that will show you why the better workman insists on Sand's.

Solid set—absolutely accurate spirit glasses, non-adjustable and fool proof.

Very old, air dried wood, seasoned in our factory six months to a year before being made up.

Sand's originated the walnut level.

Sand's originated the aluminum level.

Sand's originated plate glass lens protection to cover glasses and make them dust proof, dirt proof and waterproof.

The friction grip wire locaters that show exact centre instantly are also Sand's developments.

Write for fully illustrated folder describing the complete line of Sand's Levels.



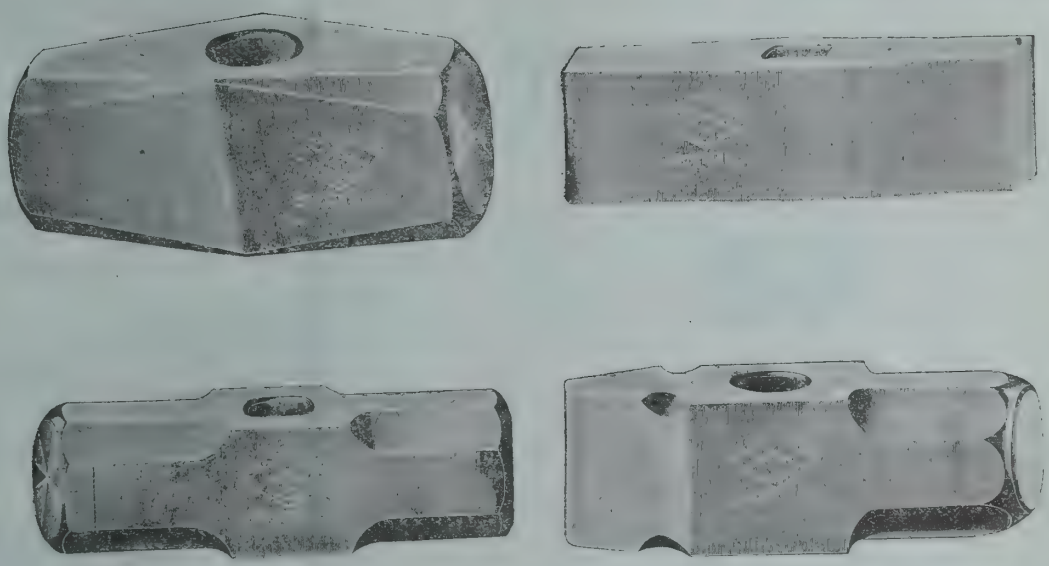
Sands Level Co. of Canada, Walkerville, Ont.

Sales Office: Campbell Agencies, 23 Richmond Bldg., Toronto, Ont.

LEVELS

CANADA
FOUNDRIES & FORGINGS
LIMITED

The Sledge People of Canada



Delivery From Stock

JAMES SMART PLANT

Brockville, Canada

GOODELL-PRATT
1500 GOOD TOOLS

DRILL CHUCKS

A Moderately Priced Standard Line

JUST the one for the hardware dealer to carry as it meets all requirements and gives universal satisfaction. Prompt attention given to all orders, large or small.

60
Sizes and Styles

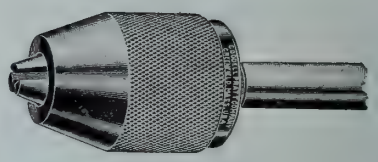
The big, broad line—chucks with capacities from 5-32 to ¾-inch, to care for most drilling requirements.

Simple and Accurate

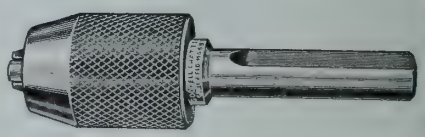
Goodell-Pratt Drill Chucks are extremely simple in construction, well finished, strong and accurate. They are made entirely of steel, in two different patterns and are carried in stock fitted with any standard shank.

Reliable and Economical

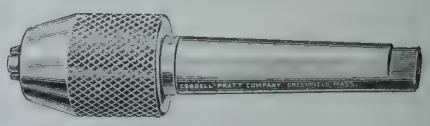
Accuracy and durability, with extremely low first cost and negligible repair expense, make Goodell-Pratt Drill Chucks a remarkable value. Just compare the price of Goodell-Pratt Drill Chucks with that of others of the same quality, the result will convince you of their economy.



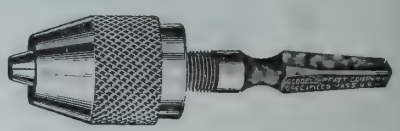
No. 14



No. 1501



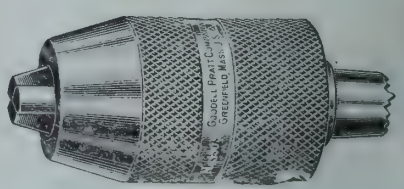
No. 1501MT



No. 14B

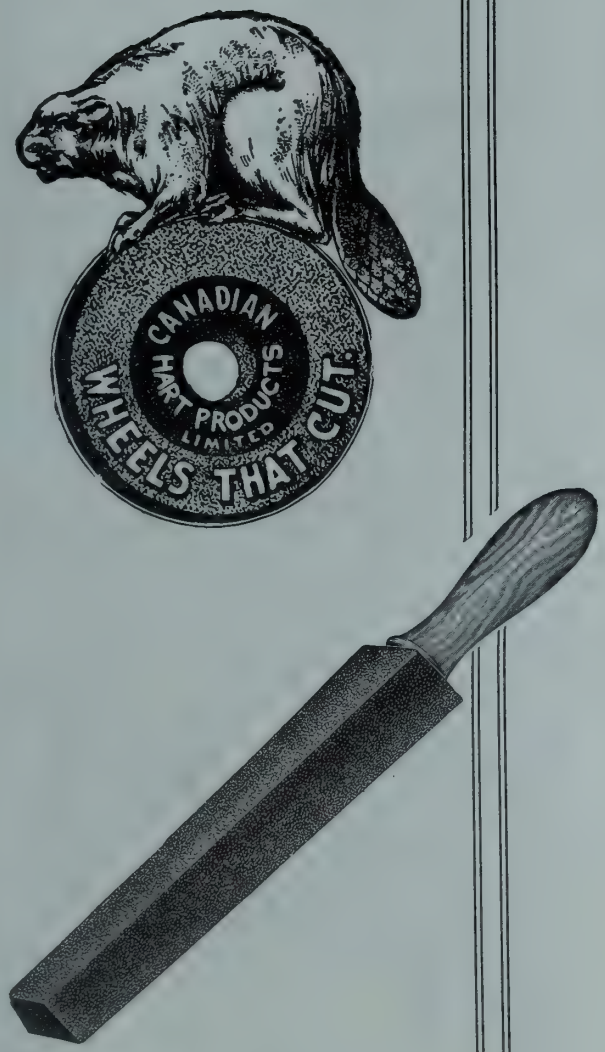


No. 16 1-2



No. 1505

GOODELL-PRATT COMPANY *Toolsmiths* Greenfield, Mass., U.S.A.



Made in Canada

Hart Mower Files

Make Clean-cutting Tools and Clean-cut Sales

Sharp, durable, abrasive quality makes Hart Mower Files supreme. They are honestly made, by Canadian workmen. Your money, and the goods, remain in Canada, helping to build Canadian industry.

The presence of Hart Mower Files in your windows or on your counters is a reminder that induces action and closes sales. Let your customers know that you sell Hart Mower Files.

Hart Products are backed by 34 years' experience in the manufacture of abrasives.

Ask Your Jobber

Canadian Hart Products Limited
Hamilton - Canada

CARBORUNDUM IN THE HOME

THE home of every one of your customers represents a market for Carborundum Products—

Carborundum Knife Sharpeners and the Kitchen Knife Stone for household knives—

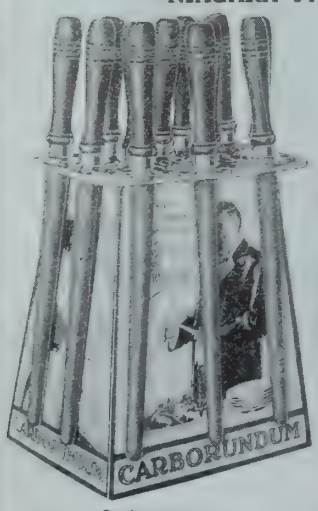
Carborundum Niagara Grinders for household tools.

One way to quickly and effectually reach this trade is through the medium of window displays.

We are of course always ready to send you Carborundum display materials and trade helps.

Write us—or ask the Carborundum Salesman

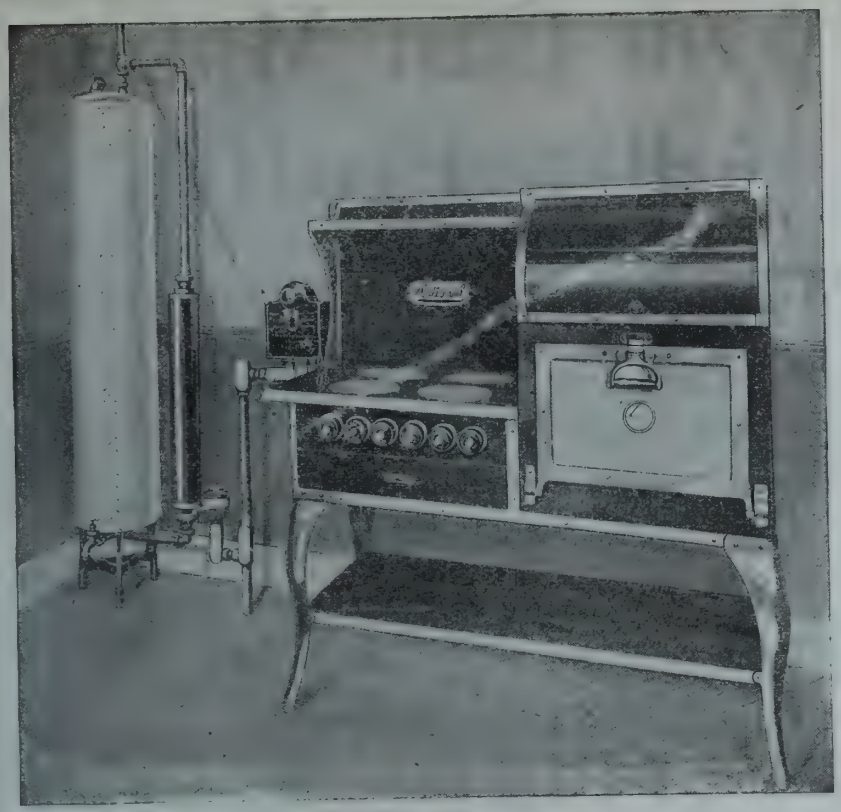
THE CARBORUNDUM COMPANY
NIAGARA FALLS, N. Y.



Carborundum Knife Sharpener Display



Carborundum Grinder Stand



C. 6 Range

National ELECTRIC

Water Heater

With the cost of living receding, the housewife finds herself in the best position in years to buy household appliances such as the National Electric Range.

The National is a handsome, efficient range, well finished throughout in black enamel, nickel trimmings and white enamel splashers. ***It makes an exceptional gift for the June bride.***

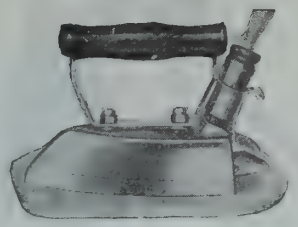
Write to-day for prices on C 6 Range or any of the National line. Catalog on request.

The National Electric Heating Co.
Limited

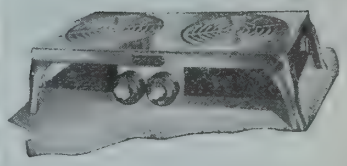
249 Mountain Street
MONTREAL, QUE.

702 Confederation Life Bldg.
WINNIPEG, MAN.

627 Vancouver Block
VANCOUVER, B. C.



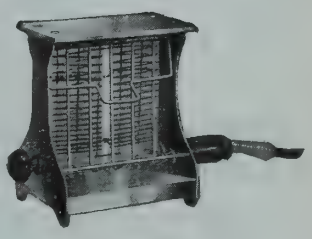
National ELECTRIC — Electric Iron



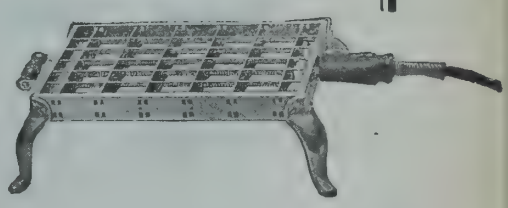
National ELECTRIC — Two-Burner Hot Plate



National ELECTRIC — One-Burner Hot Plate



National ELECTRIC — Electric Toaster



Toaster Stove



You Can Make 40% Profit

THE secret of successful merchandising is quick turn-over. To keep our factory working up to top notch, and to boost "Made in Canada" electrical goods, we are inaugurating a merchandising campaign, featuring our celebrated Sovereign Electric Iron. It's going to be a winner. Thousands of women will be attracted to the electrical stores, who are displaying the

Sovereign Electric Iron

in their windows.

The margin of profit on the Sovereign Iron is particularly generous. The new list price of $6.00, and the special discounts, enable you to make 40 per cent. profit on this appliance.

Specially prepared advertising matter, suitable for your use, with your name and address printed, free of charge, is available. Sales letters printed on attractive dealer letterheads, ready-prepared newspaper advertisements, window cards, folders, etc., are yours for the asking.

Boost "Made in Canada" electrical goods

Canadian General Electric Co., Limited

Head Office TORONTO

Branch Offices: Halifax, Sydney, St. John, Montreal, Quebec, Sherbrooke, Ottawa, Hamilton, London, Windsor, Cobalt, South Porcupine, Winnipeg, Calgary, Edmonton, Vancouver ,Nelson and Victoria.



The attractive variety of patterns and durability of material make

1881 (R) ROGERS (R) A1

a favored grade of medium-priced Silverware.
For the dealer there is a generous profit and some unusual selling aids are supplied—aids which are bound to keep a dealer's stock of "1881" moving rapidly.

Write us and we will be pleased to give you the full details of the "1881" selling plan.

CANADIAN WM. A. ROGERS, LIMITED

570 KING STREET WEST, TORONTO

Downtown Showroom: Kent Building, Yonge and Richmond Sts., Toronto



Quick Sales - - - Good Profits

PUT Miss Simplicity in your store and you will realize both quick sales and good profits. An electric washer makes an irresistible appeal to the housewife, but this is intensified almost to the point of instant sales when the very moderate price of Miss Simplicity is known.

Miss Simplicity is Canadian-made throughout and built of the finest materials obtainable. Mechanically perfect, yet very simple in operation, it is an instant favorite. Costs very little to operate and washes clothes, laces and even the daintiest of fabrics, perfectly and without injury.

Miss Simplicity gives you an excellent opportunity to capitalize on the popular demand for electric washers. You can make money fast with Miss Simplicity because each sale brings you a good profit and because quick sales increase your turnover. We give a liberal guarantee with every machine and will assist you with your advertising.

Send to-day for our dealer offer. We know it will interest you, as it has so many others.

W. A. KRIBS COMPANY, LIMITED
Hespeler, Ontario

"Takes out the drudgery with the dirt."



Ask for our latest folder describing in full the advertising material which we have prepared for our dealers.

Western Distributors

Great West Electric Company Limited

WINNIPEG, MAN.

Quebec Distributors

Northern Electric Company Limited

MONTREAL, P.Q.



GOOD DESIGN

offers an exceedingly strong appeal
to your customers



"WELLWORTH" Better Quality

Aluminum Ware



has grace and beauty built into every article. This with the Famous Wellworth Polish and the general high quality makes it a highly worthwhile line as an attention-getter. It



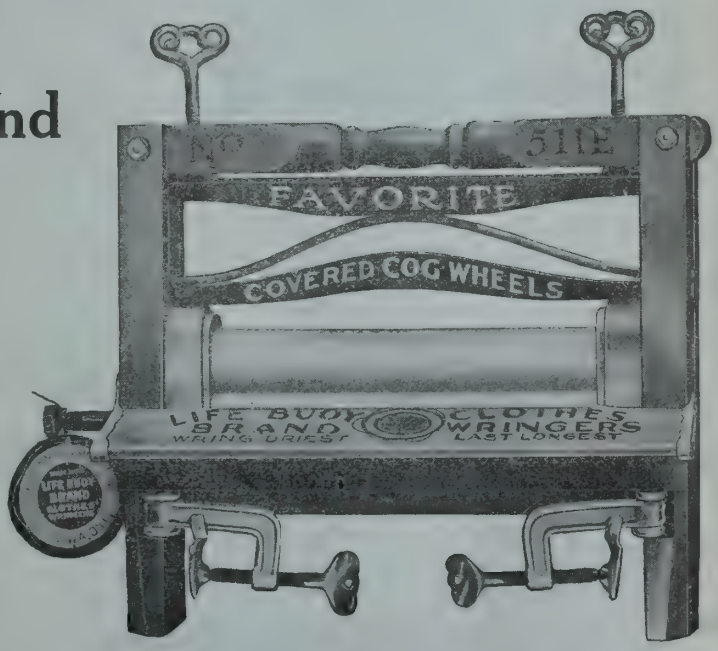
BRINGS OTHER BUSINESS

WENTWORTH MFG. CO.
HAMILTON, CANADA

Many Women Still Wring Clothes by Hand

Yet no one disputes the fact that a Connor Wringer is easier for the housewife and better for the clothes. There are women still wringing clothes by hand in your locality, so you have some money coming to you. Sell every woman in your district a Connor Wringer. The resilient, pliable rubber of these rollers wrings drier than is possible by hand, eliminates the hard work, and puts no strain on the delicate fabrics.

Write for catalog and price—obey the impulse now.



The Favorite
Guaranteed For Five Years

J. H. Connor & Son

Limited

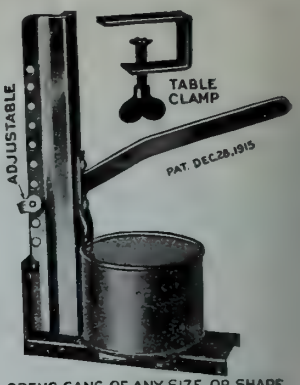
Ottawa, Canada

Makers of Washers and Wringers since 1875



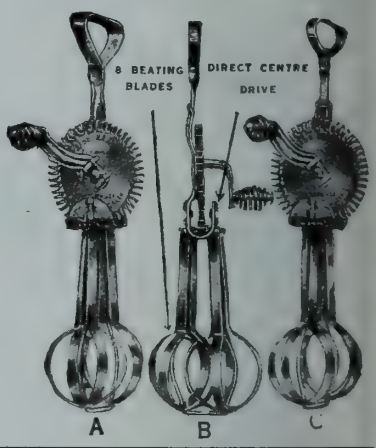
Something Entirely Different
--- *and Better*

This applies to all these goods, but Ladd All-Steel Beaters



OPENS CANS OF ANY SIZE OR SHAPE

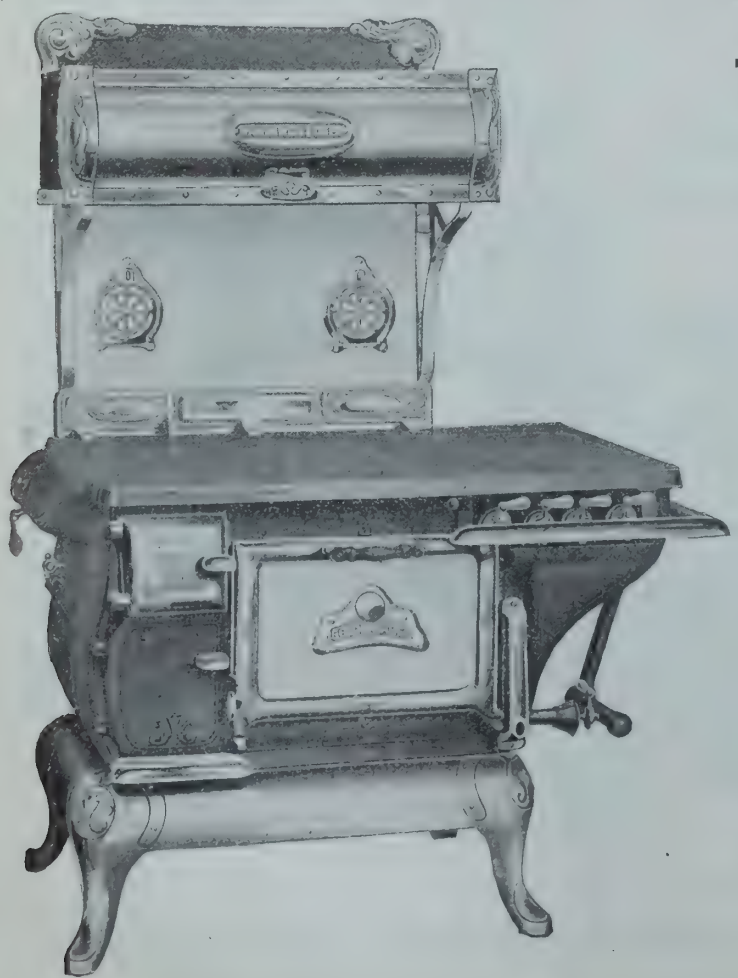
ARE SO FAR AWAY AND AHEAD OF ANY OTHERS MADE ANYWHERE IN THE WORLD THAT EVERY DEALER SHOULD WELL UNDERSTAND THIS AND GET PROFITS ON HIS EGG BEATER BUSINESS ACCORDINGLY. ALL-STEEL; no wood or cast-iron; NICKEL-PLATED, thus a smooth surface easily cleaned —and SANITARY; copper-plated on steel, then NICKEL-PLATED; never wears off; 8 BEATING BLADES; DIRECT CENTRE DRIVE. Choice of 3 frame handles, packed 4 each to a dozen, and 3 sizes for all requirements.



Every store in U.S., New Zealand, etc., stocks. Are there any in Canada who do not carry? CARRY ALWAYS; THEY ARE STAPLE AND STANDARD. IF JOBBERS CANNOT SUPPLY, WRITE US DIRECT



UNITED ROYALTIES CORP'N
1133 BROADWAY, NEW YORK



The Happy Thought Foundry Co. Ltd.
offer the
GOLDEN AGE
Combination Gas and Coal Range

with its new features and dress—as a superior type of Range, burning three fuels for all the year round service.

It has a true combination pattern, needs no change of parts, is simply adjusted, and can burn gas and coal at one and the same time.

It occupies limited space, is attractively decorated, and is equipped with standard gas parts and useful High Closet.

It will strongly appeal to buyers because it is right built, is constructed by the "Happy Thought" Makers and sells at a reasonable figure.

Communicate with the

HAPPY THOUGHT FOUNDRY CO. Ltd.
Brantford, Canada
for complete details of selling plan.

A B C

A Complete Line Soundly Backed by a Veteran Maker

As occurs in every new industry, to-day there are innumerable beginners foisting experimental electric washers upon dealers in the hope of securing an eventual foothold. Woe betide those dealers who lend ear to the honeyed promises of inexperience and allow the siren of prices based on visionary rather than actual cost to lure them! For a year hence, the mortality among these hopefuls will have sorely embarrassed many of those dealers who succumb now to the wiles of temporary new makers. How can these new factories produce and sell good appliances for less than the large veteran establishments with their big outputs? Obviously they cannot do so and long remain in business. It is better for dealers to take on only such lines as are already soundly entrenched. The ABC is such a line—backed by veterans in the industry, the great twelve-year-old, $2,000,000 factory of Altorfer Bros. Company. Exclusive dealerships open. Write nearest distributor, or us.





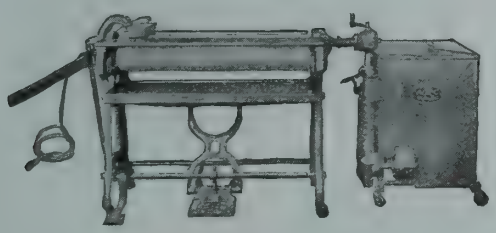
A B C SUPER ELECTRIC WASHER

Open, semi-cabinet and full cabinet models. Maple or zinc cylinders. Copper or galvanized tubs. ¼ h.p. motor. Also equipped for power drive.



A B C ELECTRIC IRONER

Foot pedals apply and release ironing pressure. 45-inch roll and shoe. One-piece steel ironing roll; 8-inch diameter, 7-inch non-warping ironing shoe. Result: faster, uniform work. Shoe drops back 4 inches. Enclosed parts. Equipped either to operate off any A B C electric washer, or with individual motor.



A B C ELECTRIC LAUNDRESS

Washes—Wrings—Irons—with a single motor

The *only* complete home laundry unit. Detachable wringer. Ironer shaft attaches to wringer post. Saves cost of extra motor.
The "Iron-All" attachment superbly irons the difficult operations—such as ruffles, collars, cuffs and children's dresses.



A B C "ALCO" WASHERS

Dolly type. Underneath drive. Single or double tub. Oversize motor. Machine-cut gears insure absolute quietness of operation. Also furnished for power drive off gasoline engine.

A FULL LINE UNDER ONE FAMOUS NAME---INVESTIGATE

ALTORFER BROS. COMPANY, *Pioneer makers of Power Washers and Ironers*

Factories and Executive Offices, PEORIA, Illinois.

C. D. HENDERSON, Canadian Representative, Box No. 123, Brantford, Ontario.

WHOLESALE DISTRIBUTORS

Maritime Provinces:
Blackadar & Stevens,
Roy Building, Halifax, N.S.

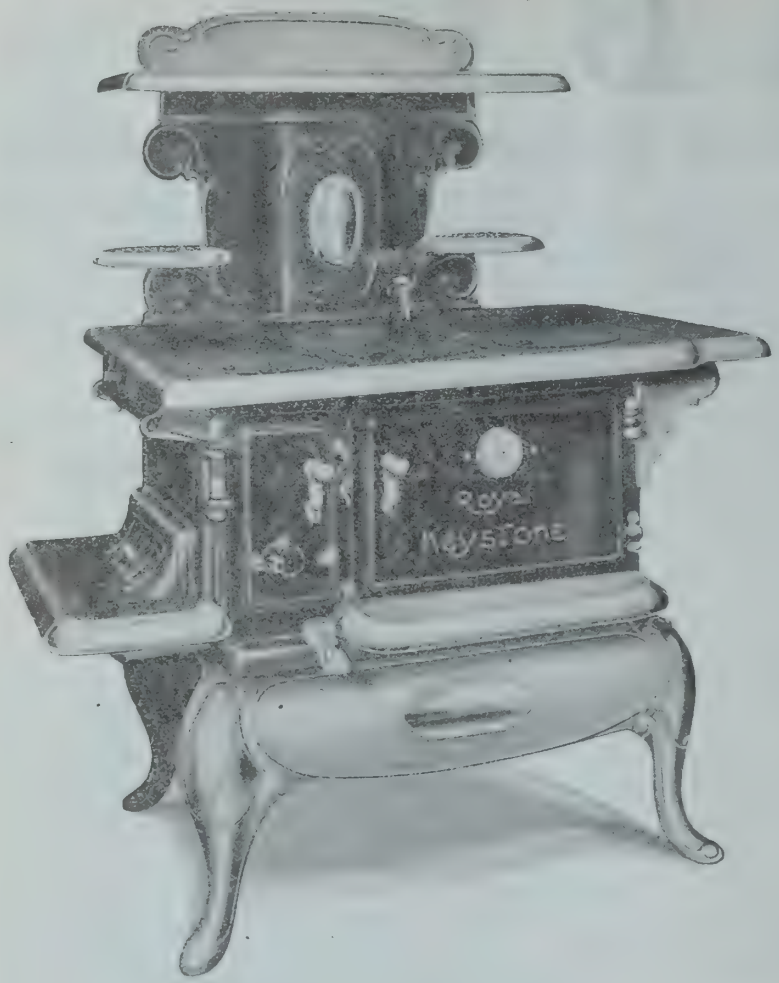
Quebec:
Dawson & Co., Ltd.,
148 McGill St., Montreal.

Ontario:
The Central Electric Supply Co., Ltd.,
36 Adelaide St. West, Toronto.

Saskatchewan:
Sun Electrical Supply, Ltd.,
Regina.

Alberta:
Cunningham Electric Co., Ltd.,
Calgary.

British Columbia:
Rankin & Cherrell.
Vancouver.



Gurney

Royal Keystone

The popular-priced cast-iron range

AS shown by the illustration, the "Royal Keystone" is a well balanced range, very neat and pleasing design, easily kept clean, efficient in operation. The "Royal Keystone" has nickel-plated base and trimmings with thermometer in door. The oven is 18 inch; grates furnished in flat, duplex or roller; Six 8 inch covers; with or without water front; with cast-iron high shelf (as shown in illustration) or with steel high warming closet.

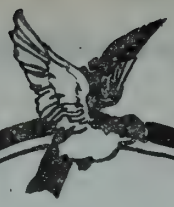
Write for Catalogue of Stoves and Ranges, just off the press.

GURNEY

The Gurney Foundry Co. Limited

Toronto, Canada

MONTREAL WINNIPEG VANCOUVER



WE have undertaken to market the very finest Electric Washing Machine that we can. Aiding us in this work are our own ideals and every material factor essential to good manufacture. The men who have to do with the manufacture of BlueBird, with its sale, and, particularly those who possess a BlueBird, tell us our product is without an equal.

Certainly this is precisely the result for which we have strived.

Are You, Mr. Dealer, Cashing in on BlueBird Sales?

THE profits to be enjoyed in selling BlueBirds demands your interest. Lay your plans and cash in on this modern home necessity. Secure your BlueBird Sales license from your jobber—or communicate with us direct. Learn more of the advantages and possibilities for profit in your selling BlueBirds.

The "Colonial Maid"



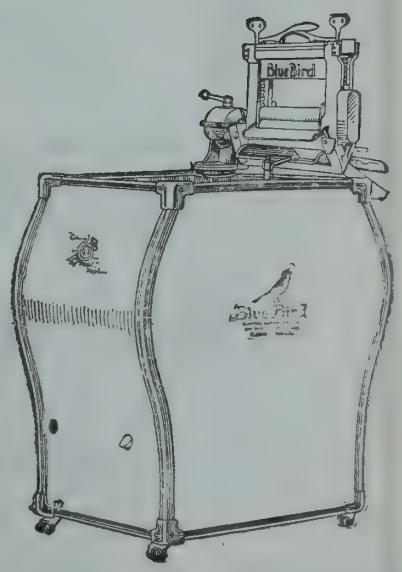
BlueBird

ELECTRIC CLOTHES WASHER AND WRINGER

is the finest Washing Machine built anywhere—and gives a lifetime of service. Built for Canadians by Canadians for Canadian homes.

You can market the BlueBird on a payment plan. A small cash payment, the balance in small weekly or monthly installments. Investigate our time payment method.

The BlueBird builds prestige and good will.

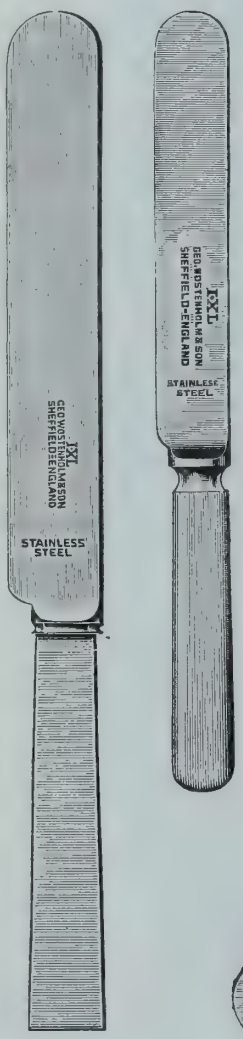


APPLIANCES

208 KING ST. W., TORONTO — LIMITED — 233 PORTAGE AVE., WINNIPEG

I-XL

Stainless Steel Knives



have now become so popular that no up-to-date merchant can afford to be without them.

We are now making substantial shipments to all the leading jobbers throughout the Dominion and would urge every retailer to see that his clerks have them to offer when required.

Stainless steel is a boon to the housewife as it absolutely does away with the knife board or cleaning machine, yet is always clean and bright for the table.

After extensive exp[redacted] we have finally overcome [redacted] technical difficulties in tempering and are now combining all the virtues of stainless steel with a wonderful cutting edge.

Look for I-XL on the Blade

GEO. WOSTENHOLM & SON
Limited







GEO. WOSTENHOLM & SON, Limited

SHEFFIELD, ENGLAND

A. MACFARLANE & COMPANY, Limited

MONTREAL, QUEBEC

SOLE AGENTS FOR CANADA

The Eveready Line with the Ever Steady Turnover

Announcing the New EVEREADY SPOTLIGHT

—with the 300-foot Range

EVEREADY scores another ten-strike!

Eveready, originators and creators of flashlights and batteries, have produced a brand new type of flashlight. Seven remarkable improvements place the new Eveready Spotlight completely in a class by itself.

Eveready flashlight case turnover, already four times the year according to the records of thousands of energetic dealers, will speed up still more with the announcements to the public of this new Spotlight, just at this season when outdoor and vacation use demands thousands of new Evereadys and hundreds of thousands of Eveready batteries.

A complete merchandising campaign for the dealer is ready and waiting. It is backed by national publicity, including the most striking window display ever produced by Eveready. Place your order instantly through your Eveready distributor for an ample supply of the new Spotlight (two types, 3-cell nickel and vulcanized fibre) and write or wire the nearest Eveready address for the Spotlight Dealer Campaign.

CANADIAN NATIONAL CARBON COMPANY, LIMITED

TORONTO AND WINNIPEG

CANADIAN NATIONAL CARBON CO.

We will place an order immediately with our Eveready distributor for a stock of the new Spotlights and batteries. Please ship at once the complete new window display.

Firm Name .....

Address .....

City and State .....

Distributor's Name .....

SEVEN BIG IMPROVEMENTS FOR BETTER AND LONGER SERVICE

1. New scientific reflector, concentrating the light rays to give more light and throw it farther.

2. Special Eveready Mazda lamp of increased brilliancy and power.

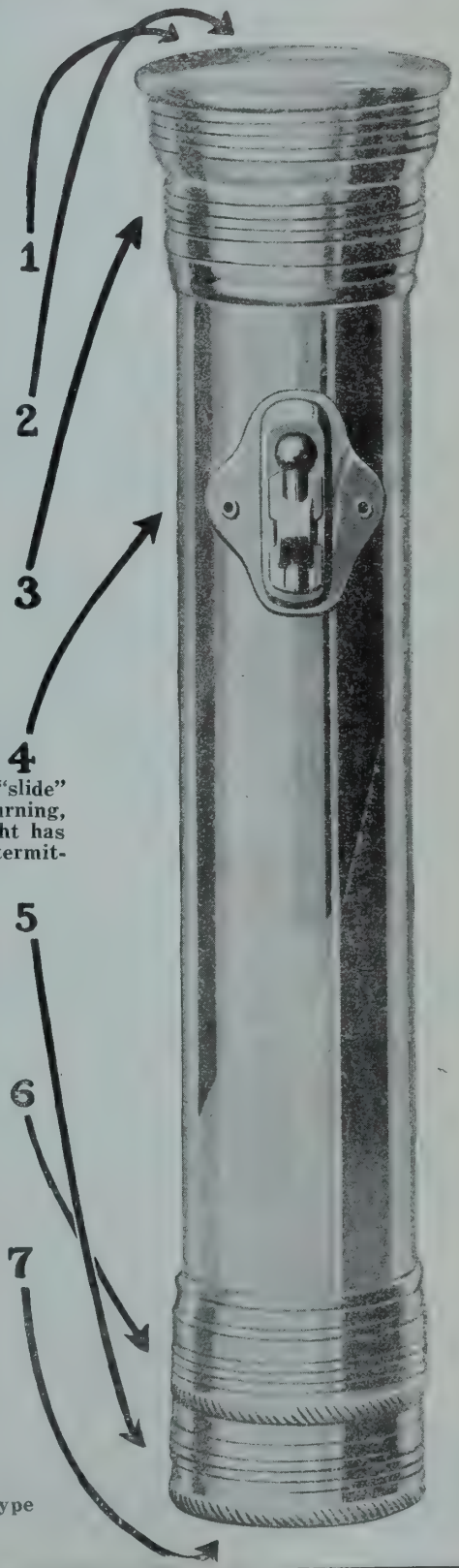
3. Shock-absorber to prevent breaking of lamp if flashlight is accidently dropped or jarred.

4. In addition to usual "slide" contact for continuous burning, the all-metal type spotlight has "flash" contact for intermittent lighting.

5. Compartment holding two extra Eveready Mazda lamps so that your flashlight may not be put out of business when a lamp burns out.

6. Exclusive focussing device. Light instantly focussed as desired, by turning end cap to right or left.

7. End cap stamped to show the renewal type numbers for battery and Mazda lamp required for this particular flashlight.



Nickel Type
No. 2674
Corrugated Fibre Type
No. 2672

2213E

The Doors That Serve You Best

KASEMENT

Screen Doors



These better Screen Doors serve you best because they are better made than ordinary screen doors. Stop in at the store and let us show the 26 mortise and tenon joints. You will easily see why they cannot sag, or pull apart. Not only are they more substantial and lasting than common screen doors, but they are very easy to hang—it only takes 10 minutes, and you can take them down or re-hang in a jiffy. Even the holes for hinges are already bored—three holes in each stile. The hardware comes complete in an individual carton. It is simple and easy to adjust. Come in and see how simple your screen door equipment can be made this season.

Your Hardware Store
1000 Main St. Phone No.
Home Town, B.C.

Free Advertising Service

Let Us Help You With Your Local Advertising

Here are two suggestions for your local newspaper space. They are one column wide and 63 lines (4½") deep. Make them larger if you like.

Your advertising space pays according to what you put in it, and it is valuable enough to be worthy of the best skill and experience you can afford to give it. Typography, illustration, layout and copy that interests and convinces, with sound "reasons why," are all important in making your advertising pay. You will find the suggestions offered here effective. Have your newspaper follow the layout and type and put in the necessary changes to suit your locality.

For Details Write to

Kasement
Skrene Dore Co., Limited
269 West Richmond St.
Toronto, Canada

Easiest To Hang or Take Down
Never Sag or Warp

KASEMENT

Screen Doors



The hardware comes with them, skillfully planned, so that it is easy to adjust and very simple.

In fact, Kasement Doors are very easy for you to put up or take down—you can hang one in 10 minutes. Everything is made so convenient and easy; even the holes for hinges are already bored—three in each stile.

Kasement Screen Doors will be substantial and serviceable for next season, too. Kasement Doors are better made than common screen doors, so that they last longer and give better service in use. Come into the store and let us show you how Kasement Doors are made. 26 mortise and tenon joints make sagging, or pulling apart, impossible. This is the easiest way to equip your home with Screen Doors—use "Kasements."

Your Hardware Store
144 Grass St. Phone No.
Husleton, Alta.

Wrico ANTI-RUST

Household Lines



FLY SWATTERS



BIRD CAGES

FLOUR SIFTERS





FLY TRAPS

THE "CANUCK" BREAD MIXER

—MOST SUITABLE

June Wedding Gift



THIS is a particularly acceptable Gift for the June Bride, meeting as it does the modern idea of the younger generation. It does away with the hand-mixing and appeals to old and young alike. The "Canuck" can be operated by anyone—even a child.

Made in 4 and 8 loaf sizes.

We are headquarters for Kitchen household lines of all kinds in stamped, pieced, japanned and galvanized wares. *Send your name for our new catalog.*

"A CHILD CAN OPERATE IT."

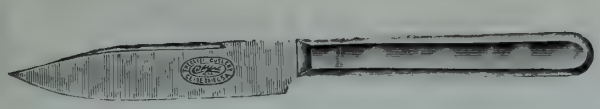


If your wholesaler cannot supply you Write direct to us.

E. T. WRIGHT Co.,

LIMITED.

Office and Works :
HAMILTON - - - CANADA





The CLYDE CUTLERY CO., Clyde, Ohio

Manufacturing a complete line of

HOUSEHOLD CUTLERY

A Knife specially designed for every household use. Made from the finest steel by skilled workmen.

Butcher Knives
Kitchen "
Bread "
Slicing "
Carving "
Cooks' "
Grape Fruit Knives
Palette "
Oyster "
Putty "
Family Cleavers
Kitchen Forks



See that you have our new number 18 catalogue, now ready for distribution, as this shows a very complete line of our new designs in Aluminum Handle Household Cutlery.

Canadian Sales Office **ADCOCK & BREWER, LIMITED** *MONTREAL, Quebec*






A HOUSEHOLD NECESSITY

THERMOS

A MOTOR ACCESSORY

Mother spends most of the money. Hardware dealers have a sale made by making attractive Displays showing the many uses in the home for Thermos, the bottle for the baby, for the aged, for the milk, for the tea. Hot drinks for sick room, brother's lunch, father's lunch—school boy or girl's lunch. Keeping left-overs hot for late ones. For replenishing the water bag during night, saves steps—saves ice, saves doing the same thing twice.



All motor cars need a Thermos Outfit. Motor cases and outfits prevent breakage. Every motorist or sportsman—in the open—on the motor boat—in the camp—at the camp—returning from camp, saves its cost on the first trip. Saves delays and tips for poor service; a home lunch at a home price on every trip. Everyone happy. Lunch in the open. Include Thermos in every kind of window display. Assortments made up complete with display to suit every dealer in every town or city.

WRITE FOR ASSORTMENT LISTS

THERMOS BOTTLE CO. LIMITED, TORONTO

OR YOUR JOBBER

"If It Is 'IDEAL'—It Is Perfection"

Give Satisfaction and Increase Your Business

Once Used, Always Demanded.



An "Ideal" Sample

Our Advanced Aluminum Products for the Kitchen Give Unequalled Service and Unsurpassed Satisfaction.

"IDEAL" ALUMINUM PRODUCTS LIMITED

SUCCESSORS TO

THE LOUIS McLAIN COMPANY, LIMITED

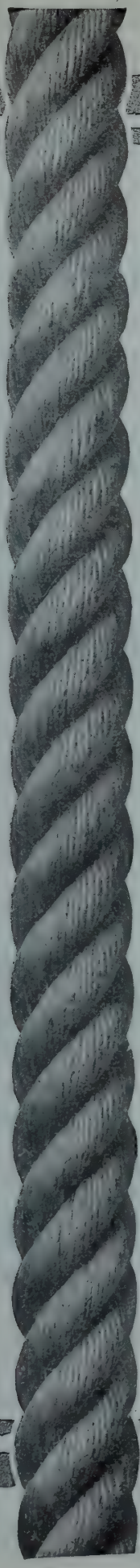
Manufacturers of Aluminumware

Head Office and Factories:

2480 Dundas Street West, Toronto, Ont.

SEND FOR OUR CATALOGS TO-DAY.

"Kitchen Utensils of Every Description"



"Pure Manila" does not always mean "Good Rope"

There are many grades of Manila fiber, some are good, all are pure Manila.

To produce good rope, the fiber must be carefully chosen and prepared for the work it must perform.

Plymouth Rope is pure Manila. More than that, it is GOOD ROPE.

It is the Rope you can Trust.

Plymouth Cordage Company
North Plymouth, Mass. Welland, Can.

Independent Cordage Co., Limited
Toronto, Canada *Canadian Sales Agents*

PLYMOUTH ROPE

5-39

"RELIABLE" JACKS

THESE famous Jacks are all that their name implies. They are supplied as standard equipment by the great majority of Automobile and Truck Manufacturers. There are more than eight million "Reliable" Jacks in active service.

Made throughout of the choicest grades of Cold Rolled Steel and Malleable Iron. It costs more to make "Reliable" Jacks, but they stay sold when once you sell them. There is a "Reliable" Jack suitable for every type of car made.

As with all C.G.E. Automobile Accessories, "Reliable" Jacks are a quality proposition. They are the best that can be procured. We unhesitatingly commend them to our customers.



"Tested for Service"

Canadian General Electric Co., Limited

Head Office TORONTO

Branch Offices: Montreal, Quebec, Sherbrooke, Halifax, Sydney, St. John, Ottawa, Hamilton, London, Windsor, Cobalt, South Porcupine, Winnipeg, Calgary, Edmonton, Nelson, Vancouver and Victoria

A Selling Point That Sells

Kopper King Spark Plugs are anti-fouling and rust-proof. This is a selling feature that really appeals to the car owner. A Kopper King Plug will not rust into the cylinder head.

This enables you to sell your customers a Spark Plug that ensures freedom from trouble.

The Kopper King is a Sales-builder --- once a car owner buys his first one, he will, in future, enthusiastically specify Kopper King Spark Plugs throughout.



Rust-proof

A heavy coating of copper protects the body of the plug. This prevents carbon deposits; carbon under electrical heat will not adhere to copper.

KOPPER KING

Kopper King Spark Plugs ensure you a better margin of profit than any competing plug. They meet every requirement. Once sold they stay sold.

"Tested for Service"

Canadian General Electric Company, Limited

Head Office: - TORONTO

Branch Offices: Montreal, Sherbrooke, Quebec, Halifax, Sydney, St. John, Ottawa, Hamilton, London, Windsor, Cobalt, South Porcupine, Winnipeg, Calgary, Edmonton, Nelson, Vancouver and Victoria.

Champion Advertising Means Dollars to You

Every owner of a motor or engine in your district has been taught by Champion nation-wide advertising to know the dependability of Champion Spark Plugs.

Champion Dependable Spark Plugs are the nearest approach to 100% efficiency that your customers may ever hope to get in a spark plug. Each Champion is equipped with the famous "3450" Insulator, which is well-nigh indestructible.

Champions are regular factory equipment in over 300 makes of automobiles, trucks, tractors, and other gas engines in Canada and the United States.

The sales possibilities for Champion replacements in your district are practically unlimited.

Take advantage of the help that is given you by Champion national advertising.

Order from your jobber now.

New Champion Prices

The prices of all Champion Spark Plugs have been reduced as follows:

Champion "X" Ford, now 85c
Champion Regular Plugs, now 95c
Champion Heavy Stone, now $1.10



CHAMPION
AA-53, 7/8-inch
Price 95c.
For use in McLaughlin cars. Also for use in Chevrolet, Kissel-Kar, Jordan, Stephens, and tractors, trucks, farm and stationary engines.

Champion Spark Plug Co. of Canada, Limited
Windsor - - Ontario

Largest Factory in Canada Making Spark Plugs Exclusively.

Champion
Dependable Spark Plug

The Only Weekly Hardware Paper in Canada

Member Audit Bureau of Circulations *Member Associated Business Papers*

Hardware and Metal

CANADA'S NATIONAL HARDWARE WEEKLY

Vol. XXXII. TORONTO, JUNE 4, 1921 No. 23

Expect Return to Pre-War Price Levels 35
Definite Ruling re Tinsmiths 36
Household Hardware Selling Helps 37
Selling Suggestions for Household Lines 39
Effect of Tax and Tariff Changes 40
Half Holidays and Daylight Saving 41
Editorial Comment 42
Events in the Trade 43
News of Western Canada 45
New Hardware Goods 46
Weekly Market Reports 49-52
Weekly Paint Markets 53-56
Doubles Advertising Space on Paints 56
Emphasizes Value of "Save the Surface" 58

The MacLean Publishing Company, Limited

JOHN BAYNE MACLEAN, President. H. T. HUNTER, Vice-President.
H. V. TYRRELL, General Manager.

Publishers of Hardware and Metal, The Financial Post, MacLean's Magazine, Farmers' Magazine, Canadian Grocer, Dry Goods Review, Men's Wear Review, Printer and Publisher, Bookseller and Stationer, Canadian Machinery and Manufacturing News, Power House, Sanitary Engineer, Canadian Foundryman, Marine Engineering of Canada, Canadian Motor, Tractor and Implement Trade Journal, Druggists' Weekly.

Cable Address, Macpubco, Toronto; Atabek, London, Eng.

ESTABLISHED 1887.

HARDWARE AND METAL

GEO. D. DAVIS, Manager.

CHIEF OFFICES:

CANADA—Montreal, Southam Bldg., 128 Bleury St., Phone Plateau 946. Toronto, 143-153 University Ave., Telephone Adel. 5740; Winnipeg, 901 Confederation Life Bldg., Telephone A. 3773; Vancouver, 314 Carter-Cotton Building, 198 Hastings St. West.

GREAT BRITAIN—London, The MacLean Company of Great Britain, Limited, 88 Fleet Street, E.C., E. J. Dodd, Director, Telephone Central 12960. Cable Address: Atabek, London, England.

UNITED STATES—New York, A. R. Lowe, Room 1606, St. James Building 1133 Broadway (corner 26th St.), Telephone Watkins 5869; Boston, C. L. Morton, Room 734, Old South Building, Telephone Main 1024; Chicago, H. A. Maguire, 405-6 Transportation Bldg., 608 So. Dearborn St., Telephone Wabash 9430.

SUBSCRIPTION PRICE—Canada, $4 a year. Great Britain, South Africa and West Indies, 16s. 6d. a year; United States, $4.50 a year; other countries, $5 a year. Invariably in advance.

Tuck It Away In the Bank

IN every electrically equipped home there is a place for one appliance or more from the New Canadian Beauty line. In the majority of homes the entire line could be used to immense advantage.

Have you applied that thought to *your territory?* Have you stopped to think that up and down every residential street in your neighborhood are families of mighty fine prospects for

The New Canadian Beauty Electrical Appliances

Handling our line means a steady and sizable profit to tuck away in your bank.

For one thing, the New Canadian Beauty Appliances are easy to sell, and they *stay sold.* Sell a woman *one* article in this line and she'll soon be back for *more.* And she'll bring her friends and tell others. It always goes that way!

The secret is—*QUALITY!* It is the outstanding characteristic—it impresses itself on people at once.

You can see it in the finish; you can feel it in the touch and in the balance; you can tell by their performance—*QUALITY ALL THE WAY.* The quality of the appliances and the quality of our big national advertising campaigns enable our dealers to make quick turnovers—*that means good profit!*

Our plan is bound to interest you. Write your nearest jobber or direct to us for full information. It will place you under no obligation.

RENFREW ELECTRIC PRODUCTS CO. LIMITED

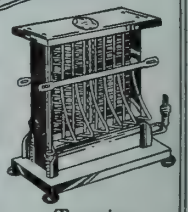
Head Office and Works: Renfrew, Ont.

BRANCH OFFICES:

29 Richmond St. West, TORONTO, ONT. 803 Lindsay Bldg., WINNIPEG, MAN.

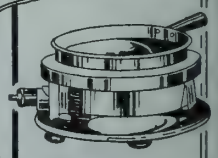
Renfrew Electric Products Limited Renfrew, Ont.

Canadian Beauty



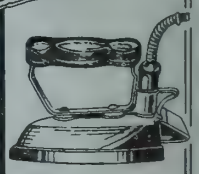
Toaster

Canadian Beauty



Three-heat Grill

Canadian Beauty



Iron

Canadian Beauty



Stove

Canadian Beauty



Majestic Heater

Canadian Beauty



Percolator

Canadian Beauty

Canada's National Hardware Weekly

Hardware and Metal

Published Every Saturday Since 1888

Vol. XXXIII. TORONTO, June 4, 1921 No. 29

Expect Pre War Prices on Basic Lines

Dairy and Some Agricultural Products Down to 1914 Price Levels —Manufactured Goods Maintained in Price by Labor Costs Chiefly—Perfection of Industrial Processes May Help Reduce Costs—The New Taxes Hamper Imports and Trade Generally

FURTHER considering the possibility of a general recession of prices to the levels of 1914 or even to lower levels than prevailed at that time, a subject introduced in last week's issue of Hardware and Metal, some further interesting viewpoints are outlined herewith.

The president of a wholesale hardware firm and a prominent bank official, while pointing out that any such forecast is largely guesswork, states that on the basis of the factors entering into the situation, as now evident, there is reason to think that prices of basic iron and steel commodities will gradually return to 1914 levels. He points to the fact that dairy products, cotton, sugar, etc., are now down to or below prices prevailing at that time. Manufactured goods have been held up in price largely due to high cost of raw materials on hand, to high labor costs and high freight rates.

The process of deflation will, he said, be dependent upon the amount of discomfort which attends the readjustment period. One of the most serious impediments to a readjustment of labor costs to lower levels was said to be the rent problem. While undoubtedly some foodstuffs had declined in cost yet the housing situation is such that even the modest workman must pay an exorbitant rental. Until building costs were reduced and sufficient encouragement be therefore given this industry it was thought this condition would continue. Landlords point out that while the revenue they receive will buy them more foodstuffs than before, yet the money invested in the properties could very well be withdrawn and provide bigger returns in some of the gilt-edged securities being offered at reasonable prices at the present time.

Decreased Production Raises Costs

It was pointed out that manufacturers' and wholesalers' costs are very high. In the case of the manufacturer, decreased production makes for still higher costs due to the fact that much of the overhead expense continues. The fact that large extensions were made to many industries during the boom period was also a factor in keeping costs high at present while production is not in sufficient volume to offset overhead on the additional capital invested.

This official was of the opinion that the increased tax legislation and the changed basis of value for duty on imports, the new import taxes and the anti-dumping provisions would all tend to hamper imports and, therefore, hamper trade generally at a time when every encouragement was needed.

Repeating his belief that 1914 levels would be reached in the prices of many commodities, this official stated that the whole question of a price recession is not solely dependent upon labor costs being reduced. He pointed out that the perfection of industrial processes will cut production costs to some extent, and in many cases might allow of a return to pre-war prices without a corresponding reduction in labor costs. Of course these comments are largely based on primary conditions and do not take into consideration temporarily increased freight rates, higher taxation, etc.

It was acknowledged that labor has set up a higher standard of living as result of higher wages secured in recent years, and it was not thought desirable to make the adjustment so acute that this standard would have to be lowered. It was further shown that recent price recessions on some commodities have not resulted in a stimulation of trade so that it is not altogether established that price reductions are necessary to a return to normal activity in industry.

Dealing with the new import taxes and plan to charge duty on the exchange value of U. S. currency, this wholesaler pointed out that this plan would increase the cost of U. S. imports in Canada approximately 5 per cent. to the wholesaler and 7 per cent. to the retailer. This will, of course, vary according to the rate of duty normally paid. Wholesalers, according to the informant, will not absorb this additional tax on imports, but will collect it from the retail trade. It was stated as a logical consequence that trade in these imported goods would suffer as result of these new proposals.

This wholesale hardware merchant reports that while business during the first months of this year had not been in quite as large volume as last year, yet collections are better and hope is entertained that business is being put upon a somewhat sounder basis for gradual improvement as the readjustment period progresses.

An iron and steel merchant, speaking on this subject stated: Prices of iron and steel will go back to 1914 levels if other things decrease also. The tendency to lower prices has recently been reflected in many lines, and if other elements, such as labor, etc., show declines, there is no future alternative but general reductions. Future price conditions depend upon the amount of reduction the primary factors develop from now on, but if the decreases are of marked degree they might even go below 1914 levels. If all phases of the trade are willing to work for this end, and are ready to bear an equal loss, if they have to, there is no reason why the old standard of prices should not again prevail."

The sales manager of a firm manufacturing stoves, wares, etc., states: "I do not think prices will actually go back to pre-war levels, because there are so many factors at present operating to keep prices up. There will no doubt be gradual declines continuing for some time, but the movement to reduce quotations will be slow. Even if the prices of raw material went back to pre-war levels, labor and transportation still cost more, and while we have this to contend with, how can the raw product prices go back to the old standards? Overhead, including salaries, is now on a higher range than in 1914. If conditions continue to change, prices might eventually decline to a reasonable extent, but altogether it will take much longer to show price decreases than it did to show advances."

An importer of glass states: "Prices can hardly be expected to come anywhere near pre-war levels for some considerable time. Under present conditions, prices cannot be reduced to that extent, as the various elements entering into production costs now combine to prevent it. Transportation and labor charges are vital factors. Before the war, one size of window glass was imported from Belgium at $2.40 per 100 square feet. This size now costs $12.10. Wire glass, imported from the United States, has risen from 7 cents per square foot to 18 cents, plus 12½ per cent. exchange rate, and 2½ per cent. import tax, a total increase of over 200 per cent. Some price reductions have been made, and in several cases jobbers have been forced to take a loss on window and plate glass, but this was due to trade fluctuations and price-cutting activities on the Belgian market. Glass, especially window glass, has reached its lowest ebb, and any price changes should be of an upward trend."

Definite Ruling in Tinsmiths' Case

Hardware Merchants and Tinsmiths Being Bothered by Local Collectors Who do Not Fully Understand the Law—Instructions Given to Merchants Through Hardware and Metal by Deputy Minister of Inland Revenue—May Appeal From Local Collector's Rulings

THE old question of whether a tinsmith should take out a manufacturer's license and collect the sales tax is again brought up even in the face of the recent decision in the test case.

W. H. Turnbull & Sons, Brantford, Ont., write that the local collector advises that as he reads the act a tinsmith is a man who does nothing but repair work and soldering, while a sheet metal worker does furnace work, makes up eavestroughs and is therefore a manufcturer, even under the latest provisions.

But the local collector in this instance has erred in his attempt to define a tinsmith. This fact is established as the result of an interview the Ottawa representative of Hardware and Metal had on Monday of this week with George W. Taylor, assistant deputy minister of the Department of Customs and Inland Revenue. When asked for a definite ruling as to what constitutes a tinsmith, and whether he is liable for the collection of the manufacturer's tax, Mr. Taylor said:

"The whole question rests upon the nature of the man's business. If the work he is doing is being done for the consumers, regardless of what articles he is making or assembling, then I say most emphatically he is a retailer and cannot be classed as a manufacturer. If the local collector in this case has made a ruling, it is not necessarily final. Under the new provisions where there is any doubt or dispute, either the dealer or the collector, or both, have the right to refer the matter to the Minister of Customs and Inland Revenue, who is the final authority.

"If it is established that the firm in question are manufacturers, then they are liable for the collection of the tax from the commencement of the present fiscal year.

"If the firm is satisfied that it is doing a strictly retail business, then all it has to do is to mark 'Abandoned' upon the taxation papers and return them to the department, and of course if the department takes no further action the firm may then consider that it is not liable for the payment of the tax upon any of this year's sales."

From the above statement and ruling it is to be seen that the whole question is one of individual rather than collective adjustment. Each case will be decided upon its merits by the minister of the department who is the final authority. This should be comforting news to the dealer, because he knows now that he has the right to challenge any decision or ruling made by the local collector.

The following is a copy of a circular letter sent by the secretary of the Dominion Board, Retail Merchants' Association of Canada, to the secretaries of the various provincial boards dealing with this matter in a general way:

"Excise taxes are to be paid by manufacturers or producers and wholesalers or jobbers.

"Excise taxes shall not be payable on sales of goods made to the order of each individual customer by a business which sells exclusively by retail under regulations by the Minister of Customs and Inland Revenue, who shall be the sole judge as to the classification of a business.

"Until the Minister of Customs and Inland Revenue makes his rulings regarding the retail trade, it is very necessary before any retail merchant makes application to take out a manufacturer's license, or before they inquire from the Customs Department, or decide what class they come under, they should first refer their case to the secretary of the association in their province, who is asked to take the matter up with our office here, so that we may know exactly under what classification the retail merchant should be placed. This is very important, otherwise we will find ourselves in the same position as we were in before, when all sorts of rulings were made which were contrary to the act."

PUBLISHING UNDER STRIKE CONDITIONS

This issue of Hardware and Metal has been published under strike conditions, and has been slightly delayed in mailing due to the adjustments made necessary by the general strike of printers, pressmen and other allied trades.

This delay will likely be minimized in future issues, and Hardware and Metal will continue giving its readers a weekly service of current trade news, retail helps and market reports on hardware commodities.

(See Page 47)

Household Hardware Selling Helps

Greater Purchasing Value of the Dollar in Foodstuffs and Household Requirements; Gives the Housewife a Larger Surplus For Buying Household Hardware—What Household Lines are Being Featured by Other Hardware Merchants



A household hardware department showing a neat arrangement of a wide range of such lines. Utensils are arranged on the shelving at the left hand front end and on the tables various other household lines are grouped. Vacuum cleaners, oil stoves, washers, wringers, refrigerators, etc., are shown. This department stands by itself as a separate unit and is located on the second floor of the W. C. Edge & Co. store, Ottawa, Ont. Customers appreciate the quiet seclusion of this department to select their household requirements.

THE active season for the sale of many lines of household hardware is here, and as the season progresses more lines will join the seasonable variety which should be pushed with vigor. The household hardware line is a very extensive one and one which soon responds to any special effort to increase sales. House-cleaning work is still in progress in the home and many citizens and townspeople who retire to summer homes for the warm months are now at work housecleaning the summer cottages. This makes a big demand for all cleaning and polishing lines and accessories, of which there are a great number in the hardware trade. Later will come the preserving season and the real hot weather which makes a demand for still other lines which can be featured within a few weeks.

An important reason why the hardware merchant should give attention to specially featuring household hardware lines this year is the fact that prices on many of the home requirements have declined to such an extent that the average housewife has more money to spend on such lines. Furthermore the cost of these lines of hardware has declined to some extent, and the purchasing power of the dollar in household requirements is, therefore, very much greater to-day than for some time. This point was aptly illustrated in a recent issue of Hardware and Metal which showed that the dollar can to-day purchase a great deal more in the line of foodstuffs than a year ago. Wage decreases would of course offset this condition to some extent but this tendency has not been general as yet. This point can be emphasized in the merchant's advertisements, window displays and in his conversational dealings with customers.

The ads. of hardware merchants now are featuring a wide range of household requirements and some of the helpful points in them will be dealt with as follows:

An ad. by Stanley Mills & Co., Hamilton, is devoted entirely to washing machines and other wash needs including wringers, clothesline wire, pulleys, asbestos irons, smoothing irons, hand and power washers, wash benches, etc. Each line is illustrated, described and price marked.

"Keeping Cool" in Summer.

An ad. by Hunter Hardware Co., Wiarton, Ont., is headed "Keep Cool" and continues "During the hot weather, by using an electric iron, stove, percolator and a dish of ice cream afterward." It also illustrates and deals with kitchen cabinets in a wide range of prices.

Summer Resort Necessities

The ad. by Ingram & Davey, Ltd., St Thomas, is somewhat of an innovation in that it deals exclusively with summer resort necessities. The ad asks "Are you prepared for your summer vacation at the lake with all modern conveniences? The Big Hardware Store carries a large stock of the new things to save you unnecessary trouble. Come in and let us show you the many lines." The ad. then illustrates oil stoves, electric heaters, kitchen cabinets, dock chairs, waffle irons, couch hammocks, etc. The line might be extended greatly but it is not wise to deal with too many lines at one time.



An ad. by T. McAvity & Son, Ltd., St. John, deals with household ice tools, pointing out that it is so much easier to handle ice with proper tools. The ad. mentions ice picks, chisels and tongs, every article made of good quality steel—light in weight but strong where the strain is greatest.

Refrigerators Save Food.

An ad. by Mills Hardware Co., Hamilton, dealing with a refrigerator sale says: "There is no question but what a refrigerator saves food. If the use of refrigerators was discontinued for one week the waste of food would be tremendous to say nothing of possible sickness." Other household lines featured in the ad. include household scales, paints, varnish stains, egg poachers, floor waxers and polishers, whitewash brushes, kitchen utensils, brushes and brooms.

The drudgery of wash day without the use of modern machines is pointed out in an ad by Manitoba Hardware and Lumber Co., Virden, Man., which states "The drudgery of wash day can be greatly eliminated by the many labor-saving devices to be had here. The washings at this season of the year and for the next two months are usually very heavy so it would seem a very good time to invest in a good washing machine and wringer. In washing machines we have several styles that will do a real good job, besides lessening the work for you. You will find our prices on any of these machines to be within the reach of all. No need to send away." Other lines featured in the ad. include wringers, clothes line, wash boards, pins, baskets galvanized tubs, scrub brushes, drying racks, clothes line reels, copper boilers, vacuum washers, clothes horses.

Serving Trays

"Dainty Glass-Bottomed Serving Trays." Under this heading an ad. by W. H. Thorne & Co., St. John, N. B., states "You can always find us for extra trays at your social functions, and when summer is here they'll be needed for serving ices on the verandah at your country home. The pretty oval trays we are showing are in mahogany effect, beautifully finished and can be made still more attractive by slipping doilies under the glass bottoms."

Under the heading "Hot Weather Goods," an ad. by A. E. Jones, Milestone, Sask., says "nothing is nicer than a thermos bottle, it will keep your drink cold in summer or hot in winter. They are highly recommended for keeping baby's food, or a thermos lunch box for those who carry their lunch."

"Refrigerator time is here," says an ad. by Rice Lewis & Son, Toronto, which continues, "looks like warm weather is here and likely to stay. Most folks have put off getting a refrigerator for various reasons. We have anticipated a big demand and are well stocked with guaranteed qualities in refrigerators. We want the opportunity to tell you about the various types and show you how well they are made."

Keeping Up to Date

Under the catchy heading "To Men Only," an ad. by F. P. Turner, Port Colborne, Ont., states: "You no longer cut your grain with the sickle or your hay with a scythe. But your women folk, if they are doing your washing on the wash board are doing pretty much the same as the women did when the Pharaoh ruled in Egypt. You could no longer go back to the crude implements of those days than you could get along without electricity or railways. For one quarter of the cost of a binder which is used but a few days and left idle the rest of the year—for the fraction of the cost of a typewriter or adding machine you could equip your kitchen and laundry with modern implements. We have washers, wringers, electric irons, ironing boards, vacuum sweepers, etc. We have all these helps and as merchants we don't want them to remain idle in our store, we want them to work for you in your home. We ask you to appropriate a small sum for the better kitchen and laundry."

Cash Customers Have Advantage

The McAfee hardware company, Holden, Alberta, is introducing a new system into their business. This system will give cash customers a decided advantage over those who desire credit. According to their advertisement all goods are marked at the cash price in plain figures and if anyone desires credit then ten per cent. is added to this marked price and in addition one per cent. interest per month is also added.

Another feature is that if any customer pays cash within fifteen days from the date the goods are purchased then the ten per cent. which was added to the cash price will be refunded.

Selling Suggestions for Household Lines

Comment on Conditions Among Manufacturers of Various Household Hardware Lines and Some Helpful Selling Suggestions Which Can be Used to Advantage by Merchants at This Time

SOME interesting comment on conditions among the manufacturers of various lines of household hardware and some selling suggestions which the trade can use to advantage, are included in the following paragraphs:

"We realize that in view of declining costs of groceries, etc., the housewife will have more money for the purchase of labor-saving devices in the home. We are planning to capitalize on this, and also on the fact that the month of June is the big bride month of the year, and also that the hot weather season is approaching," said T. F. Kelly, sales manager, Hoover Suction Sweeper Co.

"Having this in mind, the company have gotten out a number of special seasonable newspaper advertisements which we are merchandising through our district managers, and offering to supply to our dealers electrotypes of same for their use in their local newspapers, and we believe that we will receive the co-operation of our dealers in running these advertisements, and we hope that they will cash in on the seasonableness of these ads.

"We are becoming more convinced than ever that people do not leave off buying except when they have no longer any money to spend, and as we are convinced that that time has not yet come in this Dominion of ours, people can be found to purchase labor-saving devices such as ours.

"We find that the dealer who is alive to the situation and who has appointed someone in his organization to specialize on our product and devote some time to its sale is securing real results at the present time, and our organization is working and co-operating with our dealers to the utmost extent at the present time, in the hope that our dealers will follow our suggestions and secure maximum results.

"The dealer who is sitting quietly in his office is not doing much business, but the dealer who has adopted as his slogan '1921 WILL REWARD FIGHTERS,' or similar slogans, and is going out after the business, is the one who is cashing in at the present time."

Silver-plated Hollow-ware Business is Good

"General conditions in the silver-plated hollow-ware end of our business are quite gratifying," stated P. W. Haywood, Standard Silver Co., Toronto.

"We do not suppose there has been more than a 10 per cent. decline in business, this being caused, we believe, through the fact that during the past two years advantage was not taken of the increased demand for our goods by placing fictitious value on same.

"The general public have now, we believe, become thoroughly educated to the use of silver-plated goods for the table and we expect this June business to be a very heavy one.



Household hardware lines are well to the front in this view of the department devoted to the line in a hardware store. Enamelware and aluminum utensils are attractively grouped on the shelves displaying the most-called-for types. A glass front to the counter allows the display of some trays and on the table to the left is a dispiay of electrical household goods. Silverware, cutlery, cut glass, etc., is arranged in the showcase, part of which is visible on the right.

"It is pleasing to know that especially in the hollow-ware end of the business there are no inflated stock throughout Canada, and, therefore, this fall we see no reason why business should not become perfectly normal and especially so as there are other possibilities of slight readjustment of a few pieces which got a little out of balance during the rush of the last two years.

"We strongly recommend to the retail hardware merchant the policy of very attractive window displays during the month of June, clean snappy stock and plenty of local advertising."

"We find that there is business to be done but one has to go after it. The Canadian housewife has, evidently, made up her mind to buy a good electric washer and we are endeavoring to cater to her needs," said H. Eccles, vice-president, Easy Washing Machine Co.

"The sales of paint brushes in the medium qualities has been extremely good all year and is still keeping up," stated Meakins & Sons Co., Hamilton, Ont. "Better grades of paint brushes on account of the small amount building are not being sold as freely. The medium grade paint brushes are, however, being sold very rapidly. We think this is on account of the great number of people doing their own painting."

"We have been making an advertising feature of aluminumware being most suitable for June brides," said W. D. Shambrook, of W. D. Shambrook & Co., Hamilton.

"While our plant is not running to capacity, we are however, operating full time, we presume for the reason that aluminumware has become very popular, as it is both useful and ornamental and the average housewife takes a great delight in making her kitchen attractive, so we are of the opinion that while we will not be rushed with orders for the balance of this year, we are confident that we will be able to run our factory full time even under present business conditions."

Effect of Tax and Tariff Changes

New Basis of Value For Duty and Import Taxes May Temporarily Slow Up Tendency Toward Lower Price Levels—Manufacturers Comment on Effect of New Measures on Their Branch of Trade.

THE effect on retail prices of hardware in Canada of the new tax and tariff legislation is matter of interest among all branches of the trade at present.

It was pointed out by one manufacturer that the exchange differential is of importance in this direction, as it operates to increase production costs.

"Import taxation, either direct or indirect, is likewise reflected in the ultimate price of the commodity. No matter whether the manufacturer, the wholesaler or the retailer pays the initial tax or its various phases, it is the consumer who feels the final effects. Thus it is, that prices on hardware lines manufactured from imported materials, or on goods directly imported, will likely be prevented from following the gradual downward trend. Perhaps this offset will only be temporary," said this manufacturer, "but it will take a much longer period at present, than in previous times, for even the slightest increase in production cost to readjust itself, because of the expectations of the public with regard to general price reduction."

When prices increase, there is practically always a corresponding falling off in the number of sales, and the profit total accordingly dwindles, stated another manufacturer, pointing out that a smaller capacity of operation will always increase production costs, especially at this critical moment of trade relations, and that it is natural that the manufacturer or jobber will refrain from any higher quotations, if at all possible.

In the case of import taxation, and its varied phases, the addition must be made to the price, or else the manufacturer must assume the extra cost.

It was pointed out that this does not necessarily imply that the merchant will suffer a direct loss, but that his proportion of profits will be affected, if he does not "pass on" sufficient to cover the amount of taxation involved. This applies to both manufacturers and retailers. There are many merchants who claim that any further cut in their percentage of profit will automatically force their business into liquidation.

Which of these courses is preferential is a matter for the manufacturer concerned to decide upon. But it can readily be seen that a total close down involves a direct charge of indebtedness to the full extent of all carrying and fixed operating costs, as well as the total stagnation of the amount of capital involved, whereas the partial operation of any plant only implies a direct partial loss to the extent of the portion at a standstill.

The relative connection to import taxation here lies in its bearing upon the community welfare. Burdens added to any factory already laboring under the conditions referred to are likely to result in higher operating costs, or else increased prices to the buyer. No relief in this connection can be expected, either from present or future budgets, for taxation is necessary to revenue, and revenue is primarily essential.

Neither the increased sales tax, nor the import tax, will affect profits materially, either one way or the other, if the policy is steadily adopted by manufacturers and dealers of showing the amount of tax separately; for in this manner it will be passed along to the public. But if extra charges of this nature are to be absorbed into operating or overhead costs, then the final price can only reflect the addition.

There's A Real Point Here

MANUFACTURERS in general are faced with the problem of keeping their establishments going and making the best showing possible in a period such as we are going through. There are plenty to give advice, but much of it is not practicable because it comes from men who have no intimate, every-day connection with the machine shop, the foundry or the office.

A Toronto manufacturer made a worth while point in discussing this matter a few days ago.

"There are many things people can do in going through a period such as we have been in for the past six months, but the trouble is that the plan I may try at my shop may not be much use any place else.

"But remember this, there are certain foundations that one can never allow to be broken down. These must be kept up if you are going to stay in business at all. There is the danger of cutting your business movement too fine. There is the danger of cutting the wages of your men, particularly your foreman and superintendents to the point where it takes the conceit and the pride out of them. When this is reached it is better to turn the key in the door and quit until things turn for the better.

"It is possible to run your business like a man trying to save fuel in his boiler. He starts to bank the fires and he starts to use clinkers instead of good coal. After a time he finds there is a call for steam some day and he is not able to produce it because his fire has gone too low. That may be a homely way of stating the case, but it has the real point, viz., that there are well-defined limits in the way of curtailment and it is not safe to go beyond them."

This same warning is capable of very general application. Some firms find it necessary to curtail their publicity. Quite right. Others cut it to the point where they are banking the fires where they are depending on the clinkers of past services and connections to keep up the fires of business accounts.

Half Holidays and Daylight Saving

Partial List of Cities and Towns Throughout Canada Showing Half Holidays Being Observed by Merchants and Whether Standard Time or Daylight Saving is in Effect—List Will Be Completed Shortly—Send in Your Report if Not Already Listed

ONTARIO

ACTON.—Wednesday half holiday from 12.30 p.m. May to October. Close 6 p.m. except Friday and Saturday. Standard time.

ALMONTE.—No half holiday. Close 6.15 p.m. except Saturday. Standard time.

ALLISTON.—Friday half holiday, May to September. Close 6 p.m. except Wednesday and Saturday. Standard time.

ARTHUR.—Wednesday half holiday from 12.30 p.m., May to September 30. Close 6 p.m., except Saturday. Standard time.

ARNPRIOR.—Wednesday half holiday July and August. Close 6 p.m., except Tuesday and Saturday. Standard time.

ALEXANDRIA.—No half holiday. Close 6.30 p.m. Monday, Wednesday, Friday. Standard time.

AILSA CRAIG.—Wednesday half holiday from 12.30 p.m., May 1 to September 30. Close 6 p.m. except Saturday. Standard time.

AURORA.—No half holiday for hardware stores. Close 6 p.m., except Saturday.

BURLINGTON—No half holiday for hardware stores. Close 8 p.m. Standard time.

BURK'S FALLS.—Thursday half holiday from 12 noon June, July, August. Close 6 p.m. except Saturday. Standard time.

BRUCE MINES.—No half holiday. Close 6 p.m. Monday, Wednesday, Friday, all year round. Standard time.

BLIND RIVER. — Wednesday holiday from 12.30 p.m. May 4 to October 5. Close 6 p.m. except Saturday. Standard time.

BRACEBRIDGE.—Thursday half holiday from 1 p.m. from May 1 to October 1. Close 6 p.m. except Saturday and evening prior to holiday. Standard time.

BRANTFORD.—Wednesday holiday from 1 p.m. July and August. Close 6 p.m. except Saturday.

BLENHEIM. — Wednesday holiday from 12 noon in some cases only, from May till October. Close 6 p.m. except Tuesday and Saturday. Standard time.

BRIGHTON.—Wednesday holiday from 12 noon, May to September, inclusive. Close 7 p.m. except Saturday. Standard time.

BELLEVILLE. — Wednesday half holiday from 12 noon, during June, July, August. Close 6 p.m. Standard time.

BARRIE.—Wednesday half holiday from 12 noon from June to September. 6 p.m. closing except Saturday. Standard time.

BOWMANVILLE.—Wednesday half holiday from 12.30 p.m. every month but December. Close 6.30 p.m. except Saturday. Standard time.

BRAMPTON.—Wednesday half holiday from 12.30 May to August. Close 6 p.m. except Saturday. Standard time.

COBALT.—Wednesday half holiday May to September inclusive. Early closing at 6 p.m. Saturday 10 p.m. Standard time.

COCHRANE.—No half holiday. Close 6.15 p.m., except Saturday. Standard time.

COLBORNE.—Wednesday holiday from 12 noon May 1 to October 1. Open evenings except Wednesday. Standard time.

COBOURG. — Wednesday holiday from 12.30 May to September inclusive. Close 6 p.m. except Saturday. Standard time.

COBDEN.—Wednesday half holiday from 12 noon June, July, August. Close 6 p.m. Monday, Wednesday, Friday. Standard time.

COLLINGWOOD. — Wednesday holiday 12.30 p.m. June to August, inclusive. Close 6.30 p.m. except Saturday. Standard time.

COPPER CLIFF. — Thursday holiday from 12.30 p.m. May to August, inclusive. Close 6 p.m. except Saturday. Daylight saving June 1 to Oct. 15.

CREEMORE.—Thursday holiday from 12.30 noon, May to September. 6 p.m. closing except Wednesday. Standard time.

CAMPBELLFORD. — Friday holiday from 12.30 May to September. Close 6 p.m. except Wednesday and Saturday. Standard time.

CLINTON.—Wednesday holiday from 12.30 p.m. May to September inclusive. Close 6.30 p.m. except before holidays. Standard time.

CHATHAM.—Thursday half holiday from 12.30 p.m. from May to August inclusive. Close 7 p.m. Saturday 10 p.m. Standard time.

CHATSWORTH.—Wednesday half holiday May to September. Close 6 p.m. Standard time.

DUNNVILLE.—Wednesday half holiday from 12.30 p.m. May to October. Close 6 p.m. except Saturday. Standard time.

DUTTON.—Close Wednesday from 12 noon May 1 to October 1. Close 6 p.m. except Saturday. Standard time.

DRAYTON.—Thursday half holiday from 12 o'clock from May 15 to September 15. Close 6 p.m. Monday, Tuesday, Friday. Open Wednesday and Saturday evenings. Standard time.

ELORA.—Wednesday holiday from 12 noon May 1 to Nov. 1. Close 6 p.m. Standard time.

EXETER.—Wednesday holiday from 12.30 p.m. June to August. Close 6 p.m. except Saturday. Standard time.

ELMIRA.—Wednesday holiday from 12.30 p.m. April 1 to Nov. 1. Close 6.15 except Saturday. Standard time.

EMBRUN. — No holiday. Close Monday, Wednesday, Friday, 7 p.m.

FINCH. No half holiday. Close 7 p.m. Monday, Wednesday, Friday. Standard time.

FENELON FALLS.—Wednesday half-holiday from 12 noon, May to September inclusive. No early closing. Standard time.

FERGUS.—Wednesday holiday from 12 noon except December. Close 6 p.m. except Saturday. Standard time.

HESPELER.—Wednesday holiday from 1 p.m. all year. Close 6.15 p.m. except Friday and Saturday 10 p.m. Standard time.

HENSALL—Thursday holiday from 12.30 May 1 to October 1. Early closing evenings except Wednesday and Saturday. Standard time.

HAGERSVILLE.—Thursday holiday from 12 noon May to August. Close 6 p.m. except Wednesday and Saturday. Standard time.

HAILEYBURY. — Wednesday holiday from 12 noon, May to September, inclusive. Close 6.30 p.m. Standard time.

HARROW.—Thursday half holiday from May to September. Early closing Tuesday night.

HAMILTON. — No general half holiday. No early closing regulations. Some hardware stores close Wednesday afternoon July and August. Standard time.

HARROW.—Thursday half holiday from May to September. Standard time.

HIGHGATE. — Wednesday holiday from 12 noon, April to October, inclusive. Close 6 p.m. Monday, Wednesday, and Friday. Standard time.

INGERSOLL. — Wednesday holiday from 12.30 May to Nov. inclusive. Close 6.30 except Saturday. Standard time.

KENORA.—Wednesday half holiday from 1 p.m., May to September inclusive. Close 6 p.m. except Saturday. Standard time.

KEEWATIN. — Thursday half holiday. Stores close 6 p.m. except Saturday. Standard time.

KITCHENER.—Wednesday holiday from 12.30 p.m. May to September, inclusive. Close 6.15 p.m. Daylight saving.

KINGSVILLE. — Thursday half holiday from 12 noon May to November. Close Tuesday 6 p.m. Standard time.

LANSDOWNE. — No half holiday. Close 6 p.m. Monday, Wednesday, Friday. Standard time.

LINDSAY.—Wednesday half holiday from 12.30, June, July and August. Close 6 p.m. Standard time.

LISTOWEL. — Wednesday holiday from 12 noon, May to September, inclusive. Close 6 p.m. except Saturday. Standard time.

MILLBROOK.—Thursday half holiday from May to September inclusive. Close 6 p.m. except Wednesday and Saturday. Standard time.

MARKHAM.—Wednesday holiday 12 noon May 1 to October 1. Close 6 p.m. except Saturday. Standard time.

MILTON.—Wednesday holiday from 12.30 p.m. May to September. Close Monday, Wednesday, Friday, 7 p.m. Standard time.

MORRISBURG.—No half holiday. No early closing. Standard time.

MARMORA.—Wednesday half holiday from 12 noon from June to August inclusive. Standard time.

MITCHELL.—Wednesday holiday from 12.30 May to October inclusive. Close 6.30 p.m. except Saturday. Standard time.

MOUNT ALBERT. — Wednesday half holiday May to October. Close 6 p.m. except Thursday and Saturday. Standard time.

MILDMAY. — Thursday half holiday from 1 p.m., from May to August inclusive. Close 6.30 p.m. Standard time.

MIDLAND.—Wednesday half holiday from 1 p.m., June, July and August. Close 6 p.m., except Saturday. Standard time.

NIAGARA FALLS. — Wednesday half holiday from 12 o'clock from January to November. Close 6 p.m. Saturday 9 p.m. Daylight saving May 1 to Oct. 15.

NORTH BAY.—Wednesday holiday from 1 p.m. May to October inclusive. Close 6 p.m. except Saturday and before holidays. Standard time.

NEW LISKEARD.—Wednesday half holiday from 1 p.m., June to September. Close 6 p.m. except Saturday. Standard time.

NEW HAMBURG.—Wednesday holiday from 12.30 p.m. May to August. Close 6 p.m. except Saturday Standard time.

NEWMARKET.—Wednesday half holiday from 12 noon, May to September inclusive. Close 6 p.m., except Saturday. Standard time.

NIAGARA-ON-THE-LAKE. — Wednesday holiday from 1 p.m. June to September. Daylight saving to October 1.

NAPANEE.—Wednesday half holiday from 12 o'clock from June 15 to August 30. Close 6 p.m. except Saturday. Standard time.

OAKVILLE. — Wednesday half holiday, April to August inclusive. No early closing. Daylight saving till September.

ORANGEVILLE. — Wednesday holiday from 12 noon May to September. Close 6 p.m. except Saturday. Standard time.

ORILLIA. — Wednesday holiday from 12 noon, May to October 1. Close 6 p.m., except Saturday. Standard time.

OSHAWA.—Wednesday holiday from 1 p.m. June to August. Close 6.30 except Saturday. Standard time.

OTTAWA.—Saturday half holiday from 1 p.m. during July and August. Close 6 p.m. Daylight saving May 1 to October 1.

PALMERSTON.—Wednesday half holiday from 12.30 p.m., May to September inclusive. Close 6 p.m., except Saturday. Standard time.

PETROLIA.—Wednesday half holiday from 12 noon from June to September inclusive, 6 p.m. closing, except Saturday

(Continued on page 46)

Hardware and Metal

Canada's National Hardware Weekly

Member Audit Bureau of Circulations Member Associated Business Papers

The Only Weekly Hardware Paper in Canada

PUBLISHED EVERY SATURDAY SINCE 1888 BY

The MacLean Publishing Company, Limited

Montreal TORONTO, CANADA Winnipeg

THE National Association of Purchasing Agents is behind a movement to make a contract sure—a thing that cannot be called off and discarded at the whim of the should-be purchaser. If they can root this sow thistle out of our industrial garden more power to them.

* * *

MERCHANTS in some farming communities are inclined to over-estimate the effect on Canadian farmers of the emergency tariff legislation enacted by the United States. It must be remembered that over eighty per cent. of our dairy products are exported to countries other than the United States.

* * *

TWENTY THOUSAND Farmer's Accounts Books have been supplied to Canadian farmers by the Commission of Conservation for the purpose of keeping records of farm accounts. This is evidence of greater business efficiency on the part of farmers and it should indirectly improve retail trade conditions in rural districts.

* * *

LIQUOR is not hardware, but on more than one occasion recently, when it is hard to get the "strong stuff," it is sometimes shipped as hardware. A few days ago License Inspector Taber in Kingston confiscated fourteen cases of whiskey which had been consigned as hardware to a merchant of Gananoque, and belonging to Watertown, N.Y. The merchant, not a hardwareman, was arrested.

* * *

THE TRANSPORTATION building at the Toronto Exhibition bears the sign of a few years ago: "Transportation—Water, Rail and Road." This year the whole building is given over to automobiles and another building is required for the truck display — such has been the expansion of the automotive industry.

IGNORANCE OF MINOR OFFICIALS

IT is quite an average thing to find some merchants who cannot figure out their responsibility under the Government's tax legislation, but it is a sad commentary on the legislation that local collector of Customs and Inland Revenue do not in many cases fully understand the law themselves.

In connection with the much debated case of the responsibility of the tinsmith, it has clearly been set forth in Hardware and Metal on numerous occasions that the tinsmith who makes up articles sold directly to the customer is not liable as a manufacturer. Some merchants, acting upon this advice, have been informed by local collectors that they are mistaken, that they are manufacturers and should take out license as such and make returns of sales tax collected on such goods as is "manufactured." One collector recently attempted to define the law himself, interpreting it as classing a tinsmith as one who does nothing but repair work and soldering, while classing a sheet metal worker who does furnace work, makes up eavetrough, etc., as a manufacturer.

This ruling is erroneous and the correct ruling stands as outlined in Hardware and Metal, namely that any tinsmith who makes up articles for sale directly to customers is, for purposes of tax legislation, a retailer.

In order to clear up this matter a definite ruling has been secured by Hardware and Metal direct from the Deputy Minister of Customs and Inland Revenue, as outlined elsewhere in this issue. This official points out that if there is any dispute tinsmiths may write the words "abandoned" on the tax papers and return them to the department. The ruling of local collectors is not final so that if the tinsmith has good case and believes himself to be a retailer under the act he need not be scared into taking out a manufacturer's license by any local official, but take no action except to refer the matter to higher authority.

THE FUTURE OF PRICES

EVERYONE is interested in the probable course of prices in the near future. For some years prices have been a very interesting feature, since the rapid rise to unprecedented levels during the war years and the steady decline has been a gradual readjustment to lower price levels, and evident since the armistice was signed. The recent trend interest in the probable course of prices is heightened by predictions from some quarters that the process will not be completed until pre-war levels are returned.

In this issue of Hardware and Metal are some further interesting views on this topic. A prominent wholesaler and banking official is of the opinion that in basic iron and steel commodities pre-war prices will return, the process of returning to be largely governed by the extent of the discomforts of the readjustment period. Already prices on dairy and some agricultural products are down to 1914 levels or below, but the manufactured products have been maintained chiefly on account of high overhead costs, labor costs and freight rates. The present condition of decreased production is not conducive to lower prices as costs are raised as result. Plant extensions were made in many cases during the recent active periods and this all results in a higher rate of overhead. It is expected that this condition may be offset to some extent by the perfection of industrial processes which may lower costs without necessarily lowering the wages of labor. Of course labor costs will also reduce as the period of readjustment progresses, but no one wants the acute condition likely to result from a sudden drop in labor's earnings while the expenses of the laboring man are still as high as at present. One of the most serious impediments to lower labor costs at present is high rentals and it is unlikely that this condition will improve until the housing shortage is relieved, and until the building industry is again encouraged as a means of profitable investment. Landlords will not be inclined to lower rents as long as conditions prevail under which they could just as as well withdraw their investment from building properties and place it to as good advantage in gilt-edged securities paying good returns, as at the present time.

Recent tax and tariff legislation was thought, by this official, to be a further hamper to imports and therefore to trade generally at this time. While this and other factors tend to restrict trade and to maintain high production costs, it was thought that the other factors which will operate naturally, will tend to continue the process of readjustment until price levels of 1914 are again returned.

Events in the Trade

BUSINESS CHANGES

Walter Screaton who has for a number of years represented McClary Mfg. Co. on territory out of London, is resigning to go into business for himself, having purchased the hardware business of Mr. Adolph, of Listowel, Ont. This change will not actually go into effect until the 1st of September, and the name of Mr. Screaton's successor has not yet been announced.

FIRE LOSS

Montreal.—J. & P. Danignon, hardware and stoves, suffered fire loss.

PERSONAL

Lloyd E. Jennings, president the Crescent Co., Meriden, Conn., has been spending a few days visiting Campbell Agencies, Toronto, who represent Crescent Co., in Canada.

COLT COMPANY'S NEW PRESIDENT

Samuel M. Stone, for sixteen years with the Colt's Patent Fire Arms Manufacturing Company, has been elected head of this organization. At a meeting of the board of directors, Col. William C. Skinner, expressed his wish to be relieved of the details encumbent upon the duties of president, after having been in the business harness for more than forty years, and upon Mr. Stone was conferred the well-merited honor. Colonel Skinner will still remain actively engaged in the larger affairs of the company as chairman of the board of directors.

Mr. Stone came to the Colt Company sixteen years ago as a salesman, after being a buyer for the Simmons Hardware Company of St. Louis, Mo., for about fifteen years. Two years later Mr. Stone was made sales manager of the Colt Company and in 1912 was elected vice-president. Mr. Stone received his first business experience in the retail hardware store of Stone Brothers, his uncles. Mr. Stone worked in the store for three years. Mr. Stone's first official act was to appoint Dwight G. Phelps, sales manager. Mr. Phelps came to the Colt Company in 1902.

SPURIOUS "GILLETTE" RAZOR BLADES

Details of the case arising from the unauthorized use of the name "Gillette" on certain razor blades manufactured in Germany are outlined by the Ironmonger as follows:

"The facts brought to light by the prosecution were admitted so far as the character of the blades was concerned, and they suggested that Graetz was known to be sending to this country cutlery marked "Sheffield." The blades in question were packed in dozens, as are the genuine blades, in cartons identical with those used by the Gillette Co. at their factories in Boston, U.S.A., and Montreal (Canada), except that the German carton is stitched and the American is not. Again, the printing looked somewhat different from the original, although the photograph and signature of Mr. Gillette appeared in the same manner as on the genuine article. Intentionally or otherwise, there was, however, a slip in the inscription, "Known all over the world," which Messrs. Gillette adopt, the German imposter having used the word "ower" for "over."

"Witnesses for the Gillette Safety Razor (Lim.), of London, an English company formed for selling the American company's goods in Great Britain and on the Continent, said that a good many spurious blades were now on the market, and were doing the company considerable harm.

"The present price of 'Gillette' blades in this country was stated to be 60m. per dozen, with a trade discount of 40 per cent. on orders of 1,000 dozen packets and upwards—about 5s. at the present rate of exchange ,against the 12m., or 1s., at which these spurious ones were to be sold."

Merchants In Lindsay Adopt Union Delivery

A union delivery system is being used by a majority of the grocers and dry goods merchants of Lindsay, Ont.

A five-wagon service is being operated by Kennedy Bros. and four deliveries per day are given in all parts of the town with five on Saturdays. Every wagon has a certain route to cover, and the goods are all collected by each man before he commences delivery. The goods are then placed in route order and taken as they come irrespective of the merchant from whom they were bought.

This service costs each merchant about the amount which would be required to pay a delivery man's salary.

The system is working very satisfactorily.

Objects to Present Administration

C. A. Macpherson, President McKelvey & Birch, Ltd., Kingston, Ont., Speaks of Business

KINGSTON, Ont.—Speaking of business conditions and means toward improvement, C. A. Macpherson, president McKelvey & Birch, Ltd., hardware merchants, stated to Hardware and Metal that the people must send men to Ottawa to govern directly, not by commission or bureau. It is his opinion that the policy of the federal governments, and provincial, in regard to gratuities, bonuses and artificially-made work such as road building, etc., for sound and healthy returned men, has caused great hardships to employers and interfered with the ordinary good intentions of a large proportion of workers. He states that not only did the gratuities serve to keep men away from work by lending the impression that they could continue to depend on getting something without any present effort, but the road work, besid- sequent higher prices, served to create a thus restricting production with its con- scarcity of general labor for ordinary prosecution were admitted so far as the es denuding the farms of their help and pursuits and also a feeling of unwhole- about an almost entire lack of control among employees at work as well as affecting the quality and amount of work performed.

The Excess Profits Tax (now fortunately repealed) has been a cause of extravagance with a tendency to dishonesty to oneself through the often-expressed excuse:"We may as well create this office or that, or incur that or the other expense, for if profits are allowed to grow unduly, the tax office will take them away."

Pending possible improvement, Mr. Mcpherson offers the following: "We believe that much work awaits the return of confidence and courage to the people. The enforced liquidation of merchandise through restriction of credits has caused declines in prices of practically all lines of materials. This had induced the very reasonable expectation of a drop in wages, on the part of the public, also that much is being held up awaiting not only lower costs, but more particularly a confidence that "near bottom prices" for this year, at least, have been reached.

Hardware Letter Box

Information on trade topics will be gladly supplied to subscribers through this department.

WOODWORKERS' VISES

Mitchell & Co., Ingersoll, Ont.—Would you forward us the names and addresses of makers of woodworkers' vises?

Answer—The Jas. Smart Mfg. Co., Brockville, Ont.; The Stevens Co., Ltd., Galt, Ont.; The Canadian Blower & Forge Co., Ltd., Kitchener, Ont.; The Katie Foundry, Galt, Ont.; The National Machinery & Supply Co., Ltd., Hamilton, Ont.; The Richards-Wilcox Co., Ltd., London, Ont.

GLASS DASH CHURNS

Foster Hardware Co., Orono, Ont.—Would you kindly forward us the address of makers of crockery and glass dash churns?

Answer—The Belleville Pottery Co., of Belleville, Ont.

CANADIAN SOAPSTONES

A. E. McPhail, Renfrew, Ont.—Can you inform me where I can procure soapstones in Canada?

Answer—These can be secured from the Hamilton Facing Mill Co., Hamilton, Ont.

ELECTRIC CURLING IRONS

Collingwood Hardware Co., Collingwood, Ont.—Please advise where electric curling irons are made.

Answer—These are made by the Canadian Edison Appliance Company, Stratford, Ont.

LEE-ENFIELD RIFLES

J. B. Crawford Estate, General Merchants Dutton, Ont.—Will you be kind enough to give us the address of the makers of the Lee-Enfield rifle?

Answer—This rifle is of British manufacture and the original makers are: Royal Small Arms Factory, Enfield Lock, Ponders End, Middlesex, England.

PLAYTIME WASHING MACHINES

Hickling Bros., Delhi, Ont.—Will you please tell us the name and address of the company manufacturing the Playtime Washing Machine?

Answer—The Dowswell-Lees & Co., Hamilton, Ont.

CLIPPETTE LAWN MOWER

Madole Hardware Co., Napanee, Ont.—Please advise whether or not the makers of the Clippette Lawn Mower have a branch in Canada.

Answer—This company is not represented in Canada. The mower is made by the Southern Electro Steel Co., Inc., Lynchburg-Virginia.

Trade Enquiries

Names and addresses of enquirers can be obtained only by those interested in such lines upon application to Hardware and Metal. Please quote reference number when requiring addresses.

2857. **Electrical supplies.**—A Manchester firm would like to hear from any Canadian manufacturers of electrical goods (specialties in particular) likely to be saleable in the United Kingdom.

2856. **Belt dressing.**—A Manchester firm wish to place on the Canadian market a new solid non-slip belt dressing, and are prepared to appoint agents in Montreal, Toronto, Winnipeg, and Vancouver.

2866. **Vises.**—The administrator of the of the South African provinces desires to secure from Canadian manufacturers of woodwork vises (instantaneous grip) and metalwork bench vises samples or catalogue illustrations, together with prices f.o.b. Atlantic ports. Replies to give the fullest information as to packing and delivery.

2871. **General agency.**—A firm of manufacturers' agents with head office in Demerara, British Guiana, and who cover the whole of the West Indies, are quite familiar with the trade in these islands, and are in a position to give good references, desire to secure Canadian connections on a large scale in hardware.

3042. **Water-closet seats.**—A Liverpool firm are in the market for 50,000 water-closet seats, single and double. Full particulars with samples asked for.

2914-2915. **Trade with Jugo-Slavia.**—Two important firms in Dubrovnik, Dalmatia, would be interested to hear from Canadian exporters desirous of developing trade with that market.

3045. **Broom handles.**—A Liverpool firm ask for quotations on broom handles, 48 inches by 1⅛ inch by 1¼ inch, in 200 gross lots.

3054. The Municipal Council of Johannesburg, South Africa, are in the market for 15,000 feet of 4-inch black wrought iron piping and 100 4-inch sluice valves, required in connection with same. Specifications, conditions of contract, and particulars of special conditions may be seen on personal application to Room 175, West Block, Ottawa (file No. 21011).

3056. **Pumps.**—One of the best-known firms of South African engineers and mining material merchants, with headquarters in Johannesburg, desire to negotiate with a Canadian manufacturing house specializing in centrifugal pumps, for their South African agency. Catalogues, prices f.o.b. Canadian Atlantic ports, and full particulars as to agency plans desired with first letter.

3061. **Hollow-ware.**—A South African firm of commission agents, with headquarters at Cape Town, desire to represent Canadian manufacturers of galvanized hollow-ware and cast-iron hollow-ware. Particulars as to prices f.o.b. Canadian Atlantic ports, quantities and packing, etc., together with agency terms, desired by first letter.

Catalogs and Booklets

A review of new catalogs, etc., as published by manufacturers, wholesalers and others in the trade for the information of hardware dealers.

CANADA STEEL DAMPERS

The Myers Manufacturing Co., of Dresden, Ont., are distributing to the trade a 4-page folder illustrating their new Canada line of steel dampers. Various sizes for stoves and furnaces of all kinds are being produced and marketed.

NEW MARBLE'S CATALOG

Marble Arms & Mfg. Co., Gladstone, Michigan, have just issued a new consumer catalog. In it Marble's outing equipment is illustrated and described and list prices given. The dealer's name is imprinted on the covers and copies are mailed to prospects. All that is required of the dealer is that he furnish a list of outdoor men who are interested in Marble's outing equipment.

KITCHEN EQUIPMENT

A new catalog covering various lines of standard kitchen equipment has recently been issued by the Josiah Anstice & Co., Inc., of Rochester, N.Y. The booklet illustrates the different "Sterling" products designed especially for hotels, restaurants, cafeterias, institutions and clubs. These include peeling machines, mashers, fruit pressers and slicers, of both power and hand designs and adaptable to various kinds of vegetables. The Josiah Anstice Co., Inc., are successors to the N. R. Streeter & Co.

SMOOTH-ON INSTRUCTION BOOK. No. 18

A pocket booklet, 4-inch by 6-inch and containing 144 pages of useful information and instruction on the uses of Smooth-On, has been issued by the Smooth-On Mfg. Co., Jersey City, N.J. Smooth-On is put up in 7 different forms for various purposes and the makers also manufacture an iron concrete paint and a Smooth-On coated corrugated iron gasket.

The book is profusely illustrated showing actual repairs done by Smooth-On in mending leaks and breaks in machinery, castings and a wide variety of articles.

Smooth-On is also put up in household packages and many handy uses for it round the house are shown. Another form is made for the use of motorists and garage men. For plumbers and steam fitters numerous cases are shown and illustrated where Smooth-On can be used for stopping leaks in radiators, pipe joints, furnace castings, etc.

SIMPLEX ROOF FLASHINGS

A booklet on "Simplex" galvanized iron, copper and all lead flashings has been issued by the Simplex Mfg. Co., Chicago, Ill., and can be obtained from their agents, W. H. Cunningham & Co., 269 West Richmond St., Toronto, Ont. Simplicity, durability and efficiency are claimed for this flashing, which consists of only three parts—the flange plate or base—the cone shaped sleeve—and a pure lead collar. It is stated that these flashings will fit any angle of roof from 50 degrees to flat, and there is no need to stock different angles to conform to various pitches. This means a saving and economy in stock. Simplex flashings are guaranteed to perform every service for which they are made.

A NEW STANLEY SCREEN HARDWARE BOOK

A new booklet devoted to screen door and window hardware has just been issued by the Stanley Works, New Britain, Conn., and the variety of design and finishes in screen door hardware is a revelation to anyone who unthinkingly dismisses this as consisting of a pair of hinges, with screws, a pull and hook and eye.

In window screen hardware simplicity and strength are said to be the points aimed at in designing and manufacturing these lines, and the various hangers though small are constructed so that considerable weight can be carried without risk or danger of screens being blown off. Other lines listed in the book, which has 24 pages, 3 inches by 6 inches, are door and window catches, foot and chain bolts, screen couplings, handles or pulls, corner irons and brace sets.

STANLEY GARAGE HARDWARE SET

A new four-page folder illustrating the No. 1780 Garage hardware set, printed in two colors has just been issued by the Stanley Works, New Britain, Conn. This folder lists the quality garage hardware set manufactured for brick or concrete garages or where the doors require an offset.

This set includes the new cushion type of door holder No. 1773, also the large cremone bolt which fastens the door at top and bottom at one operation of a lever handle. The doors are swung on 12-inch and 36-inch ball bearing hinges. A copy of folder will gladly be sent to any readers interested.

THE NATIONAL PIPE AND CABLE HANGER

A folder illustrating the National pipe and cable hanger illustrates what is described as the only hanger handling pipe in assorted sizes, doing away with the necessity of carrying a stock of various sizes. The National hanger is claimed to be the only hanger with beam clamp requiring no tools to install. It is put up in compact rolls, and is made of soft steel. The makers are the National Pipe and Cable Hanger Co., 921 Melrose Ave., New York City, and the Canadian agents are W. H. Cunningham & Co., 269 W. Richmond St., Toronto, Ont., from whom folders and particulars can be obtained.

SPRAYING MACHINERY

A booklet has been published by the Canadian Potato Machinery Co., Ltd., Galt, Ont., illustrating and describing the sprayers made by this firm. The company specialize on two and four-row sprayers suitable for efficiently covering large areas in short time as well as making tank sprayers that can be carried on a man's back and are more suited for limited areas. The advantages of effective spraying are fully described and illustrated and copies of the booklet may be had on application.

News of Western Canada

British Columbia R.M.A. Convention to Be Held in Duncan

Vancouver (Special).—The British Columbia branch of the Retail Merchants' Association of Canada have accepted the invitation of the Duncan branch to hold the provincial 1921 convention at Duncan, B.C.

Duncan is a delightful town of 1,200 people on the Esquimalt and Nanaimo Railway, forty miles north of Victoria. It is said to enjoy the most equable climate of all Vancouver Island. Situated on the Cowichan River, a sportsman's paradise surrounds it—one mile to Somenos Lake, two miles to Quamichan Lake and only eighteen to Cowichan Lake. Fishing in these waters is a matter of international fame. The surrounding territory tributary to Duncan boasts of mining, lumbering, farming and dairying as well as extensive fruit growing.

The convention will be held in August or September.

WESTERN NOTES

Frintosh, Alta.—L. F. Sherrin has sold his hardware business.

* * *

Regina, Sask.—McKenzie Hardware Co. has taken over the business formerly known as C. T. Laird Hardware.

* * *

Pearson Bros. have purchased the harness and saddlery business recently carried on by John Luft, Carstairs, Alta. Stock is being taken at present and Mr. Luft intends going to Calgary as soon as the business transaction is adjusted.

* * *

J.D. McPherson, of the firm of McPherson and Hanley who have conducted the hardware businesses in Medicine Hat, Vulcan and Red Deer, Alta., spent a few days recently in Drumheller, Alta., looking after their interests in connection with the Cumming Hardware Company of Drumheller which they recently purchased. Mr. McPherson plans to take possession of the new store about June 1st.

* * *

Mr. J. Micholsky is building an addition to his store at Colemand, Alberta, and plans to carry a stock of hardware.

* * *

The interior of Standish and Son's hardware store, Banff, Alberta, has been remodelled and will compare favorably with other hardware stores in the West.

* * *

Loftus H. Allen, Bowden, Alberta, who recently purchased the hardware business of Bernard and Christie at Bowden, is having the store completely renovated and new stock is arriving daily. The business will be run under the management of Ralph Hamilton, who was formerly manager of Wilkinson's hardware at Alds, Alberta.

* * *

The C. H. Horsley hardware store at Castor, Alberta, has just received a coat of paint, which has added much to the appearance of the building.

* * *

Burglars recently entered the hardware store of Graham and McAfee, Viking, and lifted some articles from the store. Entrance was made through one of the back windows; the cash drawer was rifled, the safe door was opened but the second steel door was not tampered with. No clue of the burglars has been found.

* * *

It is reported that the Wilkinson hardware store at Jenner, Alberta, which was recently destroyed by fire, will be rebuilt.

* * *

J. H. Lingjerde, Morrin, Alta., has started on his furniture and hardware store.

* * *

L. F. Sherrin, of Ferintosh, Alberta, has recently sold his hardware store.

Saskatoon Has A Successful Campaign

Saskatoon recently concluded a novel campaign in the interests of better business for the whole city. It was the result of a splendid spirit of co-operation between the merchants of the city, including every branch, and even taking in theatres, hotels, restaurants, etc. It was a city movement, and the name of the campaign was "More than usual courtesy to out-of-town customers."

In writing of this campaign, J. B. Malette, sales promotion manager of F. R. MacMillan, Ltd., of that city, is most enthusiastic regarding the results of the campaign not only to their own store but to the entire city business.

"The campaign was a whirlwind success," he writes, "from every angle—shopkeeper, clerk, theatre owner, restaurateur, hotel proprietor, etc. We placarded the city with the mystic words, 'Treat 'em right.' We shot it on slides in the movies, ran it in every advertiser's copy, scare-headed it across eight columns in the press, pasted stickers on all autos, cards in all elevators and store windows, and even sent personally signed letters to every clerk in the city. Then there were addresses to the Rotary Club, the Kiwanis Club, and the campaign ended in a blaze of glory at the Chamber of Commerce Forum meeting, when the entire subject came up for debate.

"We are now about to launch the second stage of this campaign—'Bringing in the out-of-town guest once a month.' We're going to entertain him, give him special railway rates, sporting events, good shows, and special hotel and restaurant rates. We know if we 'treat 'em right' in ways like this that local retailers will reap the reward."

A Good Plan

"Don't you think it a good plan?" aska Mr. Malette of Hardware & Metal. Assuredly we do. It is one of those co-operative plans that engenders pride in one's own city, convinces the consumer that there isn't a better or more economical place under the sun to do one's shopping in than in one's own home town, and in so doing, increases the business of every retail merchant in the city. The centralization of business in large centres of population is a monument to the lack of co-operation on the part of retail merchants in their respective communities. If there were hundreds of campaigns such as the ones being conducted in Saskatoon, there would be more progressive towns and cities throughout the length and breadth of the Dominion.

NEW VALVE CATALOGS

The Penberthy Injector Company, of Windsor, Ont., have recently issued catalogs covering their new lines in manufactured brass goods. Catalog No. 26C includes descriptions of the new hydraulic vacuum generator, also the steam and hot water valves, as well as covering injectors, brass valves, air cocks, lubricators, oil and grease cups, water gauges and gauge cocks. Catalog No. 25-V illustrates chiefly brass valves of the Radio, Compodisk, and regrinding types. Another useful little booklet covering steam and hot water radiator valves is also ready for distribution.

(CONTINUED FROM PAGE 41)

Standard time.

PICTON.—Thursday half holiday from 12 noon during July, August, September. Close 6 p.m. all year. Standard time.

PARIS.—Wednesday half holiday all year round. Close 6 p.m. Standard time.

PRESCOTT.—Wednesday holiday from 12 p.m. July and August. Close 6 p.m. except Saturday. Daylight saving to September 30.

PORT DOVER—Wednesday half holiday from 12.30 p.m., June to September. Close 6 p.m. except Saturday. Standard time.

PORT BURWELL.—Wednesday holiday from 12 noon May till October. Standard time.

PORT HOPE. — Wednesday half holiday from noon, June, July, August. Standard time.

PENETANGUISHENE.—Wednesday half holiday from 12.30 noon, May 13th to September 15th. Close 6 p.m. except Saturday. Standard time.

PARKHILL. — Wednesday holiday from 12 noon May to September, inclusive. Close 6 p.m. except Saturday. Standard time.

PARRY SOUND.—Wednesday half holiday 12.30 p.m. during June, July, August, September. Close 6 p.m. except Saturday and evenings before holiday. Standard time.

PRESTON.—Wednesday holiday from 12.30 noon throughout year. Close 6 p.m. except Saturday. Standard time.

RODNEY. — Friday holiday from 12 noon May to September 30. Close Monday, Wednesday, Friday, 6 p.m. Standard time.

RENFREW.—Half holiday not decided yet. Closed Wednesday p.m. last year. Close 6 p.m. Standard time.

RIDGETOWN.—Wednesday half holiday, from 12 noon until end of October. Close 6 p.m. Monday, Wednesday and Friday. Standard time.

SANDWICH. — Thursday half holiday, 12.30 p.m., May to September. Close 6 p.m. Standard time.

SAULT STE MARIE.—Wednesday half holiday at 12 o'clock, during every month except December. Closing 6 p.m. nightly. Standard time.

STURGEON FALLS.—Wednesday half holiday 12 noon, June, July, August. Close 6 p.m. except Monday and Saturday. Standard time.

ST. CATHARINES.—Wednesday half holiday all year except when holiday in same week. Close 6 p.m. except Saturday. Daylight saving till September 30.

ST. MARY'S.—Wednesday holiday from 12.30 p.m. May to September. Close 6 p.m. except Saturday. Standard time.

STRATFORD. — Wednesday half holiday from 12.30 noon. Close 6 p.m. except Saturday. Standard time.

SUDBURY.—Thursday holiday from 12.30 p.m. May to August. Close 6 p.m. except Saturday. Standard time.

SEAFORTH.—Wednesday holiday 12.30 p.m. June to September. Close 7 p.m. Standard time.

SIMCOE.—Wednesday half holiday from 12 noon June to September. Close 7 p.m. except Saturday. Standard time.

SMITHS FALLS—No action for half holiday yet. Close 6 p.m. except Saturday. Daylight saving not decided upon yet.

SHELBURNE.—Wednesday half holiday May to September. Close 6 p.m. except Saturday. Standard time.

TORONTO (WEST).—Wednesday half holiday all year round. Daylight saving for summer.

THESSALON.—Wednesday holiday from 12 noon, May to September inclusive. Close 6 p.m. except Saturday all year. Standard time.

TWEED.—Wednesday half holiday from 12.30 p.m. June, July, August. Close 6 p.m. except Saturday. Standard time.

TRENTON. — Wednesday half holiday from 12 noon, June to September. Close 6 p.m. except Saturday. Standard time.

TILLSONBURG—Wednesday holiday from 12 noon May to September. Close 6.30 p.m. except Saturday. Standard time.

TOTTENHAM.—Wednesday holiday from 12 noon May 4 to September 28. Close 6 p.m. Monday, Wednesday, Friday. Standard time.

UXBRIDGE.—No holiday. No early closing.

VANKLEEK HILL.—No half holiday. No early closing regulations. Standard time.

WINCHESTER.—Wednesday half holiday, 12 o'clock, during June, July, August. Close Monday and Friday 6 p.m. Standard time.

WATERLOO.—Wednesday half holiday from 12.30 p.m., May to October. Close 6.15 p.m. except Saturday. Daylight saving. May to October.

WEBBWOOD.—No half holiday. Close 6 p.m.

WHITBY.—Wednesday holiday from 1 p.m. except December. Open till 8 p.m. Standard time.

WALLACEBURG. — Thursday half holiday from 12 noon from Feb. 1 to Nov. 1. Close 6 p.m. except Wednesday and Saturday. Standard time.

WIARTON. — Wednesday holiday from 12 noon June to August. Close 6 p.m. except Saturday. Standard time.

WELLAND.—Wednesday half holiday from 12 noon, from May 1 to September 30. Close 6 p.m. except Saturday. Daylight saving May 1 to September 1.

WINGHAM. — Wednesday half holiday from 12 noon for six months from May. Close 6 p.m., except Saturday. Standard time.

QUEBEC

BUCKINGHAM.—No half holiday. Close 6 p.m. except Saturday.

BLACK LAKE.—No half holiday. Close 7 p.m. except Saturday. Daylight saving till October 1.

CHICOUTIMI. — No half holiday. Close 6 p.m. Standard time.

COATICOOK. —No half holiday. Close 6 p.m. except Saturday. Daylight saving May to September.

FRELIGHSBURG—No half holiday. Daylight saving till October.

GRAND MERE.—No half holiday. Close 7 p.m. Saturday. Daylight saving May 1 to October 1.

KNOWLTON.—No half holiday. Close 6 p.m. Tuesday and Thursday, May 1 to Oct. 1. Tuesday, Wednesday and Thursday at 6 p.m. from October 1 to May 1. Standard time.

LAKE MEGANTIC.—Close 7 p.m. Tuesday, Wednesday and Thursday. Standard time.

LAUZON.—No half holiday. No early closing. Daylight saving May 1 to Oct. 1.

LEVIS.—No half holiday. Close 6 p.m. except Monday, Friday, Saturday, in May, and June. Daylight saving from May to October.

MONTREAL.—No half holiday. Close 7 p.m. Monday, Tuesday, Wednesday and Thursday. Daylight saving May 1 to October 1.

NICOLET.—No half holiday. No early closing regulations.

RIVIERE DU LOUP.—Close 9 p.m. except Saturday. Standard time.

ROCK ISLAND.—No half holiday. Open Thursday and Saturday evenings. Daylight saving May 1 to October 1.

SHAWINIGAN FALLS.—No half holiday. Close 7 p.m. Tuesday, Wednesday and Friday. Daylight saving May 1 to October 1.

SHERBROOKE.—Some observing Saturday half holiday from June to Nov. 1. Close 6 p.m. except Friday. Daylight saving May to October.

THETFORD MINES.—No half holiday. Close 7 p.m. Daylight saving all summer.

VALLEYFIELD. — No half holiday. Close 6.30 p.m. Wednesday, Thursday, Friday. Standard time.

NEW BRUNSWICK

CAMPBELLTON.—No half holiday. Close 6 p.m. Monday, Wednesday and Friday. Standard time.

CHATHAM.—Not decided yet. Close 5.30 p.m. except Saturday. Standard time.

DORCHESTER.—Thursday half holiday from 12.30 p.m. May 19 to Sept. 15. Open Tuesday and Saturday night. Standard time.

FREDERICTON. — Thursday half holiday 12 noon, July and August. Close 6 p.m. except Saturday. Daylight saving till Labor Day.

GRAND FALLS.—No half holiday. Close 6 p.m., Wednesday and Friday. Standard time.

MONCTON. — Saturday half holiday from 1 p.m. June to September inclusive. Open Friday evening till 9 p.m.

SHUBENACADIE.—Wednesday half holiday June to October, from 12 noon. Close 6 p.m. Monday, Wednesday, Friday. Standard time.

MANITOBA

BRANDON.—Thursday half holiday May to September. Close 6 p.m. except Saturday. Standard time.

BRANDON.—Thursday half holiday, May to September. Close 6 p.m. except Saturday. Standard time.

BRIDGEWATER. — No half holiday. Close 6 p.m. except Saturday June 15th to September 15th. Balance of year close 6 p.m., Monday, Wednesday, Friday. Standard time.

BOISSEVAIN.—Thursday half holiday from 12 noon, June and July. Close 6 p.m. Standard time.

CARMAN.—Thursday half holiday, from 12.30 p.m., May 15 to August 18. Close 6 p.m., except Saturday. Standard time.

GILBERT PLAINS. — No half holiday. Close 6 p.m. except Saturday. Standard time.

HARTNEY.—Thursday half holiday from 12 noon, June, July to August 15th. Close 6 p.m. except Saturday. Standard time.

MORDEN.—Thursday half holiday from 1 p.m. May 19 to Aug. 18. Close 6.30 p.m. except Saturday. Standard time.

MORRIS.—No half holiday. Close 6 p.m. except Saturday. Standard time.

NORTH SYDNEY. — Wednesday half holiday from 1 p.m. May 1 to Dec. 1. Close 6 p.m. except Saturday. Standard time.

PORTAGE LA PRAIRIE. — Wednesday half holiday from 12 noon. May 15th to August 15th. Close 6 p.m. except Saturday Standard time.

WINNIPEG.—Most hardware stores close Wednesday afternoon, some on Saturday 1 p.m. Close 6 p.m., except Saturdays. Standard time.

YARMOUTH.—Friday half holiday from 12.30 p.m. yearly except Dec. Close 6.30 p.m. except Saturday. Standard time.

ALBERTA

BARONS.—Wednesday half holiday from May 4. Close 6 p.m. Saturday. Standard time.

SASKATCHEWAN

CANORA. — Wednesday half holiday from 1 p.m. June, July, August. Close 6.30 p.m. except Saturday. Standard time.

CARLYLE.—Wednesday half holiday. Close 6.30 p.m. Standard time.

MOOSE JAW. — Wednesday half holiday from 12 noon, June, July, August. Close 6 p.m. except Saturday. Daylight saving May 15 to Sept. 1.

PRINCE ALBERT. — Wednesday half holiday from 1 p.m. June 15 to Sept. 15th. Close 6 p.m. except Saturday. Standard time.

QU'APPELLE. — Thursday half holiday, from 12 noon, May 5 to September 1. Close 6 p.m., except Saturday. Standard time.

NOVA SCOTIA

AMHERST. — Wednesday half holiday from 12 noon, June to Sept. Close 5.30 p.m. except Tuesday and Saturday. Standard time.

ANNAPOLIS. — Wednesday half holiday, from 1 p.m., June 1 to October 1. Close 6 p.m., except Saturday. Standard time.

BRIDGETOWN—Wednesday half holiday, from 12.30 p.m., June to September. Close 6 p.m. except Saturday. Standard time.

CHESTER.—No half holiday. Early closing Tuesday and Thursday evening. Standard time.

DIGBY.—Thursday half holiday from 1 p.m., May to September. Close 6 p.m. except Saturday. Standard time.

INVERNESS.—Wednesday half holiday, from 12 noon, June 1 to September 30. Close 6 p.m., Tuesday, Wednesday and Thursday. Standard time.

KENTVILLE. — Wednesday half holiday from 12.30 p.m., May to September inclu-

(Continued on Page 48)

To Advertisers, and Readers of Hardware and Metal

It is common knowledge that the union printers in many towns and cities in Canada and the United States are on strike. For the first time in its 35 years history The MacLean Publishing Company is involved and we believe you will be interested in receiving a statement as to what the printer's unions are striking for and why their demands cannot be granted.

A year ago (although the wage agreement at that time had over a year to run) the Toronto Publishers and Master Printers gave their employees voluntarily a 10% advance in wages, making the minimum wage $35.20 for a 48-hour week. This was given in recognition of the fact that living costs were then advancing. This voluntary agreement for $35.20 a week expired June 1st. Notwithstanding that the cost of living has declined 22% since March 1920, the printers' union demanded a 44 Hour week and a wage of $44.00. This means four hours per week less work and an increase in rate of pay per hour of over 33%. Employing printers can grant neither shorter hours nor higher wages and the saner printers realize that their union's demands are unreasonable. A large percentage of our own men did not want a strike, but the union leaders in the United States have ordered it and the strike is on.

Negotiations have been carried on for months. The employing printers have been tireless in their efforts to bring about a settlement without a strike. They are now engaged in a fight, not only for their existence but for a principle in which every business man is interested. If the unions secure their unreasonable demands then the fight would surely be carried to other industries. Business men with whom we have discussed the matter have been most emphatic in urging us to take a most determined stand. "Stay with it and we'll stand with you", they say.

And so we shall "carry on". We shall be somewhat handicapped, especially at first there may be occasions when you can extend your co-operation and support and we feel that we can count on you. It is our intention to issue our publications regularly and as promptly as possible. There will be difficulties to be overcome, and for a short term our service may not be up to its usual high standard. If, therefore, your publication does not reach you on time, if we have to repeat a former advertisement, if proofs are not submitted, or if we fall short of full efficiency in any way, we ask your kind indulgence. We are fighting for greater efficiency at a critical juncture in the world's history, and your co-operation and moral support will help.

THE MACLEAN PUBLISHING CO., LIMITED

TORONTO MONTREAL WINNIPEG VANCOUVER NEW YORK BOSTON CHICAGO LONDON, ENG.

ADE AND TECHNICAL NEWSPAPER AND MAGAZINE PUBLISHERS

MACLEAN'S MAGAZINE
FARMERS' MAGAZINE
THE FINANCIAL POST
CANADIAN GROCER
HARDWARE & METAL
DRY GOODS REVIEW
MEN'S WEAR REVIEW
BOOKSELLER & STATIONER
DRUGGISTS' WEEKLY
CANADIAN MACHINERY
POWER HOUSE
CANADIAN FOUNDRYMAN
MARINE ENGINEERING
SANITARY ENGINEER
PRINTER & PUBLISHER
CANADIAN MOTOR, TRACTOR AND IMPLEMENT TRADE JOURNAL

LIVERPOOL.—Friday half holiday from 1 p.m., June, July, August. Close 6 p.m. except Saturday. Standard time.

NEW GLASGOW.—Wednesday half holiday, May to October inclusive. Close 6 p.m., except Tuesday and Saturday. Standard time.

OXFORD.—Wednesday half holiday from 12 noon June to September inclusive. Close 6 p.m., except Tuesday and Saturday. Standard time.

SPRINGHILL.—Wednesday half holiday from 12 noon, all year. Close 6 p.m. Standard time.

SYDNEY MINES.—Wednesday half holiday from 1 p.m., except in December. Early closing evenings except Tuesday and Saturday. Standard time.

WESTVILLE.—Wednesday half holiday from noon May 1 to November 1. Close 6 p.m. except Tuesday and Saturday.

TRENTON.—Wednesday half holiday from 12 noon, May 4 to September 30. Close 6 p.m. Monday, Wednesday, Thursday and Friday. Standard time.

Refrigerators in Good Demand

BOOKINGS for this season were practically nil on refrigerators, but we have found the seasonable demand good and quite up to expectations. Although the season is now well over as far as we, as manufacturers, are concerned, reports from dealers throughout the country state they are now in the midst of the busy season, with sales very favorable," said A. L. Telfer, vice-president J. H. Hanson Co., Ltd., manufacturers and jobbers of refrigerators and other wooden household articles, to Hardware and Metal.

Lawn Chairs and Boys' Wagons Sell

"In the smaller sundry household articles we sell, a steady movement is noted; lawn chairs are now selling as actively as refrigerators did a month or so ago, the season now coming to hand. Boys' wagons have proven again this year a very profitable line, the sale of these increasing each season," continued Mr. Telfer.

"Prices on practically all our lines have been maintained at quotations of last year. In the case of refrigerators, lumber, hardware and galvanized iron used in their manufacture was bought last January, when prices were high on these materials. Although lumber was down theoretically, the buying price when going on the market for purchasing had been fully maintained until recently, when a reduction has been made generally. This applies to all other lines we handle, wood being the material used in a great number of our articles.

Next Year's Prices Expected Lower

"While the future is always more or less uncertain, we do anticipate lower prices on refrigerators for next season, if present indications remain. Lumber, galvanized iron and hardware have dropped and labor is being adjusted, and with these being the principal factors, we believe that ruling prices will have dropped before next season's demand opens."

Letters to the Editor

Communications expressing the opinions of subscribers concerning matters of interest to the trade.

CO-OPERATIVE UNION OF CANADA

The Editor,
Hardware and Metal.

An article appeared recently in the correspondence columns of the press, written by the Co-operative Union of Canada, in which they make some statements which reflect unfairly on the retail trade of Canada and which are absolutely untrue, and, for the protection of consumers to whom they are endeavoring to promote and sell stock in co-operative societies in Canada, we believe that a reply to their statements should be made public.

The meeting of manufacturers, wholesalers and retailers, which was held in Toronto on March 30th and 31st, for the purpose of arriving at some system of taxation which would be the least objectionable to those who paid the largest portion of taxation, and who are the largest consumers, was not called, as stated by them, either by the Rt. Hon. Arthur Meighen, Premier of the Dominion of Canada, or by the Hon. Sir Henry Drayton, Minister of Finance, or any other department of the Government or their officials. The meeting was a genuine co-operative one in which all present agreed to participate and its doors were open for anyone to enter and its proceedings were reported in the press by the press representatives who were present. There was nothing to hide and nothing to conceal. If the public had wished to attend it would have been welcome, as all retail merchants are the servants of consumers.

Their attempt to show that retail merchants as well as manufacturers and wholesalers are overcharging the public is false and deceptive in every line and if space in your columns would permit we could easily show that the motive that lies behind every effort made by the promoters of these so-called co-operative societies in Canada and the United States, as well as in Europe, is to make every attempt to discredit the methods of honest, legitimate retail merchants, for the purpose of endeavoring to sell stock to the public in these co-operative societies and to secure, if possible, the trade of the public for themselves. Their attempt to make the public believe that their business methods are the only correct ones and to endeavor to throw a cloak of "religion and moral uplift" around their deceptive cause is a slander on the God-fearing men and women of Canada. It is a slander on honest retail merchants and an unfair insinuation on every honest advertisement that appears in the daily, weekly or monthly press of Canada.

If the statements made by the promoters of these wrongly named co-operative concerns are correct, then every retail merchant in the United States and in Canada and throughout Europe is a party to deceiving and overcharging the public and the newspaper press is aiding and abetting them in their deception. All intelligent persons who are familiar with the underlying principles of merchandising understand the scheme that is behind these so-called co-operative societies—which are considered neither "fish nor fowl" in the commercial world—and the very fact that retail stores in all lines of retail trade in every country in the world are still in the field advertising and doing business "at the old stand" is good evidence that the basis upon which they are established is a necessary and a sound one.

Retail merchants have been trained to expect competition in every line of business and they have no fear of it; the only attempted competition they dislike is the one which endeavors to secure the trade of the public by false and deceptive methods.

The Retail Merchants' Association of Canada, which is comprised of retail merchants who are opposed to false methods of trading, is formed for the purpose of protecting the retail trade and the public against all unfair methods of trading and consequently co-operative society promoters are plainly told that if they make any false or misleading statements in order to sell stock in these societies, they will be publicly exposed by us.

Thanking you for allowing us to partially present our side of the case,

We remain,
Yours sincerely,
E. M. TROWERN,
Secretary, Dominion Executive Council and Dominion Board, Ottawa, Canada.

Editor Hardware and Metal
Toronto.

Dear Sir:

This is a real May day and one should certainly be glad we are in Canada with as bright a future ahead of us, we Canadians, providing we all work together and try to stamp out all that is evil and unclean. We certainly are proud of Old Ontario the way they handled the vote on April 18th.

Your valuable paper is an education every week to all the hardware trade..

One will read to-day in every newspaper, magazine and family journal, to boost, not to knock, but there is a difference between boosting and a real kick.

Well! Here are a couple of kicks. Your paper along with other magazines asks Canadians to buy in Canada, keep the dollar at home, etc., etc., which is quite right, but a great many of the manufacturers, wholesalers and even retailers are to blame for the dollar going out of Canada.

One firm purchased the following goods "Made in Canada stamped all over them":

First.—Two dozen curling brooms, made in Winnipeg, by ———, which were not worth two for a nickle. We took this up with a very reputable sporting goods house for a credit note or a fair adjustment. Could we get a dollar? Not a cent.

Second.—A saddlery firm well known in the West sold to us a large consignment of harness and for which they were paid. One set of harness went all to pieces and this is what they said: "Sorry, but this set was not guaranteed, etc., etc."

Thirdly.—We have purchased graniteware that will not stand looking at before the enamel drops off.

We could enumerate numerous other cases where our Canadian manufacturers, selling Made in Canada goods, are driving the retail merchant, as soon as the time is opportune to buy, where he can secure 100 cents for a dollar.

Mr. Editor, I can produce the correspondence for above defective articles any time you want them.

I read in a recent issue in your magazine that "the retailer was at last being recognized." It is pretty near time that they were and those that are not in the Retail Merchants' Association should not lose one day before sending in their money and helping along their executive officers to see that our legitimate rights are recognized.

Yours truly,
L. C. Porteous,
Grand Prairie, Alta.

STERLING FOOD CHOPPERS

F. W. Inman, Dundas, Ont.—Kindly advise us where we can purchase Sterling food choppers?

Answer—The N. B. Streeter Co. at one time manufactured the Sterling food chopper. This firm has now been succeeded by the Josiah Anstice & Co., Inc., of Rochester, New York, and this company has in turn advised us that the manufacture of the Sterling chopper was some time ago turned over to the Colebrookdale Iron Company.

Weekly Hardware Market Reports

STATEMENTS FROM BUYING CENTRES

PRICE reductions continue to be a feature of the hardware markets. Among the declines noted this week is a 15 per cent drop in prices on shovels, scoops and spades. Some lubricating and cylinder oils have lower quotations. Cross-cut saws are on a slightly reduced basis, and reductions are also evident on globe and check valves, and steel gas tubing. Range boiler prices continue unsettled with a lower list at present in effect, but a readjustment is looked for. Another advance of ten cents per gallon is noted in the price of linseed oil.

Other primary markets are maintained at previous levels. There have been more inquiries for galvanized sheets, and a similar increased demand is evident for corrugated. Improved sales are reported on pipe fittings, and a better movement is noted in conductor pipe and eavetrough. Prices in iron and steel bars remain steady, and quotations on boiler tubes, lead and zinc products remain unchanged. Buying in scrap metals is still dull, and ingot metal prices are reactionary.

Collections are fairly good. A brisk movement continues in seasonable lines, with numerous small orders indicating that the policy of purchasing as the need arises is still being followed. Confidence in future business is increasing, but trade improvement is expected to be gradual.

Montreal Markets

MONTREAL, June 2—Changes this week in hardware markets are of some importance, the most important being a reduction on lubricating and cylinder oils. Coal oil and gasoline were also lowered the latter end of last week. Standard and the Emco line of globe and check valves have declined, standard now being quoted at 10 per cent off, and the Emco at 20 off. Trimo wrenches now sell at 37 1-2 per cent off list, this being a slight reduction, and both wooden and steel tackle blocks are reduced.

Prices Revised on Lubricating and Cylinder Oils

Montreal.

Through a revision in prices, many grades of lubricating and cylinder oils are now selling at lower quotations. Cylinder oils generally are affected more than others, but it will be remembered that quotations reached higher levels on the former oils in the period of price advancing. Following are dealer quotations on a few of the best selling grades:

PER GALLON IN BARREL LOTS

Castors Machine	0 47
Atlantic Red	0 48½
Imperial gas engine	0 61
Capital Cylinder	0 80
Less 15 per cent.	
Polarine kerosine tractor	1 50
Less 25 per cent.	

Trimo Wrenches 37 1-2 Off

Montreal.

Trimo wrenches are reduced in price, the discount being increased from 35 to 37 1-2 per cent off list prices. Following are new net quotations:

TRIMO WRENCHES

6 inch dozen	$15 40
8 inch	18 50
10 inch	22 80
12 inch	29 00
15 inch	38 00
18 inch	49 50

Gasoline and Coal Oil Lower

Montreal.

A reduction in the prices of both gasoline and coal oil was made at the close of last week. Gasoline was lowered one cent, coal oil 2 1-2 cents. Present prices are 36 cents for motor grade gasoline, and 21 1-2 cents for coal oil.

Tackle Blocks Reduced

Montreal.

Both wooden and steel tackle block prices have been revised, showing a slight reduction on all sizes. Following are present discounts:

TACKLE BLOCKS WOOD

7 and smaller	10%
Larger	7½

STEEL

7 and smaller	10%
Larger	5

Scrap Metal Business Dull

Montreal.

The prolonged dull period in scrap metals continues, the market remaining featureless insofar as any increased activity being shown. Prices on brass and copper waste have been reduced, due to slackness of demand. Yellow brass is lowered one-half cent, light brass one cent, and is now quoted at three cents. In copper, both light and heavy are now one-half cent lower.

Boiler plate and machinery cast also show reduced figures. Following are nominal quotations:

DEALERS' BUYING PRICES.

Automobile tires	0 75
Yellow brass	0 01½
Red brass	0 08½
Light brass	0 03
Scrap zinc	0 04
Lead, heavy	0 04½
Light copper	0 07
Lead, tea	0 02
Heavy copper	0 10
Wrought iron, R. Rd., No. 1, per gr. ton	10 50
Malleable scrap (ton)	10 50
Pipe scrap (ton)	6 50
Stove plate, per ton	14 50
Heavy melting steel	6 50
No. 2 busheling	4 00
Boiler plate	9 00
No. 1 machinery scrap per ton	20 00

Globe and Check Valves Reduced

Montreal.

The discounts on globe and check valves, both standard and the Emco lines have been reduced through change in discounts. In standard the new discount is 10 per cent off, formerly being 5 off; while the Emco line shows a reduction of about 12 per cent, and are now quoted less 20 per cent. Following are quotations on the different lines:

Bath cocks, compression	20%
Flatway stop and waste cocks, standard	40%
Roundway stop and waste cocks, standard	34%
Globe, angle and check valves, standard	10%
Jenkins globe	10%
Emco globe valves	20%
Emco check valves	20%

Toronto Markets

TORONTO, June 2—The downward trend of prices is still evident in the weekly quotations on many hardware lines. Among the recent important reductions are noted a 15 per cent drop in prices on spades, scoops and shovels, and a new nominal list of quotations at which range boilers are selling locally. Lubricating oils and steel gas tubing are also reduced, and cross-cut saws have been revised on a slightly reduced basis.

Lubricating Oils Reduced

Toronto.

Following on the price declines in gasoline and coal oil announced last week, some reductions in the quotations on lubricating oils are now shown. The new price changes vary; a lower level of 2 cents per gallon being evident on black oil, and a 5½-cent drop on cylinder oil being quoted. Machine oil is also reduced 2½ cents per gallon. The new list prices are included in the current market pages.

Lead and Zinc Product Prices Unchanged

Toronto.

No change in prices on lead and zinc products are reported this week. Locally, the current quotations are well maintained, with a slight improvement in business noticeable in some quarters. The firm tendency that previously existed on the primary markets has now eased considerably, but the fluctuation was not unexpected, and future recovery is anticipated. Bar solders are maintained at the recent higher prices, and following is the prevailing list:

LEAD AND ZINC GOODS

Lead pipe, list, per lb.	0 12½
Lead waste pipe, list, per lb.	0 13½
Do., over 8 in., list, per lb.	0 14½
Lead pipe is subject to a discount of	10%.
Lead traps and bends	10%
Lead sheets, 4 to 6 lbs. sq. ft., in rolls, lb.	0 09½
Cut sheets, ½c to ¾c lb. extra and cut sheets to size 1c lb. extra.	
Solder, wire, per lb.	0 36½
Do., strictly, lb.	0 26
Do., commercial, lb.	0 24
Do., guaranteed, lb.	0 29
Do., wiping, lb.	0 24
Zinc sheets, per lb.	0 16

Ingot Prices Fluctuate

Toronto.

The general tone of ingot metals is dull and reactionary this week. Some slight fluctuations have been evident on the primary markets, but this has not been reflected to any extent in prices, and local quotations remain practically unchanged.

A range has developed in quotations on lead, but small orders continue in evidence, with the local prices unchanged. Other ingots are also reported as steady in price. Surplus accumulations are reported in spelter, and it is noted that antimony quotations are far below levels prevailing at this time last year.

Better Demand for Tires

Toronto.

Some dealers report a slight increase evident in sales of automobile tires and inner tubes, due to the recent price reductions announced last week in Hardware and Metal. The declines are generally expected to result in stimulating business activity, and it is further anticipated that a more satisfactory turnover in these products will be recorded in the future, as current quotations are on a lolwer basis than has prevailed for several years past.

Kange Boiler Prices Lower

Toronto.

Quotations on range boilers are still unsettled, and no adjustment with regard to recent price-cutting has been announced.

The following, however, is the nominal list now in effect on the local markets:

RANGE BOILERS

	Standard	Ex. Heavy
30 gallon	$ 9 00	$11 50
40 gallon	13 80	16 50
52 gallon	20 40	25 20
66 gallon	28 80	34 80
82 gallon	36 00	47 40
100 gallon	45 60	56 40
120 gallon	55 20	64 80
144 gallon	78 00	93 00

Note—Electric weld boilers, 30-gallon size, $8.50 each in half dozen lots, or more.

Steel Gas Tubing Reduced

Toronto.

Steel gas tubing, size 5-16 inches, is now selling at six cents per foot, without ends, and seven cents per foot with ends.

Saw Prices Revised

Toronto.

Slightly reduced prices are announced on cross-cut saws, and these are now selling at the following quotations:

Five foot, $5.50 each; 5 ft. 6 in., $6.25 each; and six foot size, $7.25 each.

Whisk Quotations Lower

Toronto.

A decline in prices on whisks is announced this week, the amount of the reductions varying from five to ten per cent on the different sizes and grades. Other brush and broom prices are being maintained at previous levels.

Better Demand For Corrugated Sheets

Toronto.

Seasonable improvement in market conditions on corrugated sheets is reported this week. Prices are maintained at recent levels, while dealers state that business is considerably brighter than it has been for some weeks past. Following is the current list:

CORRUGATED SHEETS—	Per 100 Sq. Ft.
No. 28 gauge	8 50
No. 26 gauge	9 25
No. 24 gauge	13 00
No. 22 gauge	16 00
No. 20 gauge	18 00
No. 18 gauge	24 00
Less 7½%.	

Lighter than 24 gauge and wider than 27 inches, 75c a square extra.

Tube Prices May Be Revised

Toronto.

Boiler tube prices at present show no change, and no improvement in demand has been noted. It is the impression in some quarters that further price revisions on boiler tubes will be announced in the near future.

BOILER TUBES—	Seamless.	Lapweld.
1 inch	$26 00	.....
1¼ inch	27 25	.....
1½ inch	26 25	.....
1¾ inch	29 75	$25 00
2 inch	29 25	22 00
2¼ inch	33 00	25 00
2½ inch	41 75	27 00
3 inch	49 25	35 00
3½ inch	63 50	40 00
4 inch	85 00	50 25

More Inquiries for Galvanized Sheets

Toronto.

The market tendency on sheets and plates is reported to be showing some signs of improvement. There has been an increase noted in the number of inquiries.

Following are the current quotations:

PLATES

10 gauge	from $5 00	to $6 00
12 gauge	5 05	6 05
14 gauge	5 10	6 10
16 gauge	5 20	6 20

BLACK SHEETS

14 gauge	5 10	to 6 10
16 gauge	5 20	6 20
18-20 gauge	5 75	6 75
22-24 gauge	5 80	6 80
26 gauge	5 85	6 85
28 gauge	6 00	7 00

Prices shown are for full cases. An extra charge of from 25c per 00 lbs. is made for less than case lots. An extra 10c per 100 lbs. is also charged on sheets 36 in. wide.

GALVANIZED SHEETS

Premier and Apollo		
10¾ oz.	8 40	to 9 40
U. S. 28	8 00	9 00
U. S. 26	7 90	8 90
22 and 24	7 75	8 75

An extra 40c per 100 lbs. is charged for Keystone brand copper bearing sheets.

An extra is now charged on galvanized sheets, 10¾ oz. and 28 ga., when shipped out in sheets 3 feet wide. The extra charged over prices shown above is from 20c to 30c per 100 pounds. Other gauges show no change for widths of this size, but in some cases there is a further extra for four ft. widths on all gauges.

Prices shown are for full cases. An extra charge of 25c per 100 lbs. is made for less than case lots.

Small Buying in Scrap Metals

Toronto.

Consumers of waste and other raw materials seem content to go on purchasing in hand-to-mouth tonnages, even at present low prices. Dealers are of the opinion that the trend will be steadily towards improvement from now on, but it is expected that some time will elapse before productive activities are at a normal rate. Prices have been holding firmly.

In the scrap iron market there has been no change to speak of. The situation has been dull, with consumers holding off. Cast iron scrap is about the most active, but the total turnover is small. Prices are nominally unchanged.

Non-ferrous scrap has not been sought actively, and only small lots have changed hands. Copper scrap displays a stronger tone, but real confidence in the market seems lacking and higher prices have not been offered. White metals have been quieter. Nominal quotations for fairly large quantities follow:

WASTE MATERIAL

No. 2 busheling	....	**$13 00**
Stove plate, per ton	15 00	16 00
Yellow brass	6 50	7 50
Red Brass	....	10 00
No. 1 machinery cast	22 50	23 50
Heavy melting steel	13 50	14 50
Heavy Copper	10 00	11 00
Scrap zinc	4 00	4 50
Light brass	4 00	4 50
R.Rd. wrought iron, No. 1,gr. ton	11 00	12 00
Scrap Pipe	7 00	8 00
Heavy lead	4 50	5 00
Old rubber boots and shoes	2 75	3 25
Overseas lumbermen's rub. boots	1 75	2 25
Auto tires	0 50	1 00
Tea lead	2 25	1 25
Solid tires	0 75	1 25

Shovel Prices Reduced

Toronto.

A reduction of approximately 15 per cent is announced in prices on spades, shovels and scoops. A change in the discount brings the revised current quotations from 35 per cent off list to 45 per cent off.

Iron and Steel Prices Remain Unchanged

Toronto.

Prices on iron and steel are being maintained at previous levels, and no change has been reported in local conditions. The tendency among the local dealers to cut prices has now been eliminated, and no further price revisions are expected until declines are experienced in the Pittsburg iron markets.

Foreign reports on the steel trade hold that the most favorable piece of news as to the future prospects of this industry that has come out for many weeks was the recent announcement that a reduction in railroad wage schedules is justified by present conditions.

Nominal quotations remain locally as follows:

STEEL AND IRON

Mild steel, 3-16 in.	....	4 50
Do., ¼ in. and heavier	....	4 00
Bar iron, 3-16 in.	....	4 50
Do., ¼ in. and heavier	....	3 75
Angle base	....	4 00
Horseshoe iron	....	4 10
Tire Steel	4 70	5 95
Band steel	....	4 50
Spring steel	10 75	12 75
Crucible cast sheet steel	30 00	35 00
Mining drill steel	....	23 00
Cast tool steel	....	20 00
Sleigh shoe steel	4 10	4 50
Norway iron	....	15 00
Toe caulk iron	5 40	6 40
Hoop steel	....	6 00

London Markets

LONDON, June 2—Prices for hardware lines generally remain firm this week, the number of revisions listed being very small. Among the few minor declines noted are globe, angle and check valves, cut lace leather, and a readjustment on Sands levels, showing slightly lower prices.

Business has recently been developing signs of improvement, and during the week is reported good. There is an active demand for all seasonable lines, and little surplus stock in these commodities is evident. Collections are stated to be fairly good.

Linseed Oil Quotations Remain Unchanged

London, Ont.

The recent increases in the price of linseed oil are well maintained, and in spite of the higher quotations, activity in sales is noted. No further price revisions are reported this week, and the prevailing list is as follows:

LINSEED OIL—	Raw	Boiled
1 to 2 barrels, per gal.	0 87	0 90
3 to 5 barrels, per gal.	0 86	0 89
6 to 9 barrels, per gal.	0 84	0 87

Less barrels, add 15 cents per gal.

Screen Cloth in Demand

London, Ont.

The seasonable demand for screen wire cloth still continues. Sales in small quantities are fairly numerous. Prices remain unchanged, and are as follows:

Painted black wire screen, $3.50 per 100 square feet.

Valve Prices Revised

London, Ont.

Globe, angle, and check valves are quoted at slightly lower prices this week. A revision in the discounts gives the new prices as follows: Standard, list less ten per cent; Jenkins pattern, list less 20 per cent.

Cut Lace Leather Reduced

London, Ont.

Some slight reduction in the current price of cut lace leather is announced. The revised quotation is now $2 per pound.

Turpentine Prices Hold

London, Ont.

Turpentine prices remain unchanged this week. A good demand is evident, in spite of the higher quotations, which prevail as follows:

TURPENTINE—	Per Imp. Gal.
1 barrel lots	1 15
2 to 4 barrel lots	1 14
5 gallon lots	1 30

White Lead Steady

London, Ont.

Prices on white lead in oil continue unchanged, and the strong market tone is still maintained. The demand is seasonable and well sustained. Following are the current quotations:

WHITE LEAD IN OIL

	Tons	Less Tons
Pure, per 100 pounds	$14 95	15 30
Elephant, per 100 pounds	15 45	15 80

Rope Sales Improve

London, Ont.

Sales in rope and cordage continue to show gradual improvement, and the recent price advances are holding firm.

Dealers do not anticipate any marked activity for this season of the year, but the increases noted have resulted in stimulating business in this product.

Brisk Demand for Screens

London, Ont.

The seasonable demand for screen doors and windows, continues to result in numerous small orders. There has been no change in quotations on this line at present, and the following price list prevails:

SANDERSON HAROLD MAKE

Screen Doors

No. 1, grained only	$23 25
No. 2	28 00
No. 21, grained, filled and varnished	35 00
No. 3	38 00
No. 8	41 00
No. 9	46 15
No. 28	42 00

SCREEN WINDOWS

No. 1, $4.25 dozen; No. 2, $5.65; No. 3, $6.20; No. 4, $6.60; No. 5, $7.25; No. 6, $7.80; No. 7, $8.40; No. 8, $9.10; No. 9, $9.90; No. 10, $12.20; No. 13, $4.80; No. 14, $5.15; No. 14½, $5.45; No. 15, $5.90; No. 16, $8.15.

Marked Sales in Shears

London, Ont.

Sheep and grass shears are showing an improved demand, and current prices are as follows:

SHEEP SHEARS ENGLISH

Half polished 5G x 6 in, Bent, dozen	$10 35
Half polished 5G x 6½ in. Bent, dozen	10 85
Full polished K20 x 6½ in.	13 75
Full polished BBA x 7 in. Straight	28 50

GRASS SHEARS

No. 4 ..... $4 dozen

Level Prices Revised

London, Ont.

A slight adjustment announced in prices on sand levels shows a few lines at lower quotations. The new prices on some of the best selling Canadian-made levels are as follows:

SAND LEVELS

No. 1A	$2 25
No. 3A	3 50
No. 42	8 50
No. 72	1 15
No. 72 Brass Ends	1 35
No. 82	1 35
No. 118	1 60
No. 12V	3 75
No. 18	4 50
No. 24	5 50

Nail Orders Numerous

London, Ont.

Prices on nails are unchanged at present, with a good sorting business keeping dealers busy. Orders, however are mostly for small quantities. Prevailing quotations are as follows: wire, $4.65 base; cut nails, $5.75 base.

Winnipeg Markets

WINNIPEG, June 2—Very few important changes have been recorded this week. Among the minor revisions noted are both increases and decreases. Quotations on linseed oil have advanced another five cents per gallon, and the rope market has developed a firm tendency. Automobile tires and inner tubes are among the items registering reductions. Other lines that have lower prices are barbed wire, hand saws, chalk lines, machinists' wrenches, hand and pipe taps, castors, ornamental fence and gates, screw pulleys, soldering coppers, scales, and radiators. Business is considered good, and some wholesalers report that they are very busy filling orders for all seasonable lines.

Linseed Oil Prices Again Increase

Winnipeg.

The price of linseed oil has been advanced five cents per gallon,and raw linseed is now selling at $1.15 per gal., and boiled at $1.18 per gal., in barrel lots.

Rope Market Firm

Winnipeg.

The rope market has been firm for some time, and now that fibre and hemp have advanced, prices are expected to advance locally.

Sales have been very small for the past few months, but they seem to be showing some improvement during the past few days. The present prices are as follows:

Pure Manila

1-4 and 5-16	29¾c
3-8	29¼c
7-16, 1-2 and 9-16	28¾c
5-8	28¼c
3-4 and larger	27¾c

SISAL LARIAT

3 x 7-16	25¼c
4 x 7-16	25¼c

MANILA LARIAT

3 7-16	32¾c
4 x 7-16	33¾c
Lath yarn	20¼c

SISAL

1-4 and 5-16	22¼c
3-8	21¾c
7-16, 1-2, and 9-16	21¼c
5-8	20¾c
3-4 and larger	20¼c

BRITISH MANILA

1-4 and 5-16	24½c
3-8	24 c
7-16, 1-2 and 9-16	23½c
5-8	23 c
3-4 and larger	22½c

Turpentine Prices Steady

Winnipeg.

Turpentine quotations remain unchanged this week, the price of $1.20 per gallon in barrel lots being well maintained.

Barb Wire Prices Lower

Winnipeg.

Prices on barb wire have been reduced ten cents per spool, and this product is now selling at the following prices:

LYMAN

Winnipeg	$1 90
Fort William	1 40

GLIDDEN

Winnipeg	$1 70
Fort William	1 25

BAKER

Winnipeg	$1 60
Fort William	1 15

Reductions in Chalk Lines

Winnipeg.

Prices have been slightly reduced on masons' chalk lines, and are now quoted at $1.75 per dozen for white, and $2 for yellow.

Soldering Coppers Reduced

Winnipeg.

Another reduction has been made in the prices on soldering coppers, and following are the present quotations:

1 pound	55½c
1½ pounds	51½c
2 pounds	48 c
2½ pounds	47 c
3 pounds	45 c
3½ pounds	45 c
4 and over	44 c

Revised Discount on Radiators

Winnipeg.

The discount on hot water and steam radiators has been revised, and prices are slightly lower. The discount applying at the present time is 48 per cent off list, for steam radiators, and 47 per cent off list for hot water radiators.

New Scale Discounts

Winnipeg.

Prices on scales have been reduced, and following are some of the discounts applying:

Champion, 5 per cent off list; platform, 10 per cent off; wagon and stock 5, 10 and 5 off; portable stock scales, 5 and 5 off.

Calcium Carbide Reduced

Winnipeg.

Prices on calcium carbide have been lowered and are now quoted as follows:

1 pound tins, dozen	$3 00
2 pound tins, dozen	5 20
5 pound tins, dozen	9 00
10 pound tins, dozen	18 00
100 pound drums, each	9 20

Tube Prices Reduced

Winnipeg.

Boiler tube prices have been reduced, and these are now selling at the following list:

BOILER TUBES

1½ inch, per foot	25c
2 inch,	27c
2¼ inch	27c
2½ inch	30c
3 inch	38c
4 inch	56c

Automobile Tires Are Reduced In Price

Winnipeg.

A reduction of approximately ten per cent has been made on automobile tires and tubes. The rubber market has been easier for the past few weeks, and manufacturers announce the above decline, keeping in line with the raw product situation.

Following are quotations on a few of the best selling sizes:

30 x 3½, plain $15; non-skid $17; cord, $23; 32 x 3½, plain, $19.50; non-skid, $21.50; cord, $36; 34 x 4, plain, $27.50; non-skid, $30.25; cord, $16.50.

Screw Plate Prices Lower

Winnipeg.

Reductions are announced in prices on one line of machinists screw plates. The new discounts applying are listed below:

BUTTERFIELD'S SCREW PLATES

69, 10 per cent off; 70A, 10 off; 100, 15 off; 44, 10 per cent off; 50, 10 off; 52, 10 off.

Weekly Paint Markets

Toronto

TORONTO, June 2.—The increase of 10 cents per gallon in the price of both white and orange shellac is the feature of the paint markets this week. This advance, however, was generally anticipated due to the gradual higher quotations which have developed on gum shellac, as outlined in last week's Hardware and Metal.

Linseed oil prices are also advanced another ten cents per gallon, the quotations now being 97 cents for raw, and $1 gallon for boiled. Turpentine also remains at the previous levels, but the market on this product is reported as easier, and a tendency to expect a slight price decline has developed in some quarters. No radical changes are expected, however; but the arrival of further shipments has relieved the demand on local stocks.

Prices on plate and window glass are unchanged, but there is an inclination among dealers to quote a slightly higher range on window glass prices, due to the strengthening market, and the firmer showing of the Belgian franc rate. Dealers report that the seasonable demand in paints, varnishes and brushes is still continuing, and market conditions indicate that this brisk activity is likely to be apparent for some little time.

Linseed Oil Price Advances

Toronto.

Linseed oil prices advanced another ten cents per gallon. The new quotations are 97 cents for raw, and $1 is asked for boiled on one and two barrel lots. Current demand is good, and market tendency is reported firm and gaining strength. Argentine seed markets also report a strong tone, with little likelihood of any declines in either demand or price. Flax seed is again higher in price, with an active movement of Canadian seed to the United States still prevailing.

Turpentine Prices Hold

Toronto.

Prices on turpentine remain unchanged on the local markets this week; $1.15 per gallon on one-barrel lots is still the prevailing quotation, but the market is now easier with a slight tendency to lower price levels. It is stated in some quarters that the near future should record a small price reduction in turpentine, although no general statement along these lines could be secured.

Fresh shipments from the south have now arrived, and are reported ready for distribution. Local stocks have thus been replenished, but the demand continues good, and very little surplus is in evidence. Current quotations follow:

TURPENTINE—	
1 barrel lots	1 20
2 to 4 barrel lots	1 18
Broken lots	1 30

Shellac Prices Higher

Toronto.

The anticipated increase in the price of shellac, outlined in last week's issue of Hardware and Metal, has materialized, and the new quotations are orange, at $3.50 per gallon, and white shellac at $4.00 for barrel lots.

Gum shellac has been gradually developing a higher range, and this market is now very firm. The local demand for shellac continues around normal for this season of the year, and up to the present has been equal to current expectations. The revised quotations will be found on the weekly market pages.

Paint Demand Continues

Toronto.

Dealers in paint and varnish products continue to report marked activity in these lines. This is mainly due to the seasonable demand, but orders are generally considered more numerous this season than for several years past. The shipments, however, are in smaller quantities, although the total turnover is expected to equal that of last season. In some quarters new records are being looked for, should the present demand continue well into the summer and fall months. Prices on all paints, varnishes and specialties are holding unchanged, and little revision is expected until much later in the season.

Putty Prices Steady

Toronto.

Quotations of putty are maintained at previous levels, and little change is reported in either conditions or demand. Linseed oil continues at the recent higher price levels and this strengthened tone is reflected in the firm tendency of putty quotations. In view of prevailing prices, the local demand is considered fairly good for this season of the year. Following are the current market quotations:

PUTTY—	Per 100 lbs.
Standard in 100-lb. drums	7 05
Do., 25-lb. irons	7 30
Do., bladders in bbls.	8 30
Do., less quantities	8 55
Pure, in 100-lb. drums	8 55
Do., 25-lb. irons	8 80
Do., bladders in bbls.	9 80

Brush Quotations Hold

Toronto.

The seasonable brush demand is now in full swing, and while orders are smaller than in previous years, yet dealers report more numerous enquiries and some repeat sales combining to make a steady flow of business in these products. Prices are generally being well-maintained, and very few declines on brush quotations are anticipated until near the close of the present season. Russian bristles are still hard to obtain, while the Chinese famine has resulted in restricting the supply from that quarter. These factors are reported as likely to promote a firm tone on the bristle market for some time.

Strong Tone on White Lead

Toronto.

Prices on white lead in oil remain unchanged this week, but the tendency of the market continues to gain strength. The firm showing of pig lead on the primary markets is again maintained, and with present high quotations on linseed oil prevailing, a corresponding strength is reflected in the tone of white lead in oil. The local demand continues undiminished, and very little surplus of supplies are reported on hand. Under current conditions, no easier prices are anticipated for some time. Prevailing prices are as follows:

WHITE LEAD IN OIL—
$15.30 per 100 lbs. in smaller quantities.
$14.95 per 100 lbs. in ton lots.

Window Glass Unchanged

Toronto.

Some slight variance has been noted in the Belgian franc rate, but the exchange is expected to continue the recent readjustment, and the easier quotation has had no effect on the glass market. Prices continue unchanged on both plate and window glass, and, in the absence of any unusual development, the current quotations are expected to rule for some time. The market tendency is firm, and while demand has fallen a little short of expectations, an improvement is looked for. Some local receipts of Belgian shipments are reported, and the replacement cost being higher, no declines in price are anticipated.

Montreal

MONTREAL, JUNE 2—Turpentine is lowered five cents per gallon, making the only change in the paint market quotations this week. Linseed oil is unchanged, but remains very firm, due to the continued strength of the flax market. Slight fluctuations have occurred in the flax market all week, but it is noteworthy that each period of fluctuating is followed by higher prices than formerly.

Linseed Oil Prices Maintained

Montreal.

Linseed oil prices are holding at previous levels, and the seed market is steady and firm. During the week slight fluctuations occurred, but it was noticeable that each period of fluctuating was followed by higher prices than formerly, and present quotations are higher than a week ago.

LINSEED OIL—	Raw	Boiled
1 to 2 barrels	0 87	0 89½
3 to 4 barrels	0 85	0 87½

Broken lots, add 10c gal.

Turpentine Prices Lower

Montreal.

Turpentine quotations are lowered to $1.15 a gallon in one barrel lots, with the present tendency steady to firm.

Although a scarcity is not apparent, any spurt in the demand on local stocks might show a shortage, due to a congestion of freight at Boston, which is now used as a distributing centre. However, shipments were received from there this week, and jobbers' stocks are now said to be ample. Prevailing quotations locally are:

TURPENTINE—	Per Imp. Gal.
1 barrel lots	$1 15
2 to 4 barrel lots	1 13
Broken lots	1 25

Shellac Prices Very Firm

Montreal.

Shellac quotations are held without advance in most quarters, while some jobbers have again raised their prices slightly in advance to those given below. Following are general quotations:

Orange shellac, in barrels, $3.75; in one gal. jugs, $4.05; white, in barrels, or 5 gal. jugs, $4.10; in one gal. jugs, $4.50.

White Lead Prices Hold

Montreal.

There is practically no change on white lead in oil this week. The firmness of recent weeks continues, due to the very active demand at present, and the strength of both pig lead and linseed oil.

Present quotations will be found on current paint market page.

Steady Market on Putty

Montreal.

Putty is held at present quotations. One manufacturer states that the probability of lower prices on putty in the later summer months is not unlikely, but any revision to lower levels will not be great, depending to a great extent upon the linseed oil market at that time. Following are local quotations:

Standard Putty—	5 ton	1 ton	ton
Bulk barrels, 800 lbs.	$5 00	$5 25	$5 60
Bulk drums, 100 lbs.	6 00	6 25	6 60
Do., or tins, loose, 25 lbs.	6 25	6 50	6 85
Drums or tins, cased, 25 lbs.	7 00	7 25	7 60
1 lb. tins	9 75	10 00	10 35

Pure Linseed Oil Putty, $1.50 per 100 lbs. advance over above prices.

Glass Quotations Uuchanged

Montreal.

Locally, no change of importance can be reported this week in either window or plate glass. Business is still below normal, and quotations remain at 50 per cent off Montreal list. There is, however, said to be less price cutting and conditions are gradually gaining ground inosfar as prices are concerned.

Paint Demand Still Active

Montreal.

The seasonable activity continues in paints, varnishes and paint specialties, and will in all probability continue to do so well into the summer months.

Considering the low stocks among the dealers throughout the country, a steady flow of orders is anticipated.

GETTING THE EARLY BUYER

Many are the selling plans devised by merchants to stimulate business. All of them are good, but the plan adopted by an Ontario merchant to induce customers to do their shopping in the early hours of the morning is worthy of consideration. His plan is to have what he terms "Morning Hour Sales." Every morning between the hours of nine and ten, this merchant has a special sale on a few lines that are seasonable. These articles are usually odd lots that he has picked up at wholesale houses at reduced prices which the merchant in turn is able to offer to his customers at special prices, that will show some profit or at least allow the merchant to get his money back. No telephone orders are taken for these articles, nor are they charged. Every customer must go to the store for them and pay cash.

Articles that are to be on sale the following morning are attractively displayed in the window the preceding afternoon, and the display is accompanied with price tickets and a large show card announcing that the articles will be on sale the following morning between the hours of nine and ten. These early morning sales have been very successful and have proved the means of bracing up business for the whole day.

Lindsay Business Men Are Forming Board of Trade

After a number of unsuccessful attempts to form a Board of Trade, the business men of Lindsay, Ont., now appear to be on the right road, and are expecting big results from the campaign now being carried on to obtain members.

A committee was formed and two men chosen to captain sides in the effort to get members. These positions were taken by H. Brimwell and F. Forbet, merchants. The campaign is of two weeks' duration and the organization is assured of at least three hundred members.

The membership is made up of business men in the town and representative farmers of the surrounding district. The latter members are being secured as this is almost entirely an agricultural district.

TO ERECT PLANT AT ASBESTOS, QUE.

The Canadian Johns-Manville Co., Ltd., with sales offices at Montreal, Toronto, Winnipeg and Vancouver—which for some years has been operating what is said to be one of the largest asbestos properties in the world, located at Asbestos, Que.—has placed contracts for a large manufacturing plant to be located at Asbestos, Que., where they will manufacture all classes of asbestos products formerly imported from the United States. These products include asbestos roofings, shingles, packings, pipe coverings, textiles, brake band lining, etc.

MONTREAL MERCHANTS INCREASE MEMBERSHIP

Montreal.—The Merchants' Association of Montreal, through their recent drive, have added 243 names to the association list, making the total membership to date 502 members.

At the first meting of the old and new members since the campaign, the discussion of two questions took place, and these will be further augmented by a circular to members not present at the meeting.

1. What do you feel the Merchants' Association of Montreal might reasonably do for the improvement of your own line of business or profession?

2. What, as a citizen, do you believe the Merchants' Association of Montreal should first undertake for the good of the city at large?

With the termination of discussions, they will be analyzed and consolidated in a programme of work for the association.

BUSINESS CHANGES

Courtright, Ont.—Robert A. Cowan, hardware, has sold to Charles J. Hoskin. The latter is removing his tinware business from Strathroy to Courtright.

O.P.W.



Says Ottawa Pete:

"PULL COUNTS!"

"Pushing paints is good stuff, and 'pullin' 'em "is good too!

"If you wanted to start a rush of air through "your house, you wouldn't get behind the air "and push it, would you? You'd create a "vacuum at the other end and let the air rush "in and fill it.

"And the best way to get a current of goods "goin' through your store is for us to help you "get rid of the goods you've got; and the best "way we know for us to get them off your "shelves is to create a condition in your com-"munity that makes a demand for your goods.

"That's why the folk at Ottawa make paints "that 'repeat,' and pay out good money to ad-"vertise the fact to the public; That's why "they put dealer co-operation above every-"thing, and why they boost the 'Save the Sur-"face' campaign and its teaching that it's "cheaper to paint than not to paint.

"I believe there's a time coming when you "won't have to push O.P.W. goods. They'll be "pulled up by the suction that's been created. "Meantime, you push and we'll pull, and we'll "both get there together."

Ottawa Paint Works, Limited

Ottawa, Canada

Branches: **Montreal and Toronto**

Our Paints Will

"Save the surface and you save all" *Paint & Varnish*

Doubles Advertising Space on Paints

J. G. Steele, London, Ont., Concentrates on City Trade—Paint Sales Doubled in Four Years—Customers Have Hazy Idea of Application of Paint—Women Big Buyers.

"OUR paint sales are climbing to new records and the season is only getting under way," said J. G. Steele, hardware merchant at London, Ont., to Hardware and Metal.

"There are two reasons for this. One is the unusually early spring and the other is the large amount of work that has been held over from other years. People are realizing that they cannot put off painting any longer. They are "sold" as far as the value of paint is concerned, but have been holding off in the hope of lower prices. This is true in other lines besides paints. Any number of people expected to see a landslide in prices. Now that they are finding that such a drop is not going to take place they are buying."

After City Trade

Just here it might be mentioned that Mr. Steele's trade is practically all confined to city customers. His problem is how to reach the largest number of paint buyers in London. That he has solved it is shown by the fact that his paint sales have shown a splendid increase in volume every year and have doubled in four years. It is perhaps significant also that his advertising space has also been doubled.

"Window displays, store displays and advertising," said Mr. Steele, "are the answer to the problem of increasing turnover. We put in paint windows regularly and we advertise paints and varnishes at the seasons we believe best. We get splendid results. Our paint windows are no sooner in than the various lines we are showing start to move. People come and start asking about this and that. This is important from our standpoint. We let them talk about the work they are planning and by a few tactful questions one can find out a good deal as to the nature of the job.

Have Hazy Ideas

"It is astonishing the hazy ideas many prospective customers, especially women, have about paints and finishes. Even more astonishing is the indefinite ideas people have about how to apply them. This can be capitalized not only by immediate sales, but by laying the foundation for future sales. We find that people appreciate advice. We can often save them time, trouble and money by suggesting this or that kind of paint, the best way of preparing the work, the best brushes to use and so on. This is service and service of a very definite nature. It has a real value and in nine cases out of ten proves the foundation for future trade."

Women Big Buyers

Mr. Steele stated that possibly 95 per cent. of his paint trade is done with city residents. A great many of these are owners of their own homes. A great many of them are women. All of them are interested in getting the very best results they can for their expenditure of time and money. Property owners, Mr. Steele regards as among his best customers. They realize the value of painting and also the need of it. Many of them, especially those who are larger holders of buildings requiring painting, appreciate the replacement costs and are willing to preserve woodwork and other parts as long as possible by applications of paint.

He finds that in a general way city people appreciate the value of paint in improving the appearance of property more than farmers do. Where property is changing hands frequently as in the case of homes, proper painting, whereby the building is made attractive, often means not only a quick sale but a nice profit added to the transaction.

Gets Good Results

Another method of speeding turnover is demonstrations. Recently a three-day demonstration of wall finishes was held. The demonstrator was given his big show window to work in and throughout the day was busy showing passers by just how easily and how quickly they could apply the finishes and the excellent results they could obtain. The result was not only immediate increase in turnover in the lines shown but some excellent future prospects.

Mr. Steele finds it good business to keep in close touch with a number of contractors, especially those whose specialty is home building. By doing this he often secures the complete order for all the paints and hardware required. In a city where the building figures run as high every year as they do in London and where there is an acute shortage of homes in spite of the building that is done, this runs into quite a substantial amount of trade every year. It is not always easy to form a connection with a builder but once it is done and good merchandise and good service supplied, the connection is a lasting affair that brings with it excellent business and profits.

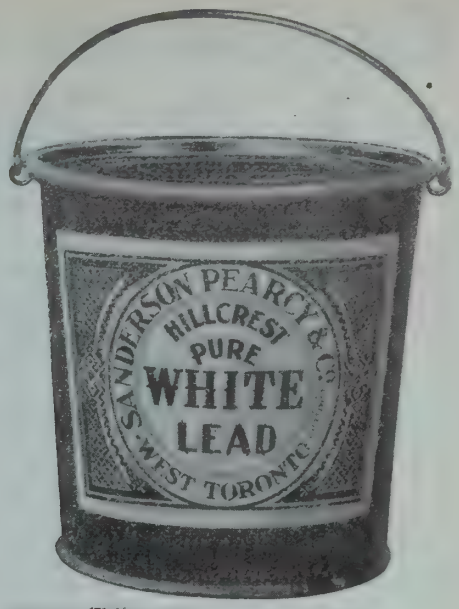
An Interesting Point

This merchant recounted a rather interesting point he has proven. He stated that a paint firm to whom he had sent a list of names of prospective purchasers of paints had mailed to each of them a coupon entitling them to so much money toward the purchase of a can of the firm's paints. The number of coupons returned were very small. Mr. Steele stated that he found out that by advertising his paints and printing his own coupon in the paper he could get many times as many coupons returned and do a much larger business.

Hillcrest

Pure

White Lead



Every Iron Sold Boosts Your Business

This is smooth, wonderfully-ground white lead of an almost dazzling whiteness. The clear smoothness can only be fully appreciated by seeing it and trying it. This is a real asset to the paint and varnish department of your store. You'll be proud to sell "Hillcrest" Pure White Lead—especially to professional painters that can appreciate it; it brings them back for more.

When the "Hillcrest" salesman comes with "Hillcrest" Pure White Lead, give him a good hearing. He will be glad to tell you more about it and show you how helpful all the "Hillcrest" lines can be in building up lasting trade among your permanently satisfied customers. We are manufacturing "Hillcrest" Paint Products with an exactness that assures you the ability to supply customers with the same satisfying goods now or in years to come.

We Also Manufacture:

Hillcrest Colors in Oil; Hillcrest Colors in Distemper; Hillcrest in Japan; Hillcrest Porcelain White Enamel; Hillcrest Ebony Black; Spanish Enamel; Hillcrest Bath Enamel; Hillcrest Motor Car Enamel; Hillcrest Paste Filler; Hillcrest Crack Filler; Pearcy's Pure Prepared Paints; Hillcrest Barn Red Paint; Hillcrest Outside Gloss White; Hillcrest Inside Flat White; Hillcrest Aluminum Paint; Hillcrest Carriage Paint; Hillcrest California Gold Paint; Hillcrest Graphite Machine Paint Liquid; Hillcrest Orange Shellac; Hillcrest White Shellac; Hillcrest Oil Stain; Hillcrest Varnish Stain; Hillcrest Shingle Stain; Cottage Shingle Stain; Hillcrest Varnishes—all kinds; Hillcrest Pure Lead; Hillcrest Bronzing Liquid.

WATCH FOR OUR SEMI-MONTHLY BULLETIN NEXT SATURDAY.

Sanderson Pearcy & Co.

Limited

272 Van Horne St. (Corner Dufferin St.)
West Toronto, Canada

"Save the surface and you save all" *Paint & Varnish*

HILLCREST
A GUARANTEE OF QUALITY

"Save the surface and you save all" *Paint & Varnish*

Hillcrest Paint Products

Emphasizes Value of "Save the Surface"

Plans of Hardware Merchants in All Parts of Canada Point to Effort to Acquaint Customers With Value of Protecting Surfaces Whether of Buildings, Implements, Vehicles, or Furniture—"You Pay for the Paint You Need But Do Not Use."

SOME novel means are being employed by hardware merchants throughout the country at the present time to encourage "saving the surface" of buildings, implements, furniture, etc. The newspapers are carrying advertisements setting forth the various means employed by these merchants.

Latham's Hardware, Moose Jaw, Sask., is conducting a house painting contest offering a $100 Victory Bond as first prize. The prize is open to owners or lessees of the best painted house in the city, subject to the conditions outlined which include the fact that the brand of paint caried by this store must be used and must be purchased at that store between May 15 and September 1, 1921. Only exterior work is to be judged and this accomplished by capable and disinterested parties who will make awards after due consideration of neatness, color scheme and general effect. Entries could be made between the dates mentioned though actual painting may be completed as late as September 10, 1921. Entry is by leaving name at the store or by phoning.

Save Paint Slips

The firm's ad dealing with this contest stated: "If your painter is about to begin your work have him get his paint at Latham's and enter your name in the contest. Save your paint bill slips as these will have to be produced at the completion of the contest."

The balance of the ad is devoted to an outline of the value of good paint because it covers more ground and wears longer.

Active work in "saving the surface" is progressing in Calgary largely influenced by hardware merchants. Use is made of the statement of the city health officer as follows: "We who live closely in communities must realize that if we wish to maintain wholesome, healthful surroundings it will be necessary that at least once a year we take stock of our surroundings and put them in the best possible order."

Another prize award was made by Reid Bros., hardware, Swan River, Man., in connection with a local painting campaign. A recent advertisement stated that this firm would give $5.00 worth of paint to the citizen of Swan River who had the cleanest property by a certain date.

Floor Surfaces to be Saved

An ad on floor finishes by Strathmore Hardware Co., Strathmore, Alta., says: "Old scratched surfaces disappear, dullness gives way to newness and the surface is easily made waterproof and beautiful if you use—floor finish. Especially made to withstand the scuff and tread of grinding heels on the floor. It is therefore the ideal varnish for refinishing furniture and all woodwork. Easy to apply, it dries overnight with a tough durable lustre that is guaranteed not to crack or chip. Nothing to mix, nothing to fuss with, just dip the brush. Come in and let us show you what——will do in protecting floors and furniture."

Home Preservation

Under the heading "Home Preservation" and pointing out the value of "Save the Surface and you Save all," an ad by W. R. Horner & Son, Granby, Que., states that to ascertain the amount of paint required, add the number of feet of both sides, multiply by the average height, divide by 400 (as one gallon will cover 400 square feet, two coats) ;this giving the required number of gallons. As an example it gives the measurements 25 feet front, 25 feet rear, 30 feet side, 30 feet side, totalling 110 feet, height 20 feet, 110 x 20, 2,200 divide by 400, 5½ gallons for two coats. It continues by outlining the exact paint required for buildings, porch floors, walls, wagons and implements, carriages and sleighs, porch and lawn furniture, staining, for linoleums and for finish on stoves, radiators, gas pipes, picture frames, etc.

"Live in a Cheerful Home"

Dealing with the beautifying as well as the preservative value of paint an ad by W. H. Turnbull & Sons, Brantford, Ont., states:— "LIVE IN A CHEERFUL HOME.—Good cheer in the home means health and happiness. Successful men seldom live in dull and dismal houses. This means paint. It means frequent painting. It never pays to put off painting until the old coats are completely gone. Don't forget that you have to pay for the paint you didn't buy through the greater depreciation in the value of your property."

"———paint is real property insurance. This high grade paint not only adds to the value of the home by making it look like new but it protects and conserves your investment. Protect your property—it means the greatest economy in the end."

Some good pointers are contained in excerpts from some of the ads used in connection with the paint campaign recently held in Winnipeg. It states: "Paint goes hand in hand with cleaning up. When you have dusted and swept and mopped the corners and open spaces put the paint brush to work. It will be easy to keep things clean then. A painted surface does not accumulate dirt like an unpainted one. Besides, dirt is more obvious on a painted surface and less apt to be ignored. Paintliness is the best incentive to cleanliness. Make the paint brush the partner of the scrubbing brush. They make a good team."

Paint That Repeats

It's often easy to make first sales.

But first sales are not the most profitable sales. You find your greatest profit in repeat sales—the business that comes to you without effort—the results of good goods that have given satisfaction.

It is just this kind of profitable repeat business that Glidden reputation brings. While it is selling painting materials for you it is selling other products. Glidden reputation will be a real asset for your business.

If you were in business for a month or two any kind of paint might do. But you're in business to stay. So are we. Let's get together and get a firm hold on the paint business in your territory.

Write to-day for prices and plans.

THE GLIDDEN COMPANY, LIMITED

Toronto, Ontario

***Branches* at Montreal and Winnipeg**

"Save the surface and you save all" *Paint & Varnish*



Protect *Beautify* *Preserve*

Every Shingle in Canada

with

RAMSAY'S SHINGLE STAIN



Ramsay's Shingle Stain is

"The Right Shingle Stain to Shingle Stain Right"

A suggestion to your customers of the value and protection to their property by the use of *Ramsay's Shingle Stain* will greatly increase your turnover

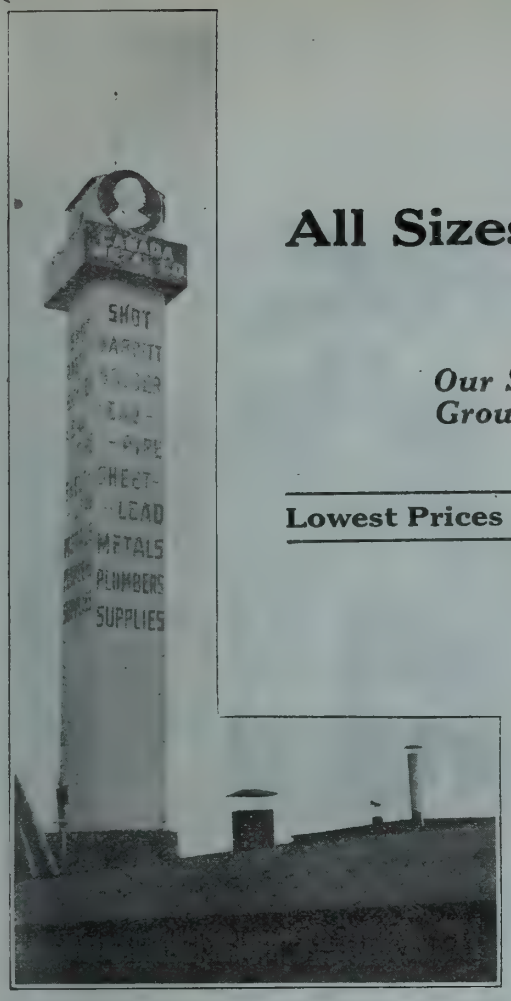
A. Ramsay & Son Company

The All-Canadian Manufacturers of Paints and Varnishes since 1842

MONTREAL - TORONTO - WINNIPEG - VANCOUVER

WINNIPEG BRANCH—123 Bannatyne Ave. East VANCOUVER BRANCH—126 Pender St. West

DISTRIBUTORS: EDMONTON DISTRICT Revillon Wholesale, Limited, Edmonton; CALGARY DISTRICT—The McDonald Baker Co., 818 Eighth Ave. W., Calgary; NOVA SCOTIA James Simmonds, Limited, Halifax, N.S.



SHOT

All Sizes **25 Lb. Bags**

Kegs or any weight

Our Shot Tower overlooks the Toronto Exhibition Grounds. The highest tower in the Dominion.

Lowest Prices **Highest Quality** **Immediate Shipment**

ALSO

SHEET LEAD **BABBITT**
SOLDER **LEAD PIPE**
NAILS **WIRE**

THE CANADA METAL CO., LTD.

Toronto Montreal Winnipeg Vancouver



No Use Talking:
This Beats Walking

The Bicycle with the C·C·M TRIPLEX HANGER

Even Better Than Pre-War Quality

YOU can give C. C. M. Bicycles your strongest recommendation.

The materials used are fully up to the best pre-war standards.

The workmanship is equal to anything we turned out before the war.

In fact, the C. C. M. factory is working with even greater accuracy than before the war, some of the parts of present-day C. C. M. Bicycles and Hercules Coaster Brakes being made to closer limits than the delicate time fuses we manufactured for the British Government.

We stand behind every C. C. M. Bicycle with the strongest and fairest of guarantees—a guarantee that protects every dealer and every rider.

You couldn't ask for more in a bicycle than we give you in

C·C·M· Bicycles

Massey-Perfect-Red Bird-Columbia-Cleveland-Gendron-Ivanhoe

Canada Cycle & Motor Company, Limited
Montreal, Toronto, WESTON, ONT., Winnipeg, Vancouver



Bigger Dividends in the Paint Business

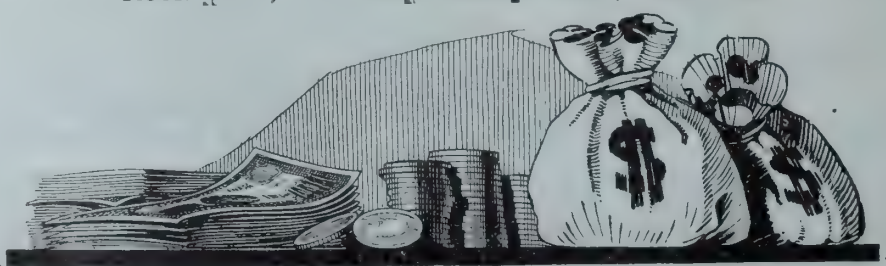
THERE'S no reason in the world why you can't make your paint department one of the biggest money-makers in your store, for there's more real need for paint than almost any other product on the market.

Go right after the business with the will to paint the whole town and countryside. Feature the "Save the Surface" idea and thus take advantage of the great national Save the Surface publicity campaign. The committee will co-operate with you by sending window signs, posters and display cards free. Helpful electros for your own advertising are also supplied at cost.

Write for them to

The Save the Surface Campaign Committee

Room 509, 107 St. James Street, Montreal





East West Everywhere---All the Time LIVINGSTON SERVICE

The "Livingston" business was founded on service, has grown and prospered on service, and we intend that its future shall be based on service that merits your continued patronage and good-will.

We have recently extended and improved Livingston service so that your wants may be attended equally well from Vancouver to Prince Edward Island. The extended service is new, but Livingston Brand is older than Confederation.

"The Kind Your Grandfather Used"

THE DOMINION LINSEED OIL CO. LIMITED

Mills and Refineries :

Baden, Ont. Montreal, Que. Winnipeg, Man.

Sales Offices:

SHATFORDS LIMITED
Halifax, N.S.

R. C. JAMIESON & CO., LTD.
Vancouver, B.C.

C. PATON
Charlottetown, P.E.I.

Central Sales Office :

1009 Royal Bank Bldg., Toronto, Ont.

GLASS

We are receiving quantities of Belgium Window Glass and can quote you very attractive prices for immediate deliveries or for import shipments. We stock or manufacture Plate, Bevelled Plate, Mirrors, Figured, Leaded, Wired and Prism Glass.

Write, Phone or Wire for Prices

Hobbs Manufacturing Company, Limited

MONTREAL TORONTO LONDON WINNIPEG

JOSEPH RODGERS & SONS LIMITED

SHEFFIELD, ENG.

Avoid imitations of our **CUTLERY**

By seeing that this exact mark is on each blade.

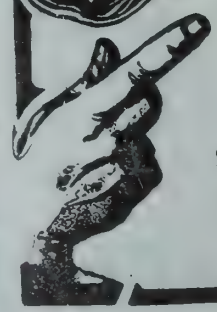
REGISTERED TRADE MARK

GRANTED 1682.

SOLE AGENTS FOR CANADA

James Hutton & Company

MONTREAL



GERMANTOWN LAMPBLACK

THE L. MARTIN CO.

HEADQUARTERS FOR

LAMPBLACK

IN ENGLAND AND AMERICA

Originators of Eagle, Old Standard, Globe and Pyramid Germantown Brands.

Suppliers of Bulk Blacks to the highest class Grinding Trade.

Montreal, Toronto, Winnipeg, New York, Philadelphia, London, Eng.

Window *Also Plate, Figured, Bent, and Ornamental Glass*

RED S

Glass *Stained, Wired, Mirror*

Order Early

The Toronto Plate Glass Importing Co., Limited

Don Roadway Toronto

TINKER TOM'S TALKS.

No. 314

"Caveat Emptor!"

Not our Motto—No Sir!

Just recently we bought some material from a manufacturer which turned out to be imperfect. On first inspection it was apparently O. K. but later developed the faults.

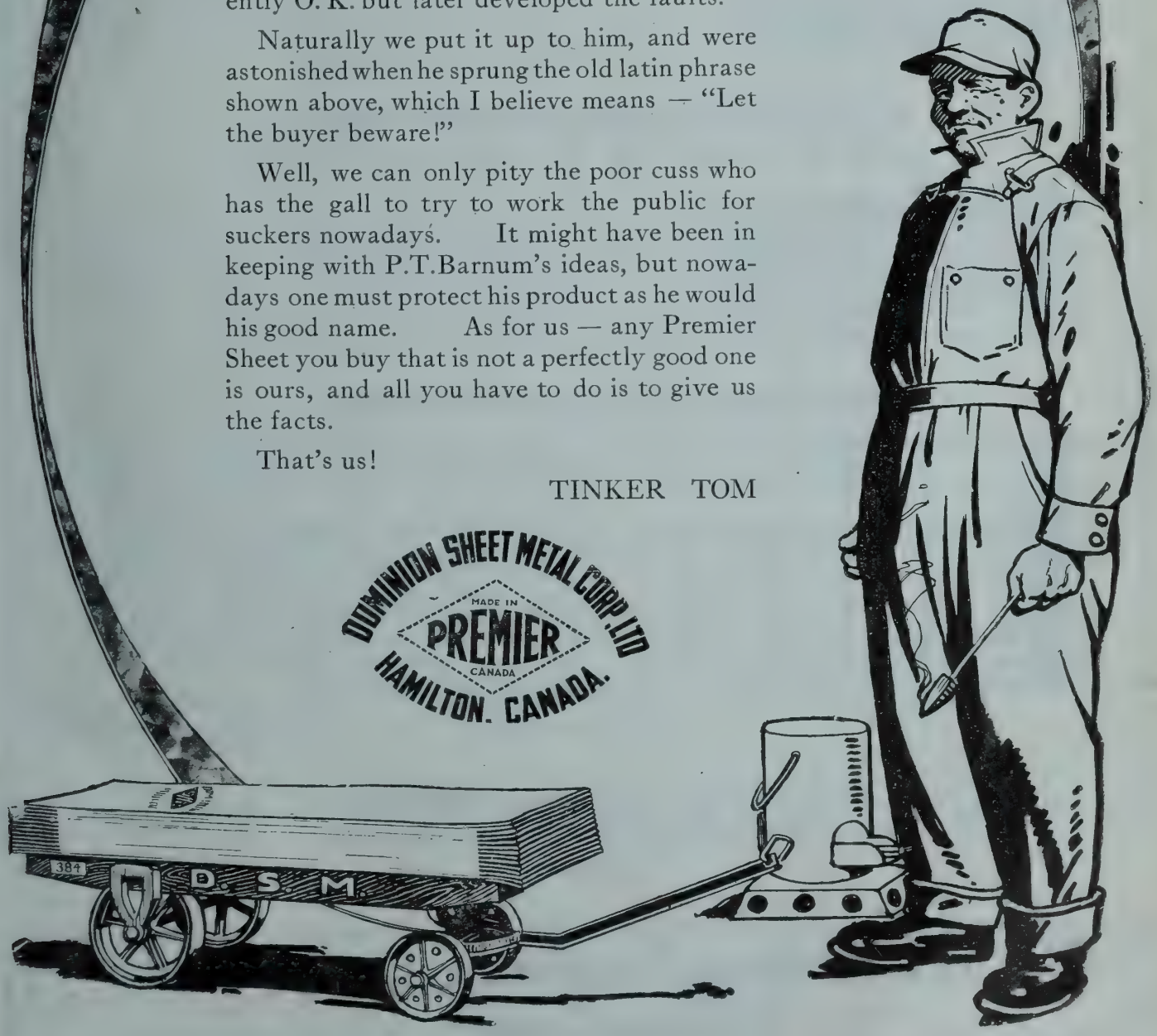
Naturally we put it up to him, and were astonished when he sprung the old latin phrase shown above, which I believe means — "Let the buyer beware!"

Well, we can only pity the poor cuss who has the gall to try to work the public for suckers nowadays. It might have been in keeping with P.T.Barnum's ideas, but nowadays one must protect his product as he would his good name. As for us — any Premier Sheet you buy that is not a perfectly good one is ours, and all you have to do is to give us the facts.

That's us!

TINKER TOM

DOMINION SHEET METAL CORP. LTD
MADE IN PREMIER CANADA
HAMILTON, CANADA.

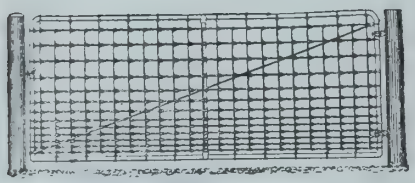


The Trade Mark behind the "Hardware House of Quality"

DIAMOND A BRAND ASHDOWN'S GUARANTEE

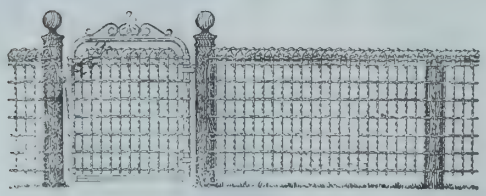
The Largest Wholesale Hardware Dealers in Canada

Remind Farmer Customers



Good, substantial farm gates that add to the appearance and value of a place, pay the farmer and pay you to sell. The illustration is Style "C" Iron Pipe Frame, Painted. It is 48 inches high, and comes in widths 8, 10, 12, 14 and 16-foot.

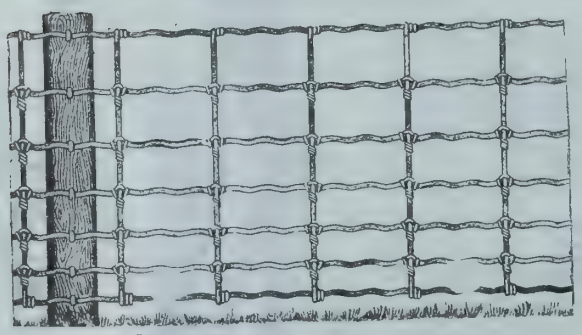
Well Fenced Property Is More Valuable



Showing Style "L-Extra" Fence and Gate

Ashdown service will back you with a wide variety of ornamental fence and gates, trellis, flower guards, etc. We can supply just the thing to turn most of your customers' inquiries into orders.

Good Fencing Saves Property and Money



Heavy Titelock. All No. 9 Wire

HEAVY TITE-LOCK Horse and Cattle Fence has 5 line wires, 40 inches high; nine stays to the rod. It is all No. 9 wire; spaced 10, 10, 10, and 10. Weighs about 7 lbs. per rod and comes in 20 and 40-rod rolls. There is also a horse, sheep and cattle fence with 7 line wires, with spacing 5,6,6,7,7½ and 8½. Weighs about 9 lbs. per rod. This is fence that you can sell a lot of and make money on. This fence is really "horse-high, bull-strong and pig-tight."

You Are Backed by the Ashdown Organization
With 52 Years of Merchandising Success and Service

The J.H.Ashdown Hardware Co., Limited

Winnipeg, Canada

Calgary Saskatoon



SILKSTONE

(REGISTERED TRADE MARK)

FLAT WALL COLOURS

Suppose you write us to-day about Silkstone and other lines that will benefit your business? We know you want to satisfy customers and build permanent, lasting trade; Silkstone is one of a line that does that to perfection.

You can sell it because Silkstone beautifies walls at less cost than wall paper. It can be washed easily without rubbing off. Its soft, silky finish gives an artistic effect much appreciated by home lovers. It is economical, durable and satisfies good taste.

Let us show you that it is profitable to sell. If a thing sells well and pays the merchant well, you certainly want it working for you in your store, don't you?

"Save the surface and you save all" *Paint & Varnish*

Write and let us explain the advantage of an agency

C. F. Stephens & Co. Limited

Paint and Varnish Makers

Winnipeg Calgary Edmonton

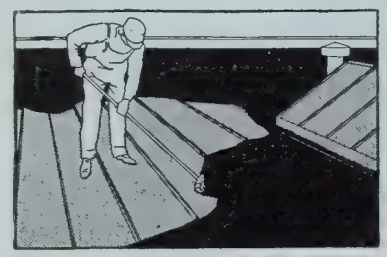
Garland Guaranteed Products
(Made in Canada)



PROTEX ON FELT

PROTEX

A Protex roof is a continuous, one piece, plastic layer without a lap joint, seam or nail in it. Protex is a Plastic Asbestos Compound applied with a trowel and is guaranteed for ten years. Protex specifications do not require the tearing off of the old roof — instead we use it as a foundation.



SUPERCOTE ON TIN

SUPERCOTE

Supercote is a Semi-liquid Asbestos Roof Coating particularly made for protecting, preserving and waterproofing irregular, uneven surfaces such as Gravel and Corrugated Iron Roofs, but it can be used just as well, with the same satisfactory results on all other roofs such as Paper, Composition and Metal.

Also ask for circulars on Roof Paints, Industrial Paints, Concrete Floor Hardeners, Hot Surface Paints, etc.

Distributed by

D. J. LADD & COMPANY
WINNIPEG, CANADA



Quality That Repeats Sales

We Make
Steel Wire Nails and Brads, Clothes Line Wire, Fencing Staples and Hooks, Galvanized Poultry Netting Staples.

Western Wire & Nail Co.
London, Ontario

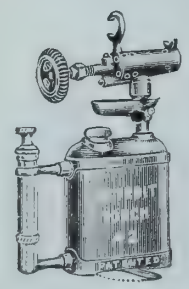


O-Rib-O
Square Coal Chute

The Nos. 4 and 5 models of our Square Coal Chute illustrated here are of very neat appearance; that appeals to the careful householder.

The door is made with a flange which fits over the rim of the frame, making it both wind and water proof.

O-Rib-O
Manufacturing Co.
Winnipeg, Manitoba



In design and construction it is the best torch of this type on the market to-day.

Detroit Torch
Takes Little Space

Our No. 42 Auto or Electricians' Torch has oblong tank and is very popular with mechanics desiring a tool that will take up little space in a kit.

Tank is made of heavy brass throughout. Supports on bottom of tank prevent torch from tipping over when placed on bench—not in the way when torch is not in use. Fitted with patented tapered burner, with hook and support for soldering coppers. Valve wheel is of wire and always cool, giving operator full control of flame at all times. Automatic pump of simple construction forms the handle.

Detroit Torch & Mfg. Co.
Detroit, Michigan

Why the Head Engineer Stands by

"Maple Leaf" Belting

Sells Easily

Engineers everywhere have the utmost confidence in "Maple Leaf" Belting. It stands by them. It is reliable and dependable and can be trusted to fulfil its mission. That is why engineers use "Maple Leaf," and dealers find good profits and repeat orders.



The Dominion Belting Co *Limited*
Hamilton Canada

A SILENT SALESMAN

A Silent Salesman illustrated in the Arnett catalog which shows a range of styles to suit every purpose.

Make your whole store do saleswork by installing Arnett Silent Salesman.

Write for this Catalog

THOMAS LEWIS ARNETT
SOURIS MAN.



"Dazee Brand" Woodenware

Buy Western-made Washboards, Step Ladders, Bake Boards, Ironing Boards, Clothes Horses, Tub Stands, etc. For sale by all jobbers. We guarantee the quality will please you. If jobber does not supply you write us direct.

The Brett Mfg. Co., Limited
WINNIPEG, MAN.

The advertisers would like to know where you saw their Ad. Tell them.



Advertising that reaches *your* customers

This year's advertising of the famous Barrett Products will cover Canada like a blanket.

35,000,000 Advertisements. Think of it!

And they will reach consumers of every class, all over the Dominion:

6,500,000 advertisements in leading farm papers going to the farmers of Central and Western Canada. (12 issues, 545,000 circulation each issue)

5,750,000 advertisements in weekly newspapers going to farms and small towns of Quebec and Maritime Provinces. (28 issues, 206,000 circulation each issue)

23,500,000 advertisements in Montreal daily newspapers, covering Montreal City and adjacent territory. (Twice a week, 251,000 circulation each issue)

250,000 advertisements in leading technical magazines reaching railroads, manufacturers, contractors and other large consumers. (12 issues, 20,500 circulation each issue)

These advertisements will be attractive in appearance and filled with strong selling arguments. They will tell why Barrett Products are superior to all others—why they give unfailing satisfaction and save money for the user.

They will bring a big volume of new business to every dealer who is ready to supply the demand.

This is an opportunity you can't afford to miss. If you have not already received a copy of our latest Price List, write for it today.

The well known Barrett Products which will be featured in our big consumer advertising campaign, include:

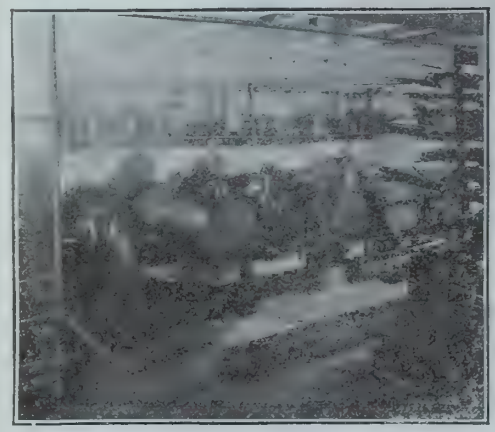
Everjet Elastic Carbon Paint
Everlastic "Rubber" Roofing
Everlastic Liquid Roofing Cement
Everlastic Multi-Shingles
Plastic Elastigum Patching Cement
Liquid Elastigum
Creonoid (Fly Oil) Cow Spray and Lice Destroyer
Everlastic Single Shingles

WINNIPEG, VANCOUVER
HALIFAX, N. S.

The Barrett Company LIMITED

MONTREAL TORONTO
ST. JOHN, N. B.

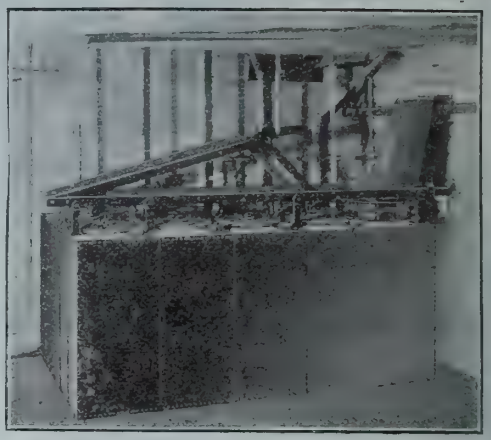
System In Selling Paint Oils



No System—Lots of Waste and a Very Dangerous Fire Trap.

Haphazard methods in selling paint oils are dangerous and usually a losing proposition for the dealer.

There is one thing absolutely necessary to systematic and profitable handling of paint oils. That is modern storage equipment.



The Bowser Way—Pumps are on floor above. Systematic, Clean, Safe, and Saving.

Bowser Paint Oil Storage Systems

are to the paint business what bookkeeping machines are to accounting—an economic necessity. They store the oils without loss from leakage or evaporation; give accurate measure, keep the oil room clean, make the labor of handling a small item.

If you are not using Bowser Storage Systems you are missing an opportunity to profit in your paint oil business.

LONDON
32 Victoria St., S. W.

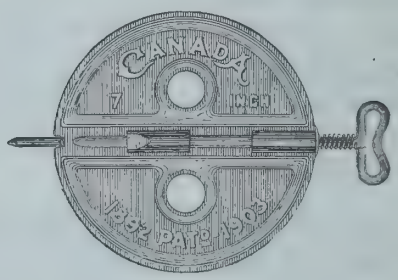
HAVANA
Lonja del Comercio 427

S. F. BOWSER COMPANY LIMITED
66-68 Fraser Ave.
TORONTO - - - CANADA

PARIS
5 Rue Denis-Poisson

SYDNEY
6 Castlereagh Street







Dampers of 21 Gauge Steel

Dropped Forged Stem—Sharp Point—Positive Lock

Our new 6″ and 7″ are stamped from 21 gauge steel. The stems are drop forged. The point sharp. The lock positive. There can be no breakage. There is no better damper on the market to-day.
Our Furnace Dampers are stamped from 26 gauge steel; drop forged stem; positive lock.

Our Damper Clips are stamped from 21 gauge steel. Packed one dozen in a box.
Canada Dampers are unexcelled and are lighter, stronger and cheaper than other dampers made.

A sample dozen will convince you.

Your Jobber Has Them

The Myers Manufacturing Company

Dresden, Ontario



Actual Demonstration

is the most convincing sales argument.

MORE VALET AUTOSTROP RAZORS have been sold through demonstration than by any other method. Always let your customer run the razor to and fro on the strop. Watch his amazement at the simplicity of the stropping device which is built right into the frame. Don't take it for granted that your customer knows all about it. Show him how the

VALET AutoStrop Razor

—sharpens itself



is easily adjusted for a close, medium or light shave by merely pressing the lever, why it saves constant blade expense by the fact that the edge is renewed by stropping. Remember that the Valet Auto Strop Razor sharpens, shaves and is cleaned without removing the blade.

Every sale means a satisfied customer and more profit to you. Don't miss an opportunity to demonstrate the Valet AutoStrop Safety Razor.

AutoStrop Safety Razor Co., Limited

TORONTO - - CANADA



Our Reputation is Your Profit

The fact that each of our five brands of files is recognized as standard quality by file users means easy sales and steady profits to you as a dealer.

New file users are being made aware of what "old timers" already know by our continuous advertising.

Specify one of these brands when ordering:

KEARNEY & FOOT
GREAT WESTERN
AMERICAN
ARCADE
GLOBE

FILES

We carry large reserves, so you can re-stock quickly from your jobber.

Made in Canada by

Nicholson File Company

Port Hope - Ontario

Three Special Reasons Why You Should Order Your FREEZERS Now



(1) We can ship more promptly now than when the big demand is on.

(2) Transportation is better now.

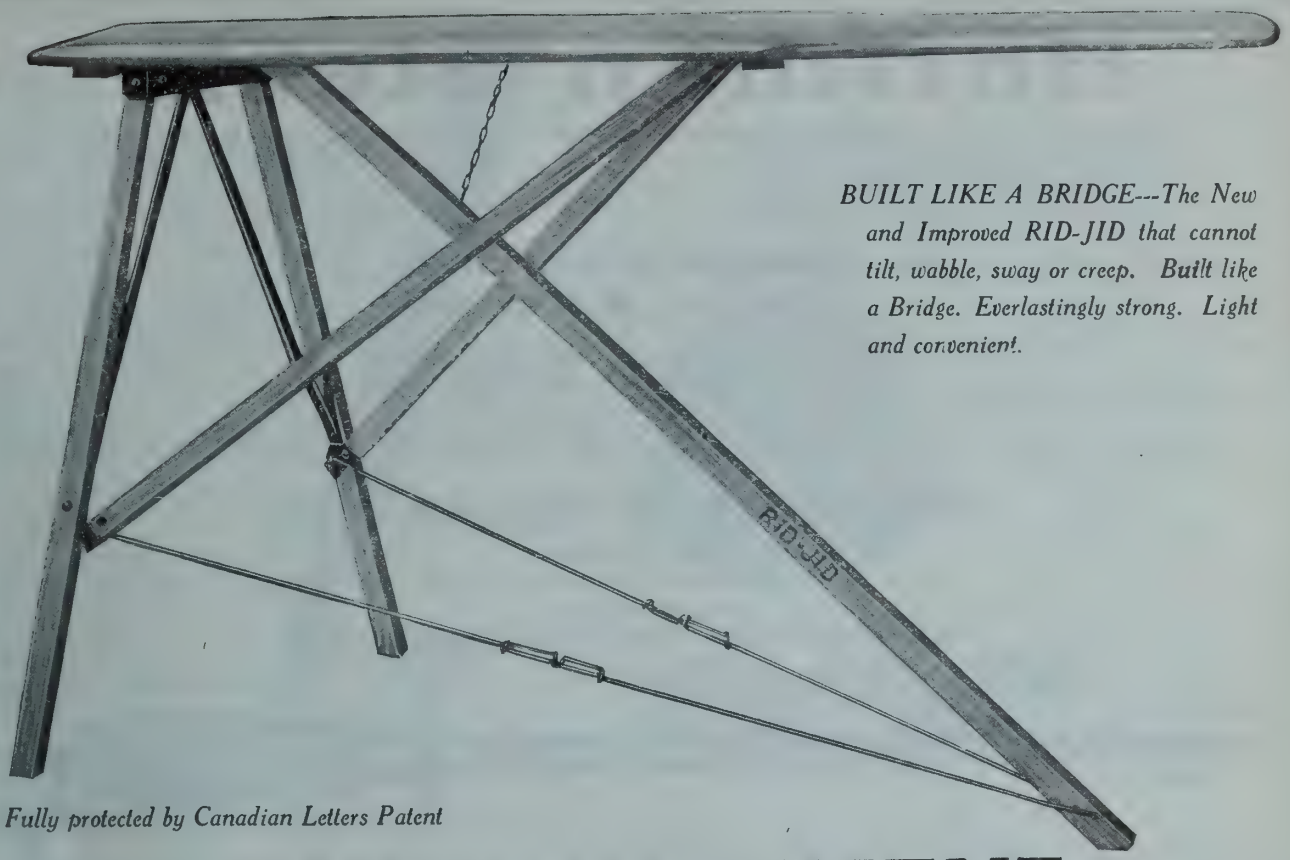


(3) Hot weather is sure to come. So will the rush for Freezers, all along the line, from user to dealer,—to jobber,—to us. But we cannot supply every demand promptly the last minute. Be wise in time, get your stock now while the getting is good. Be ready to supply your customers the moment they are in a humor to buy. If you hesitate now you may lose later. We venture to guess that your stock is low, so there is every good business reason why you should prepare in time. Place your order with your jobber now—you cannot lose.



North Bros. Mfg. Co.

PHILADELPHIA - PA.



BUILT LIKE A BRIDGE---The New and Improved RID-JID that cannot tilt, wabble, sway or creep. Built like a Bridge. Everlastingly strong. Light and convenient.

Fully protected by Canadian Letters Patent

ANNOUNCEMENT

The famous RID-JID open end, folding iron table is now being manufactured in Canada

Dealers will be interested to learn that one of the best domestic specialties in many years---the RID-JID open end folding ironing table---will be available to their trade very shortly.



RID-JID

open end, folding IRONING TABLE

Over half a million of these tables are already in use in United States and Canada. It is the only nationally advertised ironing table on the market. Women know all about, and want it. It is a great line. It will sell on sight.

Hardware and Furniture dealers and Electrical Shops will handle this line. *Write us now for full particulars.*

RID-JID of Canada Ingersoll, Ontario

Hoffman Steels

for

Butchers, Carving, Table, Kitchen

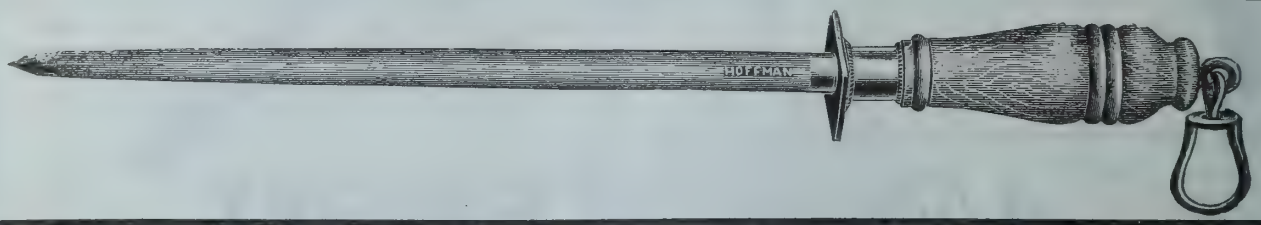
They are fully guaranteed, and will be replaced if found defective in workmanship.

Send for Catalog which shows sizes and numerous styles of handles.

Wiebusch & Hilger, Ltd.

Sales Representatives
106-110 Lafayette Street, New York
Canadian Sales Agent:
Jas. Gerard Kerr, 411 St. Nicholas Bldg., Montreal

18-T





THE K-T COBBLER SET

THE TRADE K-T MARK EE FDY.

You Can Absolutely Guarantee

this repair outfit to your steady customer or to the customer you would like to make permanent.

UNBREAKABLE
It weighs 14 lbs.
It sells for $1.50
It costs you $1.00

The high price of shoes will make this a steady seller.

We also make for your trade

Clothes Reels Clothes Pulleys Builders' Castings of all kinds
Clean-Out Doors Coal Chutes Window Weights Horse Weights

Inquire for our prices GALT, ONTARIO

Subscription price of HARDWARE AND METAL is $4.00 per year or less than 6 cents per issue.

Hits the Nail on the Head!

The nail-set that you have looked for. Square head prevents rolling—patented knurled grip. It won't slip or mar your work no matter how oily your hands may be.



No. 435 Square Head Nail Set

MAYHEW made TOOLS ARE RIGHT

When you buy them you have the satisfaction of knowing that you own the best. Hand-forged, electrically-tempered steel—made for men who know tools.

"Every blow of the Hammer Refines the Steel"

MAYHEW STEEL PRODUCTS CO.

291 Broadway, NEW YORK CITY

508 Mission Street, SAN FRANCISCO, CAL.

WHY EXPERIMENT?

WE DID IT FOR YOU YEARS AGO



IMPERIAL GENUINE



For Heavy Engines and Extraordinary Hard Work

HARRIS HEAVY PRESSURE

THE COPPER COATED CAKE

For Donkey Engines, Saw Carriages, Small Motors, Transmission Line Shafting and all steady heavy pressure duty.



Matchless

Suitable For Slow-Moving Bearings

Write For Prices

THE CANADA METAL CO., Limited

TORONTO HAMILTON MONTREAL
WINNIPEG VANCOUVER

A Quick Seller with Good Profits

Are you overlooking the demand that exists among owners of horses—farmers teamsters, etc.—for a pad that will take the torture out of hard, ill-fitting collars?

TRADE MARK **Ventiplex PADS**

Are just what is required for horses. Carefully and scientifically made, these pads cushion the jerks, positively prevent sore shoulders, and enable the horse to put more vigor into his work.

Recommended to your customers, Ventiplex Pads are certain to make quick sales and good profits.

The Burlington Windsor Blanket CO., LIMITED

Toronto - Ontario

Do You Want Prompt Service

Close Co-operation, Well-Selected Salable Goods

From Your Jobber?

It means much to the success of retail business to be assured of goods when you want them. It pays to have standard, salable lines that you can depend on favorably to impress your customers, to close the sales, and to give perfectly satisfactory service in use.

It is such goods and such co-operation from your wholesale house that makes retail business run smoothly.

Thos. Birkett & Son Company, Limited, are fully qualified to give you prompt service, good co-operation and salable, satisfactory goods.

A trial order is the best proof. Why not write to-day?

Distributors for Oak Tires.

Thos. Birkett & Son Co., LIMITED

Shelf and Heavy Wholesale Hardware

Ottawa, Canada

TWO GREAT GUILDS

ONE hundred years before Columbus landed in America, there was established in England a guild of gold and silver smiths who, through pride of craft, established a mark whereby when a housewife bought silverware and saw on it the word "Sterling" she made her purchase with absolute assurance of value received.

Five centuries have passed since that mark was established. To-day it still remains an unerring guide throughout the English-speaking world, and woe betide the man or firm who misuses this mark "Sterling." The police of the world stand back of it.

Only six short years ago there was established on the North American Continent another guild of craftsmen — another body of men with pride of achievement—the guild of Advertisers, Advertising Agents and Publishers.

They, too, adopted a hall mark to designate an honest product in the business in which they were engaged.

Sentiment, genius or instinct guided the adoption of the three great foundational letters A.B.C. as their insignia. In one respect alone did these two great guilds of craftsmen—separated in birth by over five centuries—differ. One determined the fineness alone, and left the purchaser to measure the weight. The other determined the weight but gave such specific information as would enable the buyer to determine for himself the degree to which that fineness applied to his own particular business.

A.B.C. stands for Audit Bureau of Circulations, and Audit Bureau of Circulations stands for absolute honesty in the preparation and presentation of circulation statements. The advertiser who buys space in a publication whose circulation is audited by the A.B.C. knows exactly what he is getting.

Sanitary Engineer and all MacLean Publishing Company papers are members of the A.B.C.

RAZORS

Fully Guaranteed



Made in Sweden from the finest Swedish Steel. Every Razor sent out by the Swedish Steel Forging Co., bears the trade mark "SSA." It carries a guarantee that the quality and workmanship stand for all that is best and select in the highest class Razors.

Write for Prices to-day

Canadian Agent:

F. W. Lamplough & Co.

46 Alexander St., Montreal

Manufacturer

Swedish Steel Forging Co.

SWEDEN

BALE TIES

Prevent Broken Bales And Commercial Loss With Laidlaw

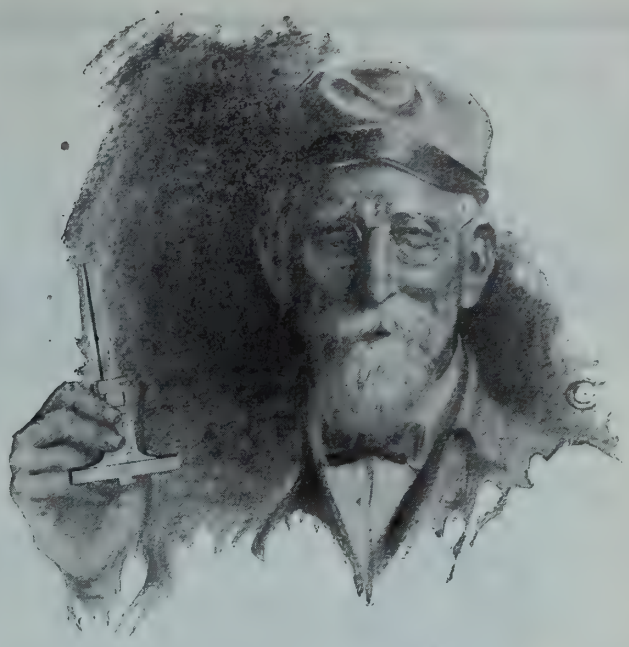
Laidlaw Bale-Ties have had a long and thorough test, resulting in their general choice by buyers throughout the Dominion—in fact throughout the world.

Laidlaw Bale-Ties mean prevention of broken bales and severe commercial loss. Laidlaw Bale-Ties are superior in material, design and manufacture.

The Laidlaw Bale-Tie Company
Limited
Hamilton, Canada

Agencies:

Norman Jessiman, Vancouver, B.C.
A. T. Diggins, Toronto, Ont.
Harry F. Moulden & Son Winnipeg, Man.
H. E. O. Bull, Montreal, Que.
M. Bryan, 24 Aldgate, London, Eng.



OLD FRIENDS!

"Old Friends, old times, old books, are best," the saying goes. And many an old-timer, thinking of his Starrett Tools, will add—"and old tools, too, are best."

For more than forty years the Starrett name has meant "fine tools" to America's master machinists.

And now the younger generation, trained from apprenticeship to demand Starrett quality, are proving their preference by the ever growing demand for these tools from Starrett dealers. Get Catalog No. 22 "MA."

THE L. S. STARRETT COMPANY

The World's Greatest Toolmakers.
Manufacturers of Hack Saws Unexcelled.

Athol, Mass.

Starrett Tools



Late Comers Still Can Get a Seat

In other words—it is not too late to place your order for

D-B CARBON REMOVER

And don't forget that our whole organization and success depends on the quality of our product!

To prove this statement we ask you to refer to our sales plan, in which we give your customer a trial can of D-B CARBON REMOVER. If they find that it is unsuccessful in removing the carbon, the empty can is returned to you. In every instance where the treatment has not proved satisfactory, we will pay you the retail value of the can.



You stand to lose **nothing**, we take the chance—**if it is such.**

AUTO JACK says: The best way to remove carbon is to use D-B.

The Dustbane Mfg. Co.
LIMITED
Ottawa, Ontario

M&S

A Sure, Hot Spark



The real joy of motoring is only possible when your car is "hitting on all four." The sure, hot spark of the "M & S" ball-pointed plug will guarantee such performance, because the ball point concentrates the current and intensifies the heat.

It is *the plug with the hotter spark.*

The three-in-one terminal of the "M & S" plug is adapted to any style ignition, except Chevrolet, for which we supply a special model ball terminal. The Overland "4" is equipped with our No. 500 ½-inch standard.

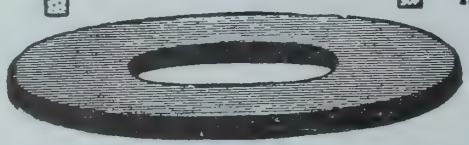
Dealers—The "M & S" is the popular Made-in-Canada plug. Ask your jobber for it or write us direct.

Russell Gear & Machine Co. Ltd.
1209 King Street West
Toronto, Ont.
"The Plug with the Hotter Spark"
MADE IN CANADA
32

Wrought and Steel Plate WASHERS OF ALL DESCRIPTIONS

ROUND AND SQUARE

PLAIN OR GALVANIZED



Annealed Rivet Burrs; Felloe Plates; Sheared and Punched Plates; Malleable Washers and Cast Iron Washers.

PROMPT SHIPMENTS

We Guarantee Quality and Service.

Wrought Washer Mfg. Co.
Milwaukee, Wis.

MADE IN CANADA

Blacksmiths' Boiler Makers' Machinists' AND Pipe Fitters' Tools

Write for Catalogue

A. B. Jardine & Co.
LIMITED
HESPELER, ONT.



More Profitable Lines for the Hardware Dealer

Our products earn maximum profits for the dealer. A trial order will convince you of their great sales-producing qualities.

We manufacture—

Iron, Copper and Brass Rivets
Small Washers and Burrs
Wire Nails
Countersunk Clout Nails
Escutcheon Pins (Brass and Steel)
Tubular and Bifurcated Rivets
Copper and Steel Boat and Canoe Nails, Etc.

The Parmenter & Bulloch Co., Ltd.
GANANOQUE, ONTARIO

John R. Anderson, 36 Dizier St., Montreal. E. Fielding & Son, 9 Front St. East, Toronto. David Philip, 138 Portage Ave. East, Winnipeg. W. O. Webster, 1220 Hamilton St., Vancouver.

NAILS WIRE BALE TIES

WIRE HOOPS FOR KEGS *and* BARRELS
STRAIGHTENED RODS
COPPERED AND TINNED WIRE

Are You a User? Did You Read This Ad.? If So, Ask for Prices.

THE GRAHAM NAIL WORKS

Operated by the CANADA METAL CO., Ltd.
TORONTO

-4- One Boxes
The Real Export Container

STRONG—Their strength is meausured in terms of steel wire, and not in terms of wood. The peak load is carried by the wire.

LIGHT—They weigh about half of nailed cases. Bound with steel wires, they simply cannot come apart, and are pilfer proof.

ECONOMICAL—Cost no more than other boxes. Save stacking space. Save freight and express charges, and above all they deliver your goods in good order.

WRITE TO DEPT. H.

CANADIAN WIREBOUND BOXES LTD.
1000 GERRARD ST. EAST TORONTO
Sales Offices: Montreal and Hamilton

Red Devil
Reg. U. S. Pat. Off.



Put This "Red Devil" Easel Board To Work For You"

Its power to attract customers is great—

It keeps the most popular line of tools attractively displayed, with prices plainly indicated—

It asks no salary for the sales it makes.

Put this "Red Devil" Silent Salesman to work for you 24 hours a day—display it prominently in your window, and watch your sales curve go up.

Each easel board contains 9 slip-joint pliers neatly mounted; balance of 15 pliers unmounted and securely packed.

Write to-day for literature and prices on "Red Devil" Easel Board No. 950.

Smith & Hemenway, Inc.
Manufacturers of "Red Devil" Tools
89 Coit Street Irvington, N.J.

Manufacturers of a complete line of Pliers, Glass Cutters, Nail Pullers, Auger Bits, Snips, Screw Drivers, Hack Saw Frames and Blades, Cold Chisels, Bolt Cutters, Lock Washers, etc.



The highest quality materials backed by skilled workmanship have produced a line of saws that you like to sell. Maple Leaf Saws are the Standard of Canada, and business builders for the hardware dealer.

Maple Leaf Saws

Mitre Box Saw

Our Mitre Box Saw is very popular with carpenters and mechanics everywhere on account of its reliability, and the efficient way in which it turns out the work.

Shurly-Dietrich Co
LIMITED
Galt - Canada
BUY "MADE IN CANADA" GOODS

PINK'S LUMBERING TOOLS

The Standard Tools in every province of the Dominion, New Zealand, Australia, etc.

We manufacture all kinds of lumber tools. Light and Durable.

LONG DISTANCE PHONE No. 87.

Send for Catalogue and Price List.

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

THOS. PINK COMPANY, LIMITED
Manufacturers of Lumber Tools
Pembroke Ontario



HARDWARE & METAL is the only weekly hardware paper in Canada and is read by practically every worth-while buyer, both wholesale and retail, in Canada. HARDWARE & METAL is the logical medium to use if you have a message for the Canadian hardware trade.

Tuck's Genuine Packings

Asbestos and Others for High Pressure, Steam, Hydraulic and Other Purposes

Trial Orders Solicited—Our Packings Do the Rest

Insist Upon Having the TRADE 

Packing Bearing Our MARK

TUCK & COMPANY, LIMITED
LONDON LIVERPOOL CARDIFF, ETC.

Canadian Representative
Wm. J. Brown, 117 Youville Square, Montreal
Stocks Carried in All Sizes TEL. No. MAIN 2387

Walter Woods & Co.

N.B.

Egg Carriers

Hamilton and Winnipeg

"If I Were a Hardware Man"

Said a bright business man, when talking on the subject of **Opportunities,** "I would look upon the handling of some leading make of Automobile Tire as a most profitable line. A Tire represents a comparatively big turnover for a hardware sale, and the profit is in proportion. If I had to give **service,** that is, if I had to put a tire on the car for a customer, I would not consider it any more trouble than to help a customer load up his truck with a barrel of sugar, or of nails, or any other commodity that required a strong pair of hands for a few minutes. I would consider it just another way of getting a good customer to keep on coming."

"Gutta Percha"

(Cord) Tires (Fabric)

The Tires that any Hardware Man should be proud to Sell.

Write our nearest branch for full particulars.

Gutta Percha & Rubber, Limited

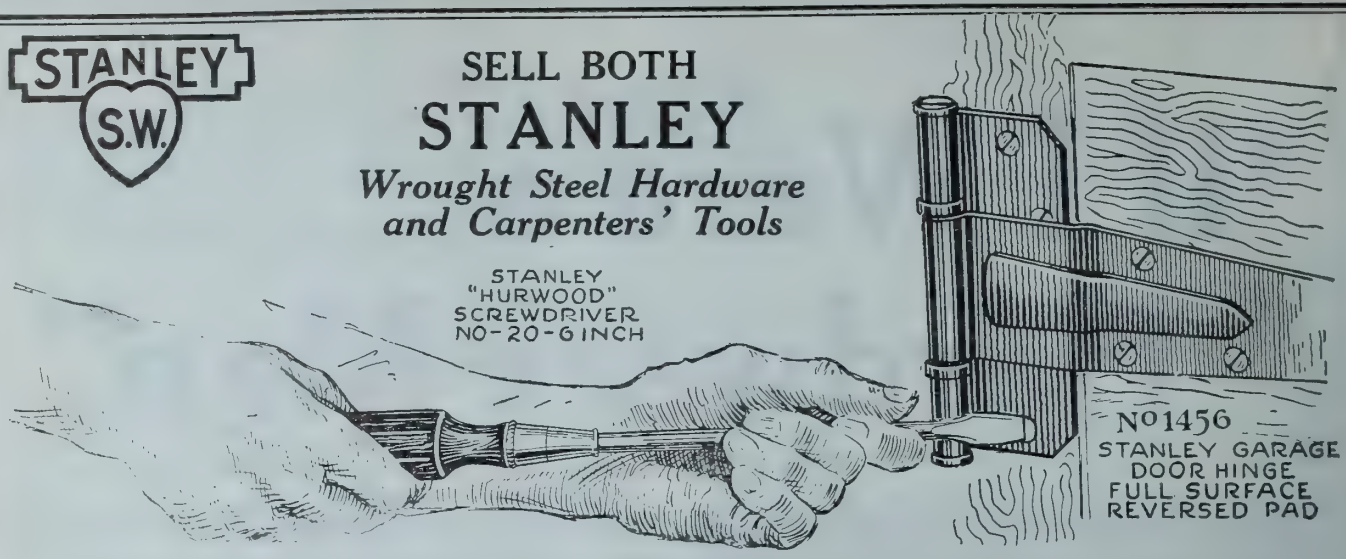
Head Offices and Factory, TORONTO

BRANCHES:

Halifax, Montreal, Ottawa, Hamilton, London, Fort William, Winnipeg, Regina, Saskatoon, Calgary, Edmonton, Lethbridge, Vancouver, Victoria

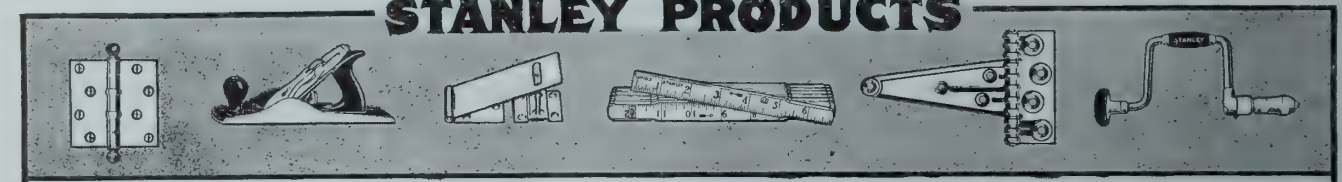
STANLEY S.W.

SELL BOTH
STANLEY
Wrought Steel Hardware and Carpenters' Tools



Remind the man who buys Stanley Garage Hardware, Stanley Butts or other Stanley Wrought Steel Hardware that you sell Stanley Screw Drivers, Stanley Planes and other Stanley Carpenters' Tools. Use our various counter booklets as reminders. We furnish quantities of each with your name and address on the covers free. Ask for R61.

STANLEY PRODUCTS



THE STANLEY WORKS NEW BRITAIN, CONN., *Branch Offices* *New York - San Francisco Chicago - Los Angeles - Seattle*

Canadian Representatives: A. Macfarlane & Co., Coristine Bldg., Montreal

"Shootwell" Bristle Brush

With Flexible Metallic Bristles



MOST rifle brushes are of little use except for oiling the barrel. They are usually much larger in diameter than the bore of the rifle, and when inside the bristles simply lie down and slide over the top of the lands, serving little purpose. The "SHOOTWELL" Bristle Brush is made only just slightly larger than the bore to give the necessary friction on the inside surface, and it has more bristles in it than any other brush.

This is but one of the attractive, salable lines offered by the Fraser Company, Montreal. Let us show you the B.S.A. line of Shotguns, Air Rifles, Sporting and Target Rifles, and the many useful, quick-selling firearm supplies, like "Safetipaste," etc.

Birmingham Small Arms Company, Ltd., England

FRASER COMPANY

No. 10 Hospital Street **Montreal, Canada**

Production Equipment Co., Union Square, New York

In Stock at Montreal

Sales Built on Confidence

Morrison Gauges



include gauges for every conceivable purpose—for indicating or recording:—pressure, temperature, altitude, revolutions, etc.

These well-known, reliable gauges sell well because they are regarded by mechanical men as standard.

There is hardly a requirement for gauges that you cannot supply with Morrison Gauges. With the Morrison line you can make a sale out of inquiries.

Write to-day for catalogue of the reliable Morrison products. It will pay you to stock and sell the famous Morrison line.

James Morrison Brass Mfg. Co., Ltd.

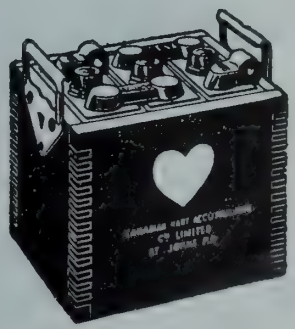
93-97 Adelaide Street West, Toronto

Can the Hardware Man Make Money as a Battery Agent?

There is a generous profit to the dealer who sells a Hart Battery. Hardware men are particularly suited to act as a Battery Agent, because they are reliable tradesmen and the public feel the need of a reliable dealer, especially in batteries and battery repairs. Hardware men, too, have facilities for shipping batteries that need repairs and for taking orders for new batteries to replace old ones on cars that need a replacement.

YES!

The Battery Agency is very simple. If a customer's old battery gives out, express it to us and we will give a prompt report as to its condition and the cost of repair. If the old battery is not worth repairing, we can ship a fully charged Hart Battery by express and the whole transaction is done without any unnecessary delay. We would like to show hardwaremen how they can make money as Battery Agents. Write us if you are interested.



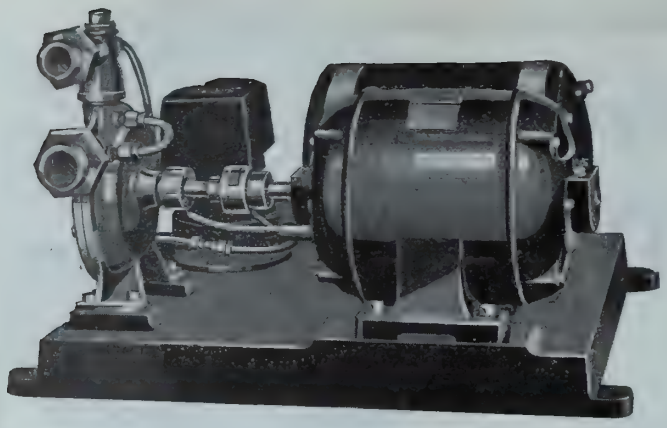
Write for Terms to Agents

Samuel Trees & Co., Limited

Established 1869. Jobbers and Mfrs. Auto Accessories

DISTRIBUTORS OF HART BATTERIES

42 Wellington St. East, Toronto



The New Westco Tankless Water System

It is very often said that nothing is so perfect but that it may be improved.

To some extent this is true—at least we think so—so much so, that we are always investigating to discover means of improving the Westco System.

The general operation of the Westco Tankless System represents absolutely the last word in water pressure systems. Therefore, it is only in the details of construction of the system that we can effect improvements.

If you already sell Westco Systems you should write us for particulars about the improved Westco System.

If you do not sell Westco Systems you should write and find out what you have been losing by not handling this line.

For your information:—The Westco Tankless Water System is now fitted with an

All-Bronze Pump and New Westco Two-Pole Pressure Switch

Write us for complete information about this pump, which has only one moving part, and for our Dealer Co-operative plan.

Westco Pumps Limited
707 Yonge Street
Toronto, Ont.

Another Splendid Addition to the Popular Maxwell Line

THIS new Maxwell product is equipped with a lever fitted with a wooden handle and a convenient foot stirrup to permit of the operation of the machine while seated.



Maxwell

VACUUM WASHER

is a machine that every woman wants the moment she sees it. It is particularly attractive in design and finish, while mechanically, it is correct in every working principle. The most economical and efficient washer for the price anywhere. We place it upon the market with the utmost confidence that it will do everything that is claimed for it.

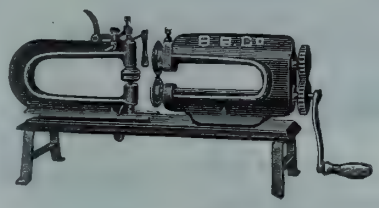
Write for Descriptive Folder and Prices

Maxwells Limited
St Marys, Ontario

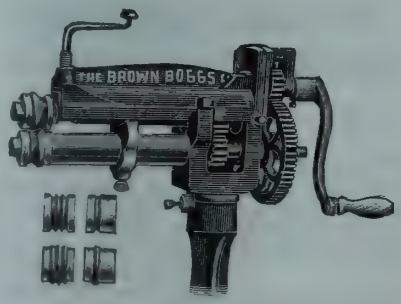
Even One Half Hour

spent reading your trade paper is time well spent. Then pass it on to your assistant, and let it help him to help you.

A Small Addition to Efficiency Per Job Makes a Big Increase of Annual Net Profit!



Circular Shear

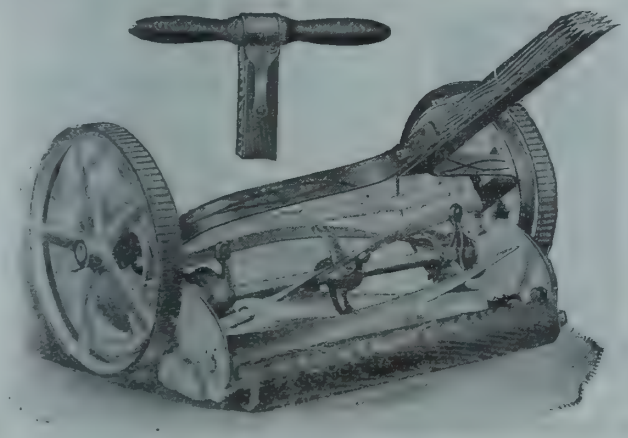


No. 3 Beader

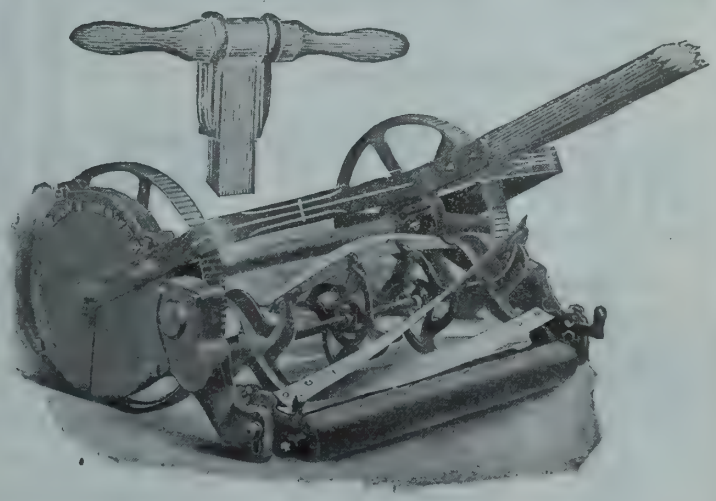
When you analyze conditions in your shop you find that certain machines or methods of handling the work are antiquated. Investigation shows you that a certain Brown, Boggs Sheet Metal Working Tool will perform the work more efficiently; that it will turn out more work for you, and consequently produce more money, in a given time. Even if the gain is apparently very small, remember that it is multiplied thousands of times per year, and your annual net profit is swelled accordingly.

Send for a Catalogue. It will show you how to get the most from your shop.

THE
Brown, Boggs Company, Limited
Hamilton - - Ontario
MANUFACTURERS OF
Tinsmiths' and Heavy Sheet Metal Working Machinery
Canning and Evaporating Machinery



How is your stock of mowers? We are in splendid shape to fill rush orders. Write, phone or wire---*Immediate shipment.*



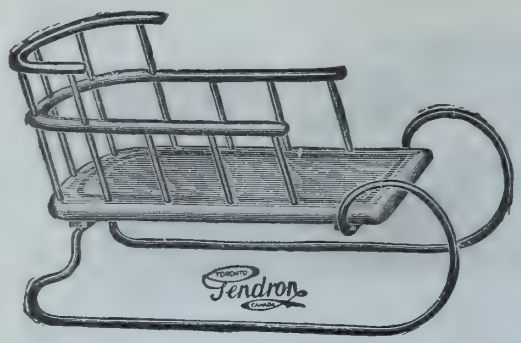
The following makes are always in demand:

"ADANAC" "STAR"
"DAISY" "WOODYATT"
"ONTARIO" "EMPRESS"

TAYLOR-FORBES
COMPANY, LIMITED

Head Office and Works
GUELPH, CANADA

Montreal Branch: 246 Craig St. W. *Toronto Branch:* 1088 King St.W.
Vancouver Branch: 1070 Homer St.
Maritime Provinces Agents: H. C. Rogers, Limited
147 Prince William St., St. John, N.B.
Western Agents: Harry F. Moulden & Son, Confederation Life Bldg. Winnipeg, Man.



THE GENDRON MFG. CO., LIMITED

Makers of

Baby Sleighs

Boys' and Girls' Sleighs

Bob Sleighs

Order now for early delivery

THE GENDRON MFG. CO., Limited, TORONTO

An Axe is as Strong as its Handle

STILL'S

—will give you a stronger working tool, for **STILL'S HANDLES** are made from the best of Canadian Woods.

The sale of

STILL'S HANDLES

far exceeds all other makes.

There's a reason.

Axe, Pick, Sledge and Hammer Handles, Cant Hook and Peavie Handles.

It pays to sell **STILL'S.**

J. H. Still Mfg. Company

ST. THOMAS -:- ONTARIO



NORCROSS

GARDEN CULTIVATORS

are growing in demand every day. Over a Million are now in use. Sell one to a customer and you get his next door neighbor. Every Farmer and Gardener is a prospect. The Norcross comes in (3) sizes, 5-Prong, 3-Prong and Midget, suited to both men and women. A Norcross bears a Distinctiveness of Quality—Class and Finish that quickly appeals to buyers. Well made—Durable—Handsome in appearance, they sell readily at a good profit and you can confidently recommend them. Ask your jobber for Norcross Goods.

C. S. NORCROSS & SONS

Sole Mfrs. BUSHNELL, ILL.



OAKEY'S

"WELLINGTON" KNIFE POLISH

The original and only reliable preparation for Cleaning and Polishing Cutlery, etc.

John Oakey & SONS, Ltd.

Manufacturers of
Emery, Black Lead, Emery Glass and Flint Cloths and Papers, Etc.

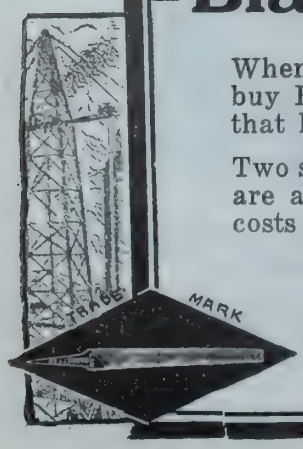
WELLINGTON MILLS
LONDON, S.E.1, ENG.

Agents:

F. Manley, 147 Bannatyne Ave. East
WINNIPEG

Sankey and Mason, 839 Beatty St.
VANCOUVER

Black Diamond for Cutting



When you buy a file, you buy cutting service For extra cutting value, buy Black Diamonds. Made since 1863 to a standard of file quality that has won highest honors at expositions and at the bench.

Two simple steps will lead to better filing except where Black Diamonds are already used. Our catalog is free for the asking. A shop trial costs nothing and will show convincing results.

Established 1863

Black Diamond File Works

G.& H. Barnett Company 1078 Frankford Ave. Philadelphia, Pa.

Owned and Operated by Nicholson File Co.



Demon Grip



Pump Rod Couplings

The new "Demon Grip" Welded Steel Pump Rod Coupling has many superior features, features that assure the consumer faithful service, and the dealer easily closed sales.

Made of Steel—same as the rod.
Hot Forged—perfect hex.
Welded—makes solid job.
Strongest—over three times as strong as a malleable.
Packing—twenty-five in a box to go on your shelf.
Novel—the above advantages make a novelty of a very staple article. The DEMON GRIP cannot help attracting attention.

Manufactured by

Edward E. Johnson, Inc.
2304 Long Ave., St. Paul, Minn.



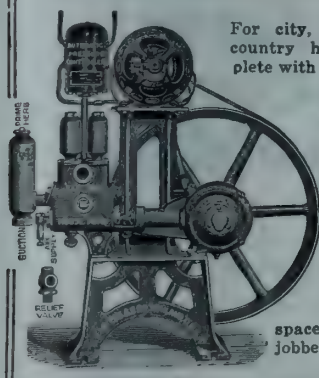
Service Counts!

Eavetrough, Conductor Pipe and Elbows, Ridge Roll, Valleys, Corrugated Iron, and a large stock of Galvanized and Black Sheets.

"We Ship While Others Are Thinking About It."

Wheeler & Bain
Toronto, Canada

MYERS—Electric House Pumps



For city, suburban or country homes. Complete with tank or separate. Operation by any current. Automatically controlled. Self-oiling. Capacity 180 gallons per hour. Strong, compact, easy to install, occupies small space. Ask your jobber or write us.

F. E. MYERS & BRO., ASHLAND, Ohio

NOVA SCOTIA STEEL & COAL CO., Limited
NEW GLASGOW, N.S.
Manufacturers of
FERRONA PIG IRON
and SIEMENS-MARTIN
OPEN HEARTH STEEL

KEEP CANADA PROSPEROUS

If the Canadian people will demand goods made in Canada, there can be only one result: A PROSPEROUS CANADA.

LONDON BAR IRON

Made in Canada for the last eighteen years, has earned a reputation

FOR QUALITY THAT SATISFIES

Send In Your Order Now

London Rolling Mills Co.
LIMITED
LONDON, CANADA

Sales Agents: Manitoba, Bissett & Webb, Ltd., Winnipeg; British Columbia, McPherson & Teetzell, Vancouver.



PREMAX WALL PLUGS

The Spring building activity will make demands upon you for Builders' Hardware

Premax Galvanized Wall Plugs, Wall and Veneer Ties are dependable, well-advertised and profitable. It will pay you to ask for our new prices

- - - - 20 SUCCESSFUL YEARS OLD - - - -

Niagara Metal Stamping Corporation

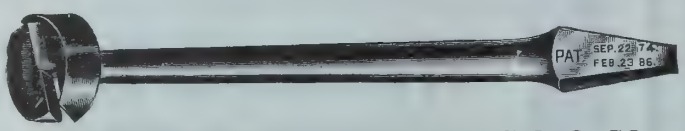
Division M — **Niagara Falls, N. Y.**

Western Canadian Sales Agent :
D. A. McDONALD, 141 Bannatyne Ave., Winnipeg, Man.

FISHING TACKLE MEANS

ALLCOCK, LAIGHT AND WESTWOOD CO., LIMITED

70 King Street W. - - - Toronto, Ontario



THE PROGRESSIVE MANUFACTURING CO.
Torrington, Conn., U.S.A.

FORSTNER BITS

bore their way right through tough, hard, knotty, cross-grained wood and leave a smooth hole and clean surface. That's performance. THEY DIFFER FROM ALL OTHER BITS, BEING GUIDED BY THE RIM INSTEAD OF THE CENTRE. That's scientific construction. They bore any arc of a circle and can be guided in any direction. That's adaptability. Made for Brace-made Machines. Packed singly; packed in sets That's convenience. And they sell to Wood Workers, Carpenters, Cabinet Makers and others. That's why you should sell them. Order through your jobber to-day.

UNIMECO WROUGHT WASHERS

MADE IN CANADA



Prompt Shipments

of this wide and useful range of wrought washers of every variety —in round and square, plain or galvanized.

Annealed Rivet Burrs of the same high degree of excellence can also be supplied.

"Unimeco" are the better kind with an unusual finish. They are profitable to handle. Write to-day for prices and information. It will pay you.

THE UNION IRON & METAL CO.
LIMITED
1951 DUNDAS ST. W.
TORONTO CANADA

Kester Rosin-Core Wire Solder

a self-fluxing solder for electrical repair and manufacturing work. Flux and solder are applied in one. In great demand by all solder users because it saves half of the workman's time and gives a strong bond. Comes in convenient package form for sale in hardware stores.

Kester Acid-Core Wire Solder for automobile and general soldering is also made.

Chicago Solder Co.

4225 WRIGHTWOOD AVE., - CHICAGO, U.S.A.

The British office of HARDWARE AND METAL is located at the office of the MacLean Publishing Co. of Great Britain, Limited, 88 Fleet Street, London, E.C., E. J. Dodd, director.



THE "FROST RIVER" REFRIGERATOR

This pattern, which is known all over Canada as "the housewives' ideal," is a line which really sells itself. It is easily cleaned, absolutely sanitary, and a great economizer of ice. It is made entirely of galvanized steel sheets, finished outside with beautiful French grey enamel and also enamelled inside pure white. Fitted with removable tinned wire shelves which will not rust.

A thoroughly reliable line carrying the Davidson guarantee of quality Write today for particulars and prices. Ask for booklet No. 2.

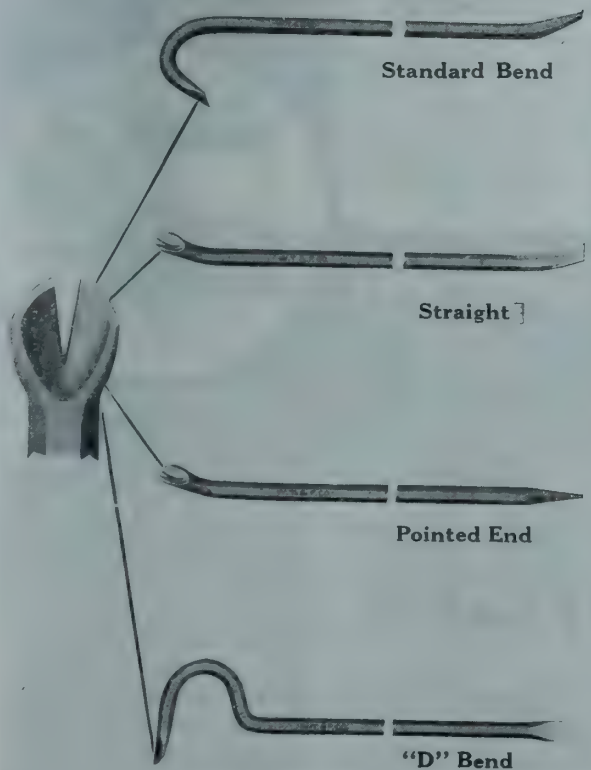
The Thos. Davidson Mfg. Co. Limited

DAVIDSON'S PREMIER MADE IN CANADA THE SEAL OF DURABILITY

Head Office: Montreal
Branches: Toronto and Winnipeg

Steel Foundry Division:
Lachine Canal, Turcot

DAVIDSON



Carpenters' Bars

12" to 36" Long

AN all-round utility tool for prying, ripping, nail-pulling. Fine for opening boxes. Its use is not limited to construction or wrecking work—it's a handy and popular tool for home, shop, or store.

Ask for new, complete catalog of Quikwerk Tools.

The Warren Tool & Forge Co.

234 Griswold Street -- Warren, O.

OUR COLORED GRADES
1B, 1A, 7, 1, 5

OUR WHITE GRADES
Jap, XC, X, XX, XXX

We can supply you with cotton waste at prices lower than any others for equal quality. Better write us your needs to-day.

ACME WASTE MFG. CO., LIMITED
492 Wellington St. W., Toronto

HOYT METALS

SELL YOUR SHARE

Engineers in charge of valuable machinery, and responsible for steady production, know the value of Hoyt Metals wherever speed and fast work are necessary. There are many prospects in your town, where you can introduce Hoyt Metals, assured of consumer satisfaction and new business for yourself.

HOYT METAL COMPANY
MONTREAL TORONTO WINNIPEG

BRASS TACKS
Brass and Brass Plated
FURNITURE AND CHAIR NAILS
All Kinds of Cut Tacks and Small Nails
Dominion Tack & Nail Co.
Limited
Galt - Canada

FIRE!

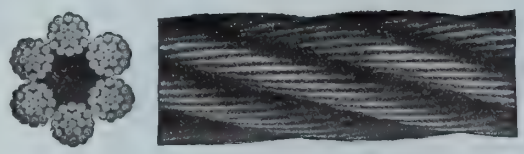


The new, remarkable No. 208 DOUBLE BLUNT NEEDLE TORCH produces the hottest fire, from 200 to 300 degrees hotter than ordinary makes. Soon pays for itself in time and fuel saved. The improved design practically eliminates carbon deposit. Burns either Kerosene or Gasoline by changing the Jet Block. Jobbers supply at factory price. Send for catalog.

No. 208 Torch.
List Price Each $17.00
Ask for Discount.

CLAYTON & LAMBERT
MFG. CO.,
10615 KNODELL AVE.,
DETROIT, MICH., U.S.A.

WIRE ROPE AND FITTINGS



OF ALL CONSTRUCTIONS

The demand is steady. Are you getting your share of this business? We co-operate with you.

Have you a copy of our Catalogue?

We also manufacture Wire Cloth, Iron Stairways, Fire Place Screens, Window Guards

CANADA WIRE & IRON GOODS CO.
HAMILTON

Heats Itself Sells Itself

Here is a real money-maker for dealers—"Comfort" Flat Iron — "Heats as It Irons."

Every housewife wants one. Spring-time is profit-time. We supply cuts of ads free and pay for first ad in your local newspaper.

Write your jobber

NATIONAL STAMPING & ELECTRIC WORKS
Chicago, Illinois



Heats While it Irons

"COMFORT"
Self-Heating
IRON

Fittings Limited



Trade Mark

Registered

Manufacturers of Malleable and Cast Iron Pipe Fittings

Oshawa



Lawn Swings

Strong, safe swings. Designed with special attention to safety and durability, and made of substantial materials, handsomely finished.

This is a comfortable, easy swing and adds to the appearance of the lawn at any well-kept home. It will appeal to your summer customers.

Write for Catalogue D.

The Stratford Manufacturing Co.
LIMITED
Stratford, Ontario



18 Kinds

Tubular, Steel Tray, Wood, *for* Contractors, Foundries, Machine Shops, Farm and Garden.

Here is illustrated the C-71 Favorite for General Purposes.

MADE BY

THE BATEMAN-WILKINSON CO., LTD.

TORONTO, ONTARIO



IMPERIAL SOLDERING PASTE

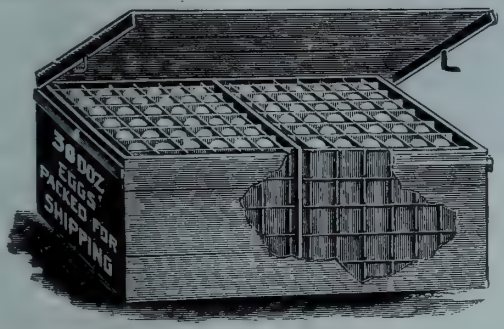
for Electricians, etc.

ROSEN, FLUX and ACID CORE SOLDER

THE CANADA METAL CO., LIMITED

TORONTO HAMILTON MONTREAL WINNIPEG VANCOUVER

THE MILLER BROS. CO., LIMITED



Manufacturers of

White pulp egg case fillers and extra flats in standard and extra large sizes for 12 and 30 dozen egg crates.

20-38 DOWD STREET, - MONTREAL, CANADA



VACATION NEEDS

Two things all vacationists want—order of your jobber—get liberal discounts from these list prices.



WATERPROOF MATCHBOX

Keeps matches bone-dry, even under water. Seamless brass, size 10 ga. shell —list price 60c.

MARBLE'S CAMP AXE

No. 9, 2¾ x 4¾ in. blade finest steel—14 in. handle selected hickory—wt. 22 oz. List price, $1.50—with sheath, $2.25.



Marble Arms & Mfg. Co.

5350 Delta Ave. Gladstone, Mich.



BUILDING Is Picking Up

The outlook for the building trade is bright. You will need complete stocks of Stratford Builders' Hardware. Have you got them?

We manufacture Furniture trimmings of all kinds, Sash Locks, Sash Lifts, Casement Fasteners, Door Pulls, Hat Hooks, Transom Catches, Key Plates, Flush Bolts, Sash, Push and Pull Plates, House Numbers, Door Knockers, Casement Adjusters, etc.

The Stratford Brass Company
Limited

Stratford, Ontario

STERLING £ TWINES

Made in Canada by

The Sterling Twine Company, Limited
Walkerton, Ontario

Samples and prices upon application to

WILKINSON PAPER CO., LIMITED
76 Bay Street, TORONTO

Exclusive Selling Agents for Ontario

WILKINSON & KOMPASS

TORONTO HAMILTON WINNIPEG

IRON AND STEEL

HEAVY HARDWARE

MILL SUPPLIES

AUTOMOBILE ACCESSORIES

WE SHIP PROMPTLY

Stove

All sizes of Clear Mica in stock for immediate shipment.

Price List on Application.

Mica Electrical Insulation of Every Kind.

Mica Company of Canada, Ltd.
P.O. Box 156, Hull, Que.

Mica

WANT ADS

If you want a buyer, clerk, salesman, traveler, position, you can reach the best men in the trade through these columns.

If you wish to buy or sell a business, or dispose of overstocks, you can reach a larger number of hardware men through this page than in any other way.

Rates (payable in advance) 2 cents per word. An additional charge of 10 cents for each insertion is made when Box Number is required. Each figure counts as one word. When panels are desired a charge of $2.20 is made for a panel 1 inch deep by 2⅛ inches wide.

Address all advertisements for this section to HARDWARE AND METAL, 143-153 University Ave., Toronto, Can.

FOR SALE

FOR SALE—TWO-BARREL BOWSER PUMP, A1 shape. Cheap for cash. L. P. Woodhams, Elbow, Sask.

FOR SALE—SET OF TINSMITHS' TOOLS. John L. Wilson, Enterprise, Ont.

FOR SALE—HARDWARE STOCK AND FIXtures in Southern Saskatchewan. Ten thousand stock, twelve hundred fixtures. Forty thousand turnover last year. Five thousand cash will handle. Store for sale or rent. Apply to Box 15, Hardware and Metal.

FOR SALE—NEW STORE, SUITABLE FOR hardware. Gerrard St. East. Practically no opposition. Splendid opportunity. Easy terms. Apply Mullett & Wood, 1426 Danforth Ave., Toronto.

HARDWARE BUSINESS — ABOUT SEVEN thousand. Give particulars. Will pay cash, or will accept position with good firm. Have had hardware business experience. Box 65 Hardware and Metal.

FOR SALE—HARDWARE BUSINESS IN GREY county. Stock about seven thousand. Can be reduced. Large store and dwelling under same roof. A real proposition, so act quickly. Ill-health reason for selling. Box 170 Hardware and Metal.

HELP WANTED

GOOD LIVE SALESMEN TO CALL ON hardware trade in eastern Ontario. Previous glass selling experience not essential, but is desirable. Apply by letter only to Consolidated Plate Glass Company, Limited, Toronto.

MANAGER WANTED — EXCEPTIONAL OPportunity exists in Western wholesale business for capable hardware man experienced in organizing, selling and management, to act as joint general manager. Salary, five to seven thousand dollars, with later opportunity of purchasing interest in business. Replies will be treated in strict confidence. Address Box 129, Hardware and Metal.

WANTED—EXPERIENCED HARDWARE MAN to manage branch store in Alberta. Married man preferred. Give full particulars as to experience and send references first letter. Apply Box 37, Hardware and Metal.

WANTED — FIRST-CLASS HARDWARE clerk, married, seven years' experience. Could take charge. Advancement is what I am after. State salary. Write to J. Entwistle, Springside, Sask.

SALES MANAGER TO TAKE ENTIRE CHARGE of plant manufacturing mechanics' tools; require investment of $5,000 to $10,000. Splendid opportunity to right man. Apply Box 77, Hardware and Metal.

Decalcomania Transfer
NAME PLATES
Made in Canada by
Canada Decalcomania Co., Limited
364-370 Richmond St. W., Toronto, Can.

WANTED

WANTED—SECOND-HAND No. 4 BROWN & Boggs Beader, with stand and set of stove pipe crimper rollers. Must be in good condition. F. R. Robertson, Bladworth, Sask.

WANTED—HARDWARE STOCK AND FIXtures. Give full particulars, with terms, etc. Box 41, Hardware and Metal.

MISCELLANEOUS

NICKEL PLATING — ORDERS EXECUTED promptly. Prices on application. Communicate with F. W. Higginson, 173 William St., Montreal. Telephone Main 8144.

Have you any small needs?

Do you want to sell anything?

If so, advertise on this page and watch results.

SITUATIONS WANTED

HARDWARE CLERK WITH A1 EXPERIENCE desires position with a good firm. Open for engagement at once. Good references. Especially good in tool department. Box 167 Hardware and Metal.

STEADY, SINGLE MAN, 8 YEARS EXPERience, also bookkeeping experience, would like steady position with wholesale or retail store in city or town. Box 19 Hardware and Metal.

Advertisements on this page
2 cents a word
payable in advance

QUICK RESULTS

If you want to buy or sell a business, dispose of overstocks, hire a clerk or manager, use the "Wanted" page of HARDWARE AND METAL. There is no other way in which you can get in touch, more quickly or thoroughly with the best prospects, than by using the "Wanted" page of HARDWARE AND METAL. Cost is only two cents per word, with 10c additional for Box Number.



TRADE MARKS

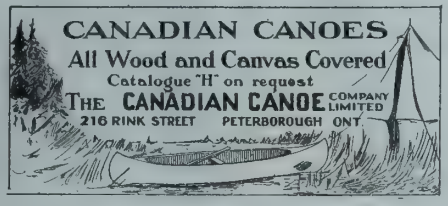
Any trade-mark shown on this page, when stamped on an article of hardware, is the manufacturer's personal "O.K.," guaranteeing the quality of the product.

Metal Stamping and Press Work to Order

Also name plates, embossed trade checks, time checks, badges, steel stamps and stencils or anything in steel or brass lettered or embossed to order.

The Hamilton Stamp and Stencil Works, Limited, Hamilton, Ont.

CANADIAN CANOES
All Wood and Canvas Covered
Catalogue "H" on request
THE CANADIAN CANOE COMPANY LIMITED
216 RINK STREET PETERBOROUGH ONT.



DOON TWINES, LIMITED
KITCHENER, ONT.

Manufacturers of all kinds of Twines and Cordage, Plow Lines, Clothes Lines, Ropes, etc. Write for samples and prices.

MILLS AT DOON and KITCHENER, ONT.

Look for the full name
RUSSELL JENNINGS
stamped on the round of our
AUGER BITS
The original double twist auger bit, Patented by Mr. Russell Jennings in 1855.
RUSSELL JENNINGS MFG. CO.
Chester, Conn., U.S.A.

STERLING
Hack Saw Blades and Machines
Manufactured by
Diamond Saw & Stamping Works
BUFFALO, N.Y.

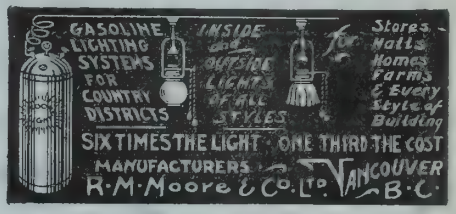
"Monarch" & "Safe-Lock" Fencing

We make Farm, Lawn and Poultry Fencing, Gates, etc., and *sell exclusively to the Hardware Trade.* Write for Agency.

Owen Sound Wire Fence Co. Ltd.
OWEN SOUND, ONT.

Sash Weights
Wall Washers

All Kinds of
Plain Duplicate Gray Iron Castings
CANADIAN DIE CASTING CO., LIMITED
Drummond Building, Montreal



POULTRY LEG BANDS.
EAR TAGS AND BUTTONS
FOR STOCK

F.S. BURCH

Retail Prices		
	Single Spiral Colored Bands	$1.00 for 100
	Ribbon Bands Colored	$1.65 for 100
	Challenge Adjustable Bands	.90 for 100

Cattle Ear Tags and Buttons, prices according to amount of printing required. Catalogue Free
RIDEAU SPECIALTY CO.
MANUFACTURERS. SMITHS FALLS, ONT.

PETERBOROUGH CANOES



High Grade Canvas Covered and Wooden Canoes, Row Boats etc
Paddles and Oars
Peterborough Canoe Company Limited
255 Water Street Peterborough, Canada.

BATH ROOM FITTINGS

K NIAGARA
KINZINGER, BRUCE & CO., LIMITED
NIAGARA FALLS, CANADA
WHAT WE MAKE WE GUARANTEE

AUTO ACCESSORIES

TANGLEFOOT PRODUCTS

STICKY FLY PAPER, STICKY FLY RIBBON, TREE TANGLEFOOT, ROACH AND ANT POWDER.

THE O & W. THUM CO., MANUFACTURERS.
GRAND RAPIDS, MICH. WALKERVILLE, CANADA.

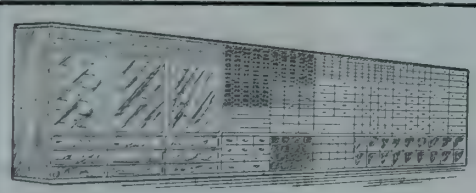
HARDWARE AND METAL is the logical medium to use if you have a message for the Canadian hardware trade.

Opportunities are offered every week on this page.

Are you making use of them?

PORTABLE COAL BASKETS
DOME DAMPERS
ASH DUMPS BELL TRAPS
BREATHER CAPS
SOOT DOORS
GRATES and COVERS
VENTILATING AIR BRICK CASTINGS

Toronto Foundry Co.
884 Davenport Road TORONTO, CAN



Cameron Store Equipment

Our Specialty

Cameron & Company
74 Logan Ave. Toronto

INDEX TO ADVERTISERS

A

Acme Waste Mfg. Co., Ltd. ... 92
Allcock, Laight & Westwood.. 90
Arnett, Thos. Lewis 68
Altorfer Bros., Co. 21
Appliances Limited 23
Ashdown Hardware Co., J.H. 66
Auto-Strop Safety Razor. Co. Limited 71

B

Bateman-Wilkinson Co., Ltd.. 93
Barrett Co., Ltd. 69
Barnett Co., Ltd., G. & H. 88
Birkett & Sons Co., Thos. 77
Brett Co., The 68
Bowser, S. F., The 70
Brown, Wm. J. 82
Brown-Boggs Co., Ltd. 87
Brown & Sharpe Mfg. Co. 8
Burlington Windsor Blanket Co 77
Burrow, Stewart & Milne Co. Limited 6
Brandram-Henderson ..... Back cover

C

Cameron & Co. 95
Canada Cycle & Motor ... 61
Canada Decalcomani... ..td. 94
Canada Metal Co. 61, 77, 93
Canada Steel Goods Co., The... 3
Canada Canoe Co. 95
Canadian Hart Products, Ltd.. 13
Canadian Wirebound Boxes, Limited 81
Canadian National Carbon Co. 25
Canadian Wm. A. Rogers & Co. Limited 17
Can. Wire & Iron Goods Co... 92
Canada Die Casting Co. 95
Can. Westinghouse Co., Ltd. .. 7
Can. Foundries & Forgings Co., Limited 11
Can. General Electric Co., Ltd. 16, 30, 31
Chicago Solder Co. 90
Channell Limited ..... Inside Front cover

R

Champion Spark Plug Co. of Canada, Ltd. 32
Carborundum Co., The 14
Caverhill Learmont & Co. 4
Clyde Cutlery Co. 27
Connor, J. H. & Son, Ltd..... 19

D

Dennis Wire, Iron Works. Co. 75
Detroit Torch & Mfg. Co. 68
Davidson Mfg. Co., Ltd., The 91
Diamond Saw & Stamp. Wks. 95
DeLaval Co., Ltd. 76
Dominion Belting Co., Limited 68
Dominion Linseed Oil Co. Ltd. 63
Dominion Sheet Metal Corp. .. 65
Dominion Tack & Nail Co. .. 92
Doon Twines, Ltd. 95
Dustbane Mfg. Co. 80

F

Fittings, Limited 92
Fraser Company 84

G

Gendron Mfg. Co., Ltd. 88
Garland Co. 68
Graham Nail Works 81
Goodell-Pratt Company 12
Glidden Co., The 59
Gutta Percha & Rubber, Ltd... 83
Gurney Foundry Co., Ltd. 22

H

Hamilton Cotton Co. 76
Hamilton Stamp & Stencil Works, Ltd. 95
Hamilton Stove & Heater Co. 75
Happy Thought Foundry Co., Limited 20
Hobbs Mfg. Co. 64
Hutton & Co., James 64
Hoyt Metal Co. 92
Howland, H. S. & Sons Co., Limited 1
Ideal Aluminum Products Ltd. 28

J

Jardine & Co., A. B. 80
Jennings Mfg. Co., Russell .. 95
Johnson Inc., Edward E..... 89

K

K-T. Foundry, The 74
Kribs, Wm. A., Co. Ltd. 18
Kasement Skrene Dore Co., Ltd. 26
Kinzinger, Bruce & Co. Ltd. .. 99

L

Laidlaw Bale & Tie Co. 79
Lamplough & Co., F. W. 79
Landers, Frary & Clark 2
London Rolling Mill Co. 89
Lufkin Rule Co. of Canada Limited 96

M

McArthur Irwin, Limited .. .. Front cover
Macfarlane A. & Co., Ltd. .. 24
Martin & Co., L. 64
Mayhew Steel Products Co. .. 77
Marble Arms Mfg. Co. 93
Mica Co. of Canada, Ltd. 93
Miller Bros. Co., Limited 93
Maxwells, Limited 86
Moore & Co., R. M. 95
Myers & Bro., F. E. 89
Morrison, Jas., Brass Mfg. Co. 85
Myers Mfg. Co., Limited 70

N

National Stamping & Electric Works 92
National Electric Heating Co. Limited 15
Nicholson File Co. 72
Niagara Metal Stamping Corp. 90
Nova Scotia Steel & Coal Co... 89
Norcross & Sons, C. S. 88
North Bros. Mfg. Co. 72

O

Oakley & Sons, John 88
O-Rib-O Mfg. Co. 68
Ottawa Paint Works, Ltd. .. 85
Owen Sound Wire Fence 95

P

Parmenter, Bulloch & Co. ... 81
Peterborough Canoe Co. 95
Pink Co., Thos. 82
Plymouth Cordage Co., Ltd. .. 29
Progressive Mfg. Co. 90

Ramsay, A., & Son Co. 60
Renfrew Electric Products 34
Rideau Specialty Co. 95
Rid-Jid of Canada 73
Russell Jennings Mfg. Co. .. 95
Russell Gear & Machine Co. .. 80

S

Sand Levels of Canada 10
Save the Surface Campaign Committee 62
Sanderson Pearcy & Co. 57
Shurly-Dietrich Co. 82
Slater, N. Company, Ltd. 5
Starrett Co., L. S. 79
Specialty Mfg. Co., ... 93
Smith & Hemenway Inc..... 81
Steel Co. of Canada, Ltd. 9
Stephens & Co., G. F. 67
Stanley Works, The 84
Star Specialty Mfg. Co. 76
Steel Trough Machine Co., Ltd. 27
Still Mfg. Co., J. H. 88
Stratford Brass Co., Limited. 93
Stratford Mfg. Co., Limited.. 92

T

Tanglefoot Products 95
Taylor-Forbes Co., Ltd. 87
Toronto Foundry Co. 95
Toronto Plate Glass Imp. Co.. 64
Trees & Co., Sampel 85
Thermos Bottle Co. 27

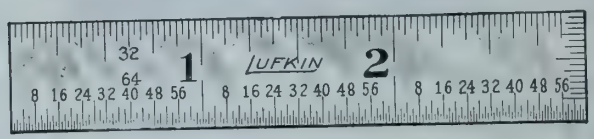
U

United Royalties Corp. 20
Union Iron & Metal Co. 90

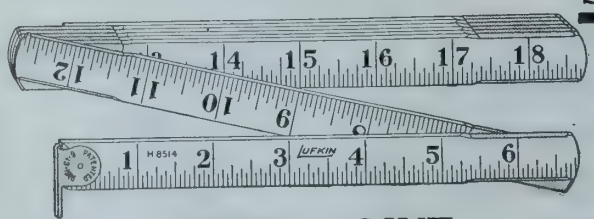
W

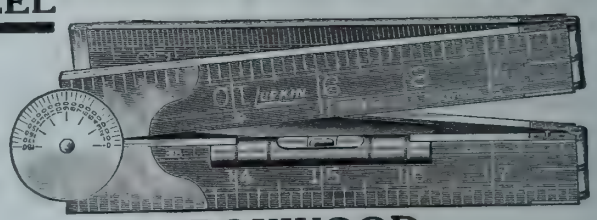
Warren Tool & Forge Co. 91
Want Ad. Page 94
Wheeler & Bain, Ltd. 89
Westco Pumps Limited 86
Western Wire & Nail Co. 68
Wentworth Mfg. Co., Ltd. .. 19
Woods & Co., Walter 82
Wrought Washer Mfg. Co. ... 80
Wilkinson Paper Co., Limited 93
Wiebusch & Hilger, Ltd. 74
Williams & Co., Ltd., J. H. .... Inside Back Cover
Wilkinson & Kompass 93
Wright, E. T. Co., Limited .. 26

LUFKIN RULES



STEEL





SPRING JOINT

BOXWOOD

MEET ALL THE REQUIREMENTS OF THE MECHANIC

Embracing, in addition to the old and sturdy qualities,

Noteworthy Improved Features
Insuring Accuracy of Reading, Ease of Use and Saving of Time
APPEAL TO MECHANICS ON SIGHT

MADE IN CANADA

Ask Your Jobber

THE LUFKIN RULE CO. OF CANADA, LTD.
WINDSOR, ONT.

Send for Catalogue



MADE
IN
CANADA

SUPERIOR WRENCHES

No matter what the purpose, "The Wrench People" make a standard wrench to answer its requirements; you don't need to carry an assortment of miscellaneous brands to satisfy your customers' wants. Standardize your stock and obtain all the advantages of concentration. Our catalog will help you; it's free.

J. H. WILLIAMS & CO., Limited

"The Wrench People"

Formerly Canadian Division of
The Whitman & Barnes Mfg. Co.

30 Thorold Road - St. Catharines, Ontario



The Survival of the Fittest

TWO hundred years ago in England, Brandram discovered a process for corroding White Lead. It was found that this new method was capable of merging the material into a pigment of previously unknown smoothness. He marketed his invention with considerable success—so much so that it became the standard base for paint of every description, and it was used for interiors, exteriors, coaches, ships and every other surface which was subject to Wear and Tear.

So, when later the early English Colonists came out to Canada

Brandram's Genuine B.B. WHITE LEAD

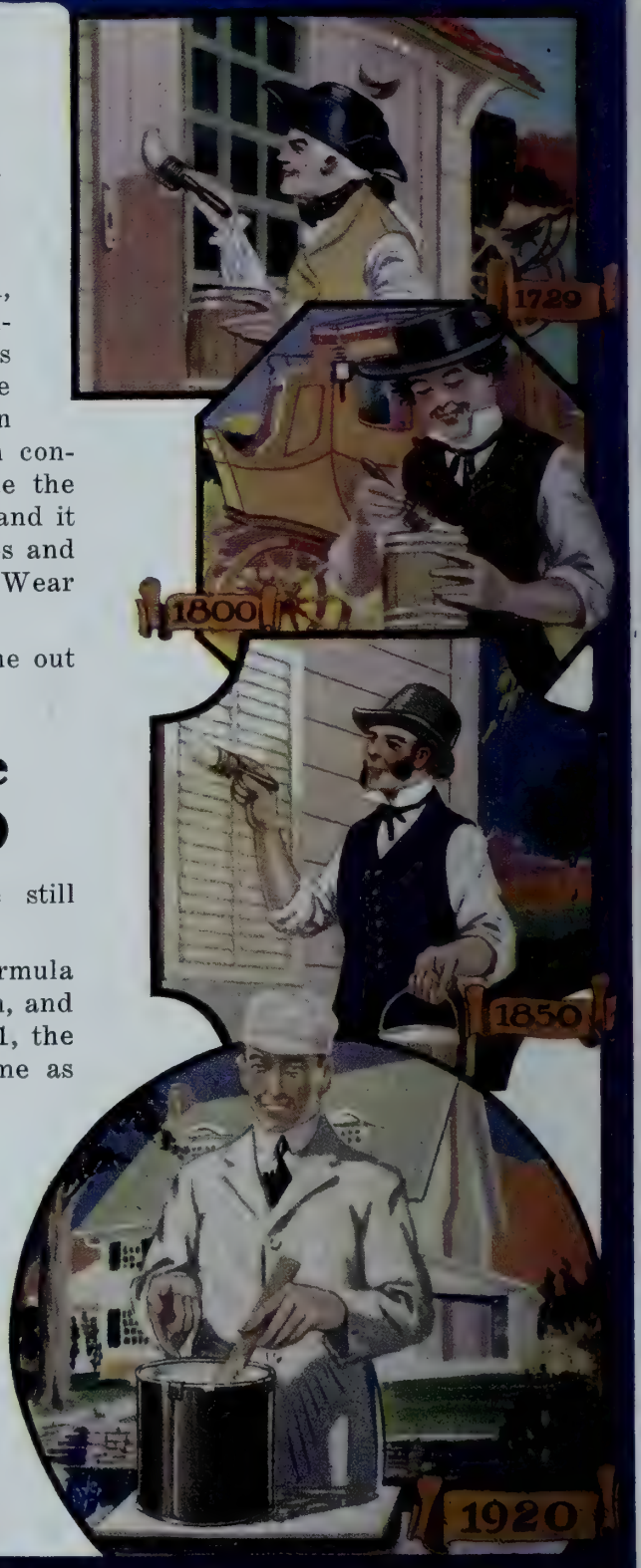
came with them, and Canadians to-day are still using it in preference to any other make.

Many years ago we obtained this secret formula from the descendants of the original Brandram, and it is an interesting fact that even now, in 1921, the process of manufacture is identically the same as the original in the 18th Century—ours being the only patented process of White Lead manufacture that can boast of so ancient a pedigree. Its covering capacity and its durability are unrivalled the world over.

In spite of all the modern inventions, it is still the finest obtainable and is the White Lead basis of our famous B-H "English" Paint, and similar products.

Write for full particulars of our Agency Proposition.

"Save the surface and you save all" *Paint & Varnish*



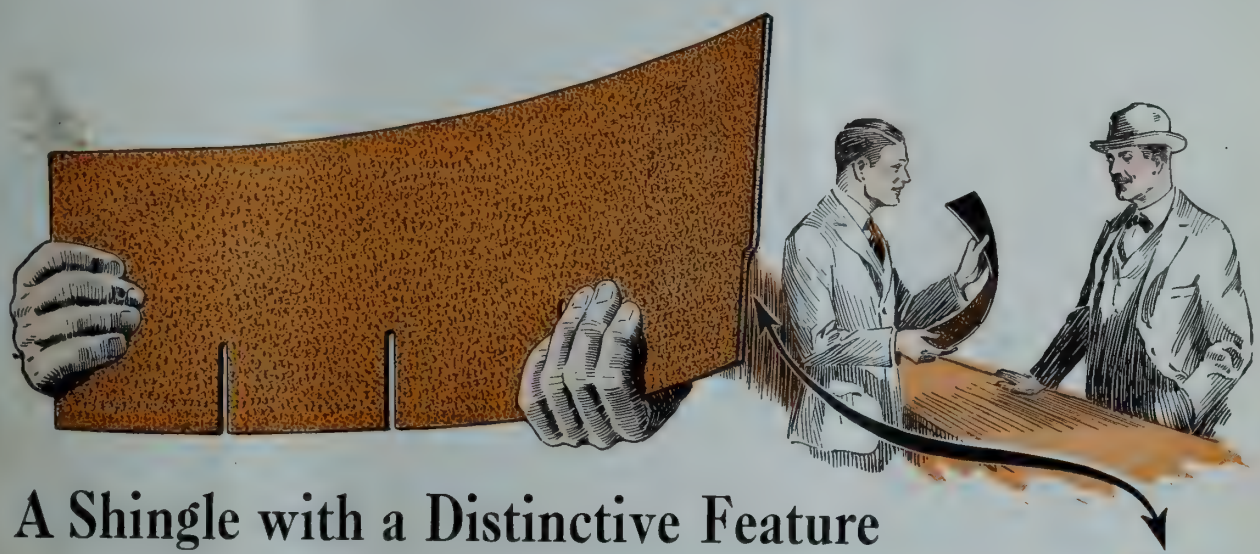
BRANDRAM-HENDERSON LIMITED

MONTREAL HALIFAX ST. JOHN TORONTO WINNIPEG
MEDICINE HAT CALGARY EDMONTON VANCOUVER

Published Every Saturday Since 1888

Hardware and Metal

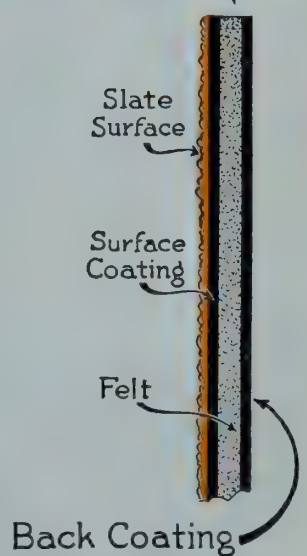
Vol. XXXIII. No. 24 THE MACLEAN PUBLISHING COMPANY, LIMITED PUBLICATION OFFICE: TORONTO, CANADA JUNE 11, 1921



A Shingle with a Distinctive Feature

In Ruberoid Strip-shingles is embodied a selling feature found in no other strip-shingle made in Canada—a feature which manifoldly increases their protective qualities and greatly lengthens their life.

Ruberoid Strip-shingles, in addition to their surface coating of evenly crushed slate, carry on their *under side* a heavy coating of an especially prepared bituminous compound. Your customers will readily see the triple purpose which this extra coating serves. It prevents the sweating, which inevitably takes place under a roof covering, from lowering the weather-resisting qualities of the shingles. It serves as a binder between two rows of shingles, thus making a more solid roof covering. It adds weight and strength to the shingles and so renders them more resistant to the ravages of high winds.



This distinctive feature, added to the well-known high quality and unfailing durability characteristic of every product bearing the name Ruberoid, will materially help you to sell Ruberoid Strip-shingles. Present or prospective customers of your store are being told about these shingles in an advertising campaign covering the entire Dominion of Canada. Stock Ruberoid Strip-shingles and other Ruberoid Weather-proofing Products and be prepared to get your share of the business resulting from this widespread publicity.

Write to-day for the Ruberoid Merchandising Plan. It protects the dealer by eliminating competition.

THE RUBEROID Co. LIMITED

FORMERLY THE STANDARD PAINT COMPANY OF CANADA, LIMITED

52 Victoria Square, Montreal

WINNIPEG TORONTO VANCOUVER HIGHLANDS



WIDESPREAD BELIEF

in the Dependable Quality of O-Cedar Products

results in effortless selling of both Mop and Polish---always at full sale prices. Thus the dealer is assured both satisfactory volume of sales and satisfactory profit per sale. The store keeper who is mindful of such advantages in the goods he sells, quite naturally keeps O-Cedar products well in the foreground.

CHANNELL LIMITED, TORONTO

O-Cedar Polish

In bottles
30c and 60c

In tins
$1.50 to $3.50

O-Cedar Polish Mop - - $2.00

'RICE LEWIS' NEWS

Ventilation Without Flies

Ventilation unquestionably is very desirable, but ventilation when blended with flies leaves much to be desired. June is the screen door and window month. Let us suggest the following to sort your stock :

Metallic Window Screens

The centre illustration herewith shown not only illustrates the "Thalmetal" (all metal, adjustable) Window Screen ; but it gives its main features ; chief among which are : Adjustable (a size to suit every standard window) allows perfect ventilation, convenient, (window can be closed without removing) interchangeable, (fits top or bottom sash) substantial (all metal) always in place.

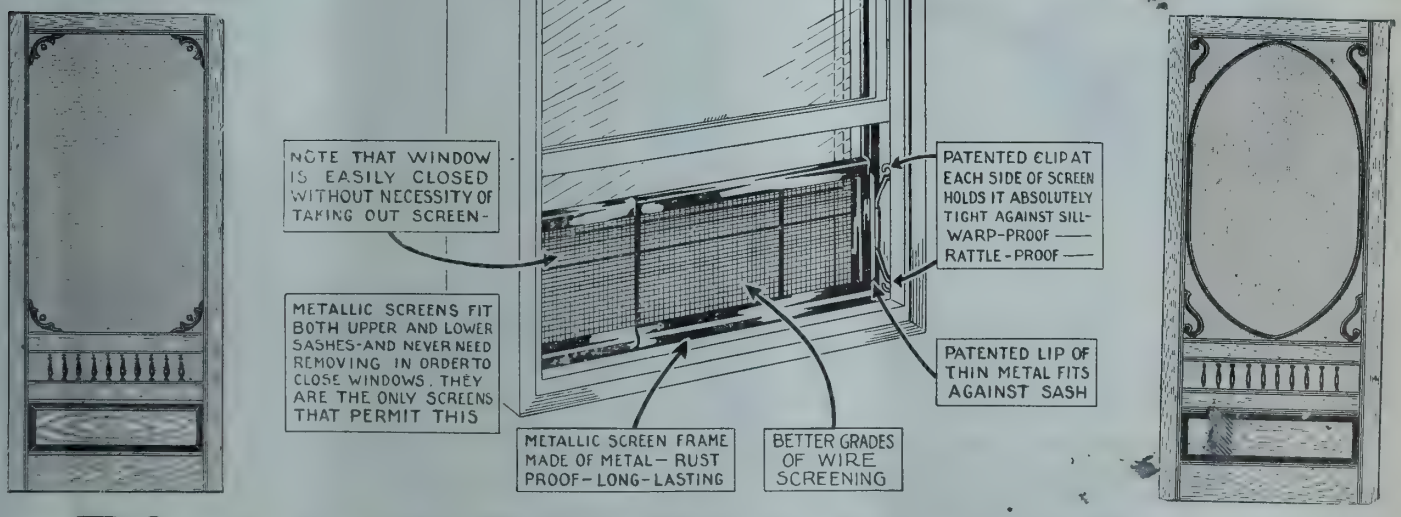
Send for a trial Shipment.

Screen Doors & Windows

We carry in stock a full line of Standard Screen Doors and Windows in styles and sizes to suit most requirements : Screen Doors in Nos. 1, 2, 8, 9 and 21, sizes 2 feet 6 inches by 6 feet 6 inches ; 2 feet 8 inches by 6 feet 8 inches ; 2 feet 10 inches by 6 feet 10 inches ; 3 feet by 7 feet.

Window Screens Nos. 1 to 15 in widths extending to 18 inches up to 48 inches.

We carry in stock, Black, Galvanized and Bronze Screen Cloth.



Rice Lewis & Son Limited, Toronto

Ask the "Rice Lewis Man" or Write Direct

Have You Ordered a Stock of Lumino Ware?

While our splendid new line of aluminum ware has been on the market only a few weeks, it has already gained favor in a most gratifying manner. We anticipated big orders for this new line and our expectations have been fulfilled.



Rice Boiler



Sauce Pan

Lumino
REGD
Pure Aluminum
SMP
"QUALITY"

The above registered trade mark is to be found stamped on the bottom of every genuine article of Lumino Ware.

The articles in the Lumino Line are manufactured from the best procurable aluminum sheets. Each piece is rigidly inspected after every operation. There are no flaws. The always-cool, tubular handles, for example, are so riveted to the body that the bearing is along the tapered heads of rivets. A stronger connection is not possible, and leaks never develop around the rivets, which is an exclusive feature of this line of goods.

Have **you** ordered a stock of Lumino Ware? All we ask is that you see any article in this line. A few minutes' inspection will convince you that there is no line equal to it on this or any other market.

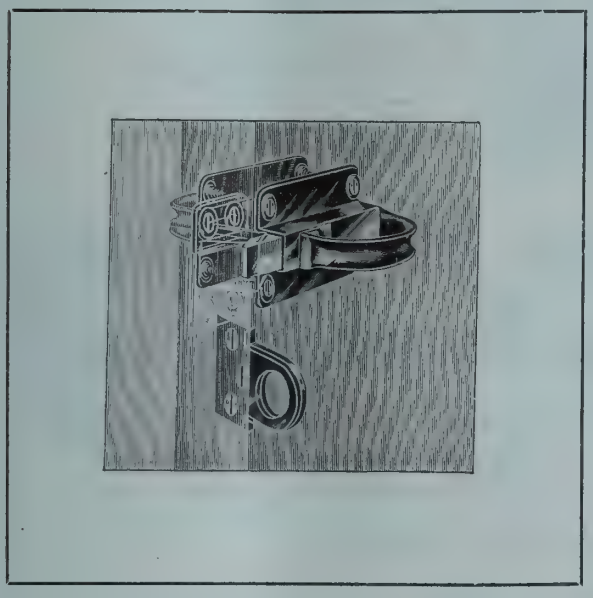
Most important, you can sort up on Lumino Ware when buying anything in enameled ware, hot galvanized ware and other goods that we make.

Shipments Made Promptly

The Sheet Metal Products Co., of Canada, Limited.

Montreal TORONTO Winnipeg
Vancouver

The Door to Prosperity Opens With C.S.G. Co.'s Latches



No. 1240 Barn Door Latch

opens all doors quickly and easily, just as it performs all the other duties of a latch, even the duty of selling readily and with a profit for the merchant. A durable, commonsense latch with Japanned frame and handles, tinned bolt and a Sherardized spring of piano wire that cannot rust. Packed one-quarter dozen in a carton, including padlock eyes. Weight, 175 lbs. per case.



The "Challenge" Latch

has opened a new door to profit for many a shrewd dealer, for it possesses more points of quality and value — selling points — than any other thumb latch on the market; for instance, it is made entirely of wrought steel and it is absolutely impossible for the thumb piece to work loose or get out of place. Packed one-half dozen in a box. 12 dozen in a case. Weight, 180 lbs. per case.

Canada Steel Goods Co.
LIMITED
Hamilton Canada



Calling Attention To—

Aloxite Razor Hones and Carborundum Razor Strops

TALK to the man who hones his own, and to the barbers in your community, about Aloxite Razor Hones and Carborundum Strops.

They surely will be interested.

The improved Aloxite Hone has the smooth, velvet-like texture of the old world natural hone, but it cuts quicker and cleaner.

Each hone is packed in blue, white and gold cartons and put up in a sales boosting container.

In Carborundum Razor Strops you will be selling a line of strops cut from the choicest of stock —every strop perfectly finished, attractively fitted.

The strops you can display in the special case or on the metal hangers which we furnish.

Carry these two products in your cutlery department and there will be no question about sales and profits.

Would you like more detailed information?

The Carborundum Company

Niagara Falls, N. Y.

"DURO"
Aluminum Ware
99 per cent. PURE
Canada's Most Popular Cooking Utensil



No. 356—6 qt. Potato Pot



Convex Kettle
With Inset Cover
Sizes 1½ to 12 qt.



Preserving Kettle
Sizes 3 to 12 qt.

"DURO" is setting the pace in the quality race.
Every piece guaranteed. Leading Jobbers handle "Duro".

MADE IN CANADA BY

W. D. SHAMBROOK & Co.

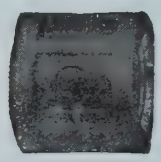
Hamilton - - Ontario

REPRESENTATIVES :

A. T. Chambers, Vancouver ; L. T. Walls Sales Ltd., Winnipeg ;
J. R. Anderson, 36 St. Dizier St., Montreal ;
Armstrong and Patterson, St. John, N.B.

CRANE FITTINGS

MALLEABLE ——————— CAST IRON












Make Tight Joints

Our patterns for malleable and cast iron fittings include all the necessary sizes and shapes to meet all requirements.

CRANE
LIMITED

Manufacturers of Valves, Fittings and Piping Equipment and Distributors of Pipe, Plumbing and Heating Supplies.

Branches and Warehouses:
HALIFAX, OTTAWA, TORONTO, WINNIPEG, REGINA, CALGARY, VANCOUVER.

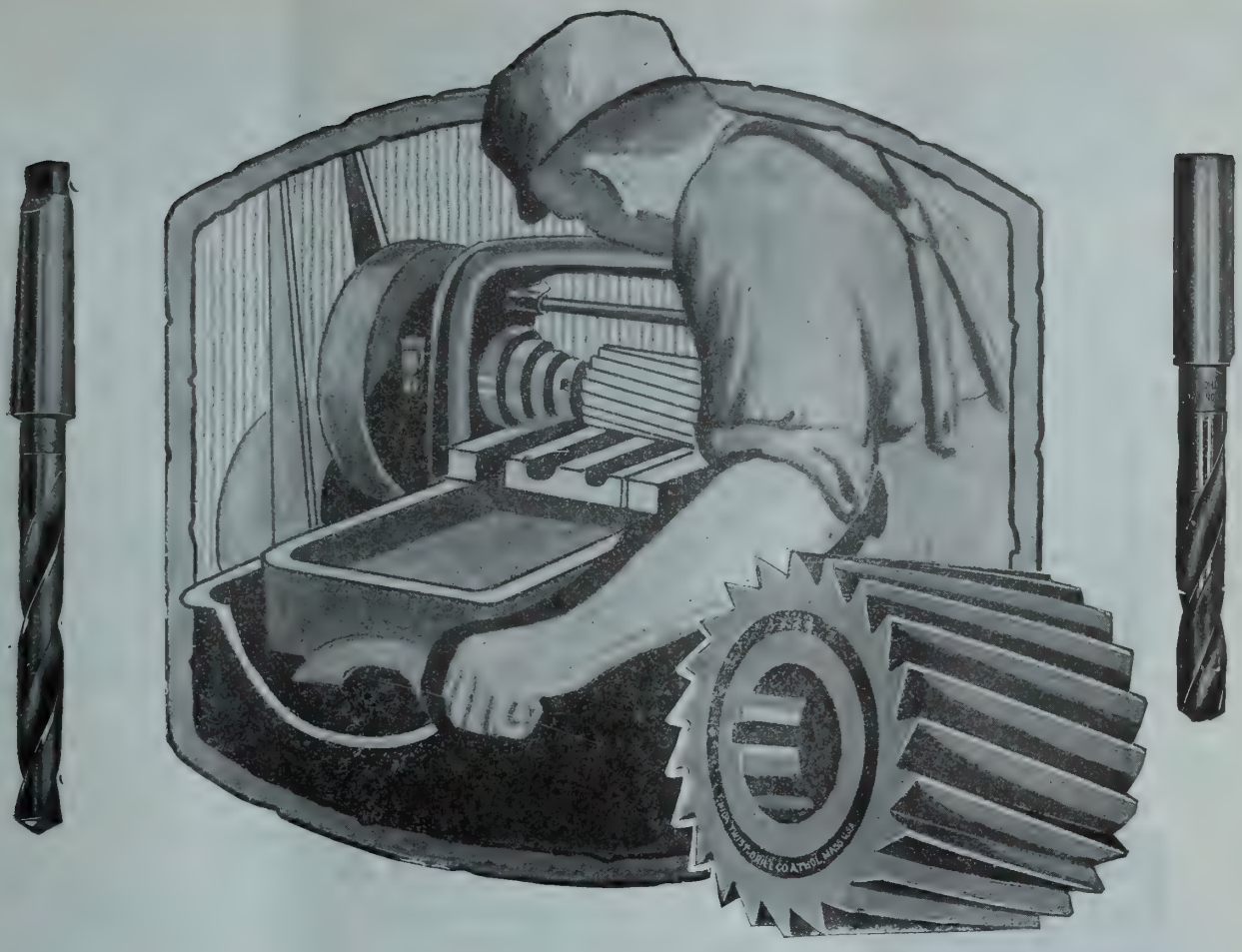
Sales Offices:
QUEBEC, SHERBROOKE, HAMILTON, VICTORIA.

CRANE
LIMITED
HEAD OFFICE & WORKS
1280 ST. PATRICK STREET
MONTREAL

CRANE-BENNETT
Limited
Head Office and Warehouse:
LONDON, ENGLAND.

Sales Offices:
MANCHESTER, BIRMINGHAM.

14



Your Display of BUTTERFIELD'S Informs Prospects that You Handle Them

The average customer is no mind reader, as you know. He may be a close neighbor with his machine shop or factory, yet he will order from a catalog and send miles away for tools you have in your store unless you make him know that you have them. Send a post-card to all the purchasing agents near you, and display your Butterfield Tools!

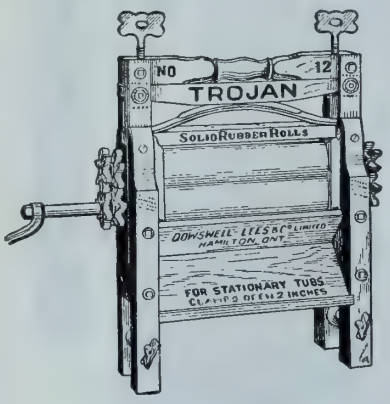
FOREIGN REPRESENTATIVES: Great Britain, Geo. H. Alexander, 83-84 Coleshill St., Birmingham, England; Francc, Italy, Belguim and Switzerland, Fenwick Freres, 8 Rue De Rocroy, Paris; Sweden, Norway and Denmark, Ab. Sigfr, Anderson & Co., Malmo; Spain, Casamitjama Hermanos, Barcelona; Japan, Abe Kobei & Co., Yokohama; Greece, Stephen C. Stephanson, 11 Lycourgan St., Athens; Netherlands, Wynmalen & Hausman, Rotterdam; Australia, H. R. Richardson, 82 Pitt St., Vickery's Chambers, Sidney; South America, Charles Dreyfus B. Mitre, 785, Buenos Aires, R. A.; South Africa, H. Parker Wood, Cape Town, Durban and Johannesburg

BUTTERFIELD & CO. Division
UNION TWIST DRILL CO.
Rock Island, Quebec

BUTTERFIELD

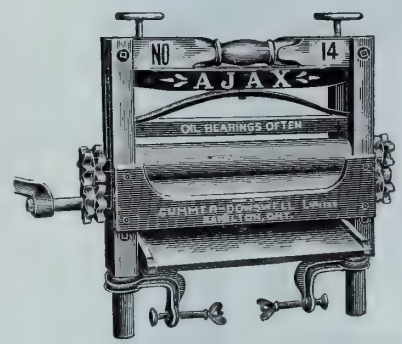
LARGE WRINGERS

When Your Customers ask to see Wringers larger than the standard size, what have you to show them?
Here are three large Wringers built for hard, heavy work.



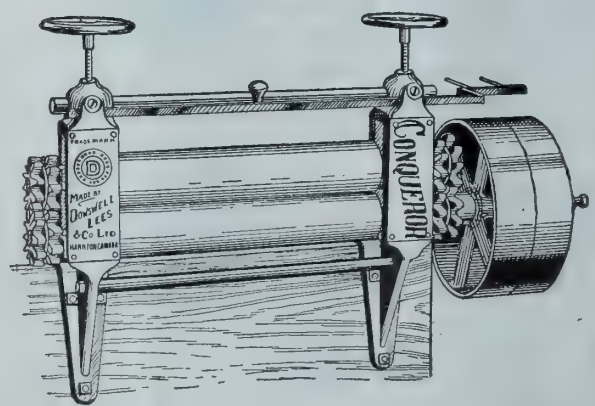
Trojan

An ideal wringer for large familes, Chinese or small laundries.
Extra grade rubber rolls 12 inches by 2¼ inches.
Has reversible drain board which sheds water either way.
Suitable for stationary tubs only.



Ajax

This is a fine big general purpose wringer.
Has reversible drain board which sheds water either way.
It is suitable for large, round or square tubs.
Extra grade rubber rolls 14 inches by 2¼ inches.



Conqueror

Is designed for the heavy work of Hospitals, Hotels and large institutions, also for clothing manufacturers, tent makers, and others, for shrinking cloth, canvas, etc.

Frame is heavy metal construction, galvanized. Tight and loose pulleys-2½ x 12 inches, and belt shifter are provided, and a crank handle is supplied for emergency use.

Highest grade rubber Rolls in four sizes: 17 in., 20 in., 24 in. and 30 in. x 3 1-4 in. diameter.

Write today for Prices and further Particulars.

Dowswell, Lees & Co., Limited

HAMILTON - - CANADA

Eastern Representative :
JOHN R. ANDERSON
Montreal, Que.

Western Representative :
HARRY F. MOULDEN & SON
Winnipeg, Man.



TIGER BRAND WHITE LEAD

Bears the Government Seal of PURITY

Has been the first choice of Canadian Painters for over Fifty Years

CHEMICALLY Pure, ground in refined linseed oil, it neither peels nor cracks. Packed in 12 1-2 lb., 25 lb., 50 lb. and 100 lb. irons, or in 500 lb. wood kegs.

S.C.C.

"STELCO" PUTTY

Made by our own special process of grinding kiln-dried whiting with selected oils.

THE STEEL COMPANY OF CANADA LIMITED

M.R.M. CO.

"M. R. M." SHOT

Standard Drop Shot in twenty-four sizes. Double-chilled Shoe in twelve sizes.

HAMILTON MONTREAL

Dairy Pails



These "Sterling" Pails have a body of the finest quality XXXX tin, strongly wired with ears of extra heavy steel tinned and reinforced on the inside to body by a steel band.

Another point in their favor is the outside soldering around wires and ears—this leaves no crevices for milk to lodge and decay, and ensures a more sanitary Pail. A strong, sturdy line carrying the Davidson seal of durability.

Write for particulars and prices. Ask for Booklet No. 2.

Branches: Toronto and Winnipeg

Head Office : Montreal

Steel Foundry Division: Lachine Canal, Turcot

DAVIDSON

TRADE MARK J.M.T. REGISTERED A GUARANTEE OF QUALITY

True Economy

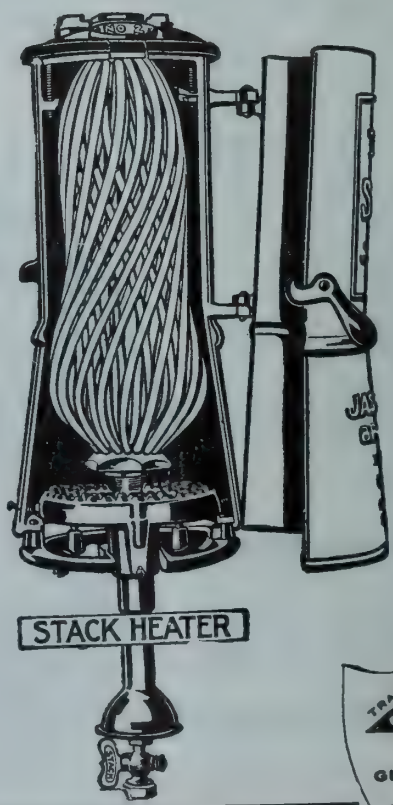
Stack Heater

The Stack Gas Water Heater will heat water in one minute.

The almost perpendicular copper pipes in the Stack Heater offer no hindrance to the natural tendency of water to rise when heated.

Take notice of the small size and large number of coils; this means quick heat. The numerous small pipes will naturally heat water quicker than one big pipe because of the greater heating surface offered.

More hot water with smaller consumption of gas—that's true economy.



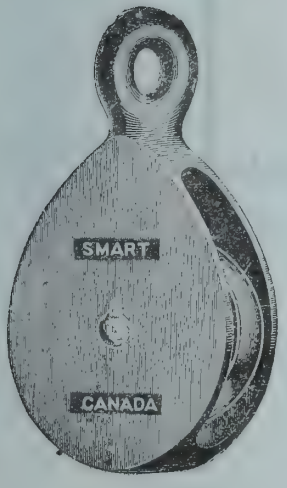
Send for a Stack Heater Display Card

The James Morrison Brass Mfg. Co. Limited
93-97 Adelaide Street West, Toronto, Ontario

TRADE MARK J.M.T. REGISTERED A GUARANTEE OF QUALITY

CANADA
FOUNDRIES & FORGINGS
LIMITED

The Pulley People of Canada



No. 74 Single Awning Pulley

Awning, Clothes Line, Furnace, Side, Hayfork

JAMES SMART PLANT
BROCKVILLE ONTARIO

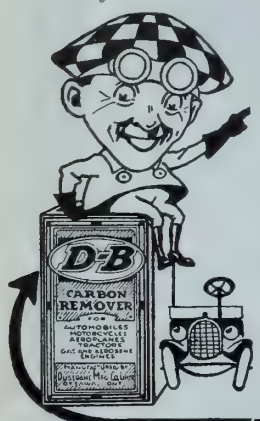
Some dealers have not heard of our sales plan

FOR

D-B CARBON REMOVER

There are still a few dealers who have not taken advantage of our exceptional sales proposition—**Why not?** D-B CARBON REMOVER is sold to dealers with the understanding that they can **give** all customers a can on trial. If they find that it does not remove the carbon —they return the empty can to the dealer.

Every can returned for this reason, we guarantee to pay the dealer the **retail** value. This proves the confidence we have in our product.



AUTO JACK says: D-B CARBON REMOVER cleans a carbonized engine in 30 minutes, without even removing the cylinder head.

The DUSTBANE MFG. CO., Ltd.

Ottawa - Ontario

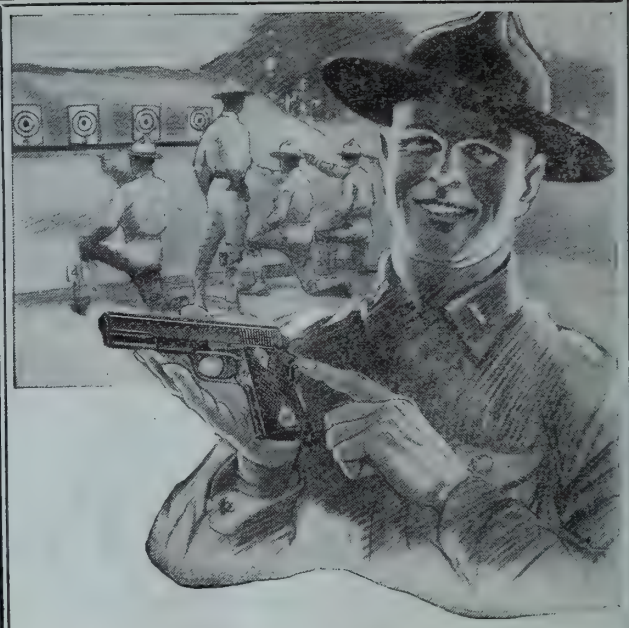


100 per cent. Canadian

BRANTFORD BINDER TWINES have successfully competed with the World at large owing to their superior quality, and are a strictly Canadian product made in Canada by Canadian labour, and Canadian capital. **We are the largest manufacturers of Binder Twine under the British Flag.**

The BRANTFORD CORDAGE Co. Ltd.

BRANTFORD, Ont. **Western Branch, Winnipeg**



Keeping Him In Shooting Trim

The former service man has the love of straight shooting. He came to know the value of his trusty side-arm and he'd like to keep his hand in now.

You're the man who can sell him, Mr. Dealer. Sell him the **COLT** service model for target practice. Just a little suggestion from you will start him longing to get out on the range and grip the old butt again.

Booklets that will bring you business sent free on request

Colt's Patent Fire Arms Mfg. Co.

Hartford, Conn.

Manufacturers of: Colt's Revolvers, Colt's Automatic Pistols, Colt's (Browning) Automatic Machine Guns, Colt's (Browning) Automatic Machine Rifles.

Canadian Representatives: A. MacFarlane & Co., Ltd. Coristine Bldg., Montreal, Can.



Colt Government Model Automatic Pistol, Caliber .45 Capacity of Magazine 7 shots Length over all 8½ inches.

COLT'S

FIRE ARMS



Toronto Globe comments on Boy and Slate Sign

THE papers are quoting En-ar-co epigrams in box rules on their front pages. The people are talking. Everybody is watching those Big Boy and Slate Signs in front of Garages, Service Stations and Stores all over the country.

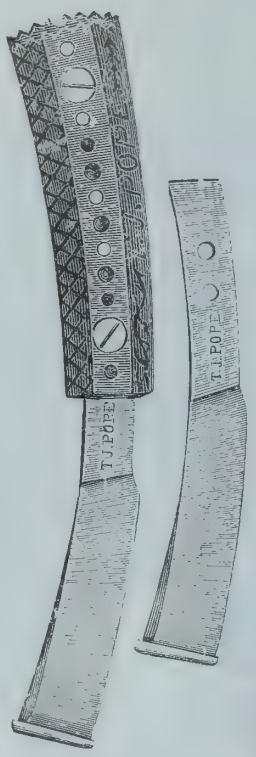
Have This Attention Directed Your Way

This sign and epigram service of ours is open to you. It's the most novel eye-catcher ever produced. And when it gets people looking your way—they start coming your way.
Now, you want this sign. We want to tell you how easy you can get it, how we work out new epigrams for you to put on it every other day; how successful it has been for other dealers. This information will only cost you the price of a postage stamp. And it won't obligate you one bit. So why not, right now, fill in this coupon (it's put here for your convenience) and slip it in the mail to-night addressed to our branch nearest you.

Canadian Oil Companies, Limited

BRANCHES:
Toronto London, Montreal, Quebec, St. John, Halifax; Winnipeg Regina, Saskatoon, Edmonton Calgary.

CANADIAN OIL COMPANIES, LIMITED.
Nearest Branch.....
Tell me, without obligation, how I can secure your "Boy and Slate Sign, and Epigram Service."
NAME .....
ADDRESS .....
.....H.M.6



Farrier Knives

with Special Advantages

Pope's Farrier Knives have not only malleable iron handles shaped to fit the hand, but have a double set of holes so that the removable blades can be lengthened or shortened.

Handles are all of the same shape so all blades hang alike and perfectly.

Blades are held firmly but are quickly removable.

Send for Catalog and Prices

Wiebusch & Hilger, Ltd.

Sales Representatives

106-110 LAFAYETTE ST., NEW YORK

Canadian Sales Agent:

Jas. Gerard Kerr, 411 St. Nicholas Bldg., Montreal

19T

PEERLESS POULTRY FENCE

Now Made in Any Height You Wish from 3 feet to 7 feet

A few days ago a dealer told us that he could increase his business in Peerless Poultry Fence if he could get it in a wide range of heights, as all his customers would rather buy real poultry fence instead of netting, but the small range of heights limited its sale.

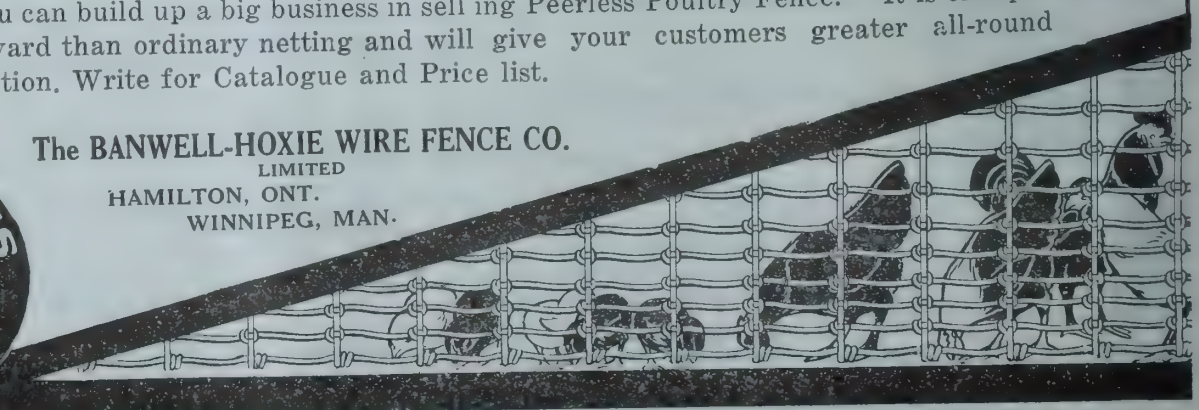
The policy of this company has always been to give the dealer what he wants and no exception was made when the request came in to supply poultry fence in a wider range of heights.

Peerless is the only poultry fence manufactured in Canada in these heights, from 3 feet up to 7 feet, and is the strongest and best fence on the market.

You can build up a big business in sell ing Peerless Poultry Fence. It is cheaper by the yard than ordinary netting and will give your customers greater all-round satisfaction. Write for Catalogue and Price list.

The BANWELL-HOXIE WIRE FENCE CO.
LIMITED
HAMILTON, ONT.
WINNIPEG, MAN.

PEERLESS
THE ALL AROUND
FENCE



MENDETS
A PATENT PATCH

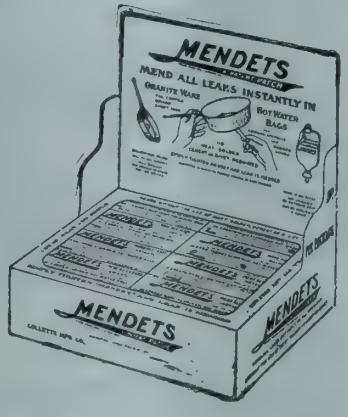


They Attract, Interest, Convince, AND Sell Housewives

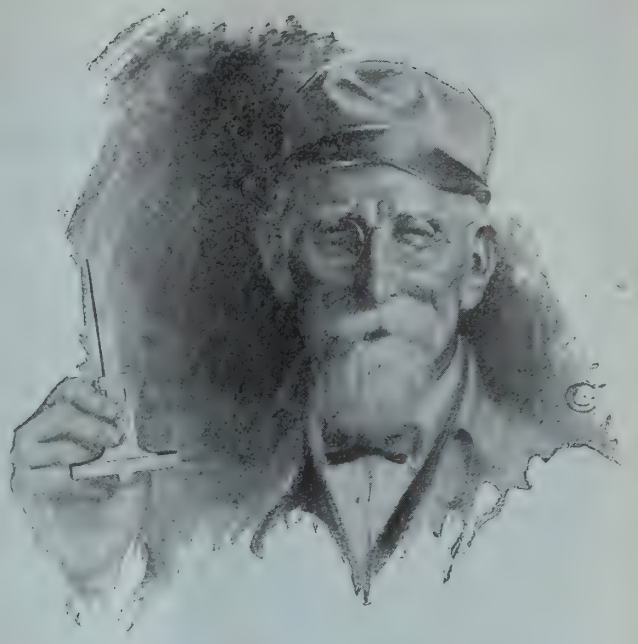
Display Them On Your Counter

It's a simple process. Every household has some utensil that can be made serviceable again with Mendets. The display on your counter attracts attention the idea catches hold, and suggests the utensil needing repairs. The cost is low so that the desire is easily satisfied and Mendets are bought.

This takes little of your time. It pays you well.



Collette Manufacturing Company
COLLINGWOOD, ONT.



OLD FRIENDS!

"Old Friends, old times, old books, are best," the saying goes. And many an old-timer thinking of his Starrett Tools, will add—"and old tools, too, are best."

For more than forty years the Starrett name has meant "fine tools" to America's master machinists.

And now the younger generation, trained from apprenticeship to demand Starrett quality, are proving their preference by the ever growing demand for these tools from Starrett dealers. Get Catalog No. 22 "MA."

THE L. S. STARRETT COMPANY

The World's Greatest Toolmakers.
Manufacturers of Hack Saws Unexcelled.

Athol, Mass.

Starrett Tools

"Souvenir" Ranges **"New Idea" Furnaces**

What Our Service Means to You

We co-operate with you in every way.
All your orders and correspondence will be given the most careful attention.



We will ship your orders neatly finished and packed ready to open and go on the sample floor without delay or bother on your part.

We will supply you liberally with circulars and advertising matter.

If you will let us have a mailing list of your prospective customers we will write them a sales letter and mail descriptive literature.

We stand ready at all times to replace, free of charge, defective goods or shortages, should they, by any chance, get past our inspection.

We fully guarantee our goods to work satisfactorily if installed and operated properly.

It will pay you to stock and sell our well-known line.

New Stove Catalogue just off the press, which we will gladly mail upon request.

The Hamilton Stove & Heater Co., Ltd.

Successors to Gurney, Tilden Co., Ltd., Hamilton, Ont.
75 Years Successful Manufacturing



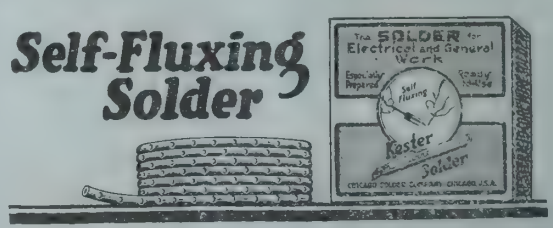
"Forget Fluxing—Just Solder Away"

That's what you tell your customer when you carry Self-Fluxing Solder. Solder and iron is all that's needed; for the flux is in the solder and flows onto the work as needed and in just the proper amount to make a perfect bond.

Cuts soldering time in half. Eliminates the mussy pot of acid, paste or salts. Does Better Work too.

Use it yourself—then you'll sell no other kind. Learn the saving of patience and money.

CHICAGO SOLDER COMPANY
4225 WRIGHTWOOD AVE., CHICAGO, U.S.A.



Easy to stock—to sell—to use

Stocks two items in one—flux and solder. Send for sample and try it out on your hardest job. Then you'll know why hundreds of dealers use it and recommend it. Cash in on the big, growing demand.

Sold in one pound cartons and on one, five and ten pound spools.

Kester Acid-Core Wire Solder

CHICAGO SOLDER CO., H. & M. 6-11-21
4225 Wrightwood Ave.,
Chicago, U.S.A.

Gentlemen: Please send me a free sample of Kester Acid-Core Wire Solder.

Name .....
Company .....
Address .....
City ..... Prov. .....
Our Supply is .....

Genuine "Hagan" Norwegian Skis

Manufactured by the L. H. Hagan Co. Limited, Christiania, Norway

Ski Harness

Ski Poles



E. Sundberg winning Amateur Canadian Championship, Ski Jumping

We want to emphasize the importance of ordering now for Fall delivery. By ordering now you assist us materially in marketing these skis at the lowest possible prices.

Complete stocks are available at Montreal. Prices are f.o.b. Montreal. Because of bulk shipments these prices are the lowest obtainable.

Pine Skis
Special Jumping Skis
Special Racing Skis
Ash and Hickory Skis

Huitfeldt Harness
New Hagan Harness
Poles with Rattan Discs
Poles with Fibre Discs

Send for dealer offer and our discounts.

SOLE CANADIAN AGENTS

FRASER COMPANY,

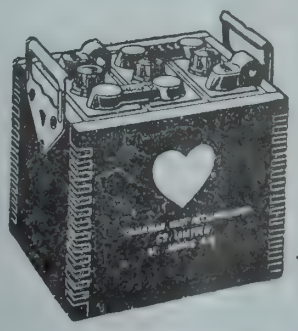
10 Hospital St. Montreal, Que.

Can the Hardware Man Make Money as a Battery Agent?

There is a generous profit to the dealer who sells a Hart Battery. Hardware men are particularly suited to act as a Battery Agent, because they are reliable tradesmen and the public feel the need of a reliable dealer, especially in batteries and battery repairs. Hardware men, too, have facilities for shipping batteries that need repairs and for taking orders for new batteries to replace old ones on cars that need a replacement.

YES!

The Battery Agency is very simple. If a customer's old battery gives out, express it to us and we will give a prompt report as to its condition and the cost of repair. If the old battery is not worth repairing, we can ship a fully charged Hart Battery by express and the whole transaction is done without any unnecessary delay. We would like to show hardwaremen how they can make money as Battery Agents. Write us if you are interested.



Write for Terms to Agents

Samuel Trees & Co., Limited

Established 1869. Jobbers and Mfrs. Auto Accessories

DISTRIBUTORS OF HART BATTERIES

42 Wellington St. East, Toronto

Dealers — Here's your chance to make Easy Profits



WELDED COPPER STEEL

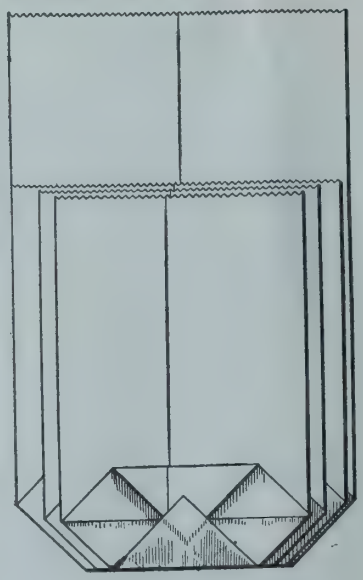
HOG TROUGHS

These troughs are made of copper steel and welded throughout, making them practically one-piece: no chance of leaking. To prevent rust and wear each one is coated with an acid-proof, brine-proof oil, forming a porous-proof elastic film which toughens with age and is absolutely water proof.

Note these new reduced prices: 4 feet, 70c per foot; 5 feet and longer, 60c per foot, with liberal dealers' discount. *Farmers are sending their orders for troughs direct to us because you are not carrying them in stock.* Get in on this now—send an order for at least fifty-foot sample lot. Fuller information and catalogue of Tanks, Water Troughs, etc., sent on request.

The Steel Trough & Machine Co., Limited
4 James Street - Tweed, Ontario, Canada

Kraft Hardware Sacks



We are manufacturing a line of Extra Heavy Re-inforced Bottom Kraft Sacks specially made to withstand heavy usage.

"The bag of Leathery toughness."

Request samples and prices. You will be more than satisfied.

The Continental Paper Products, Ltd.
OTTAWA - CANADA

The quicker your stock turns over, the more money you make

Star Hack Saws, in the famous green box, for 38 years have been the fastest selling hack saws. Remember that Star Saws are now sold by Clemson Bros., Inc., who have made them from the beginning in 1883.

CLEMSON BROS., Inc.
Middletown, N.Y.
Canadian Office and Warehouse:
304 Imperial Office Building
Hamilton, Ontario



TRIMO

THE WORD TRIMO



Stands for good tools made by the Trimont Mfg. Co., which are the following:—

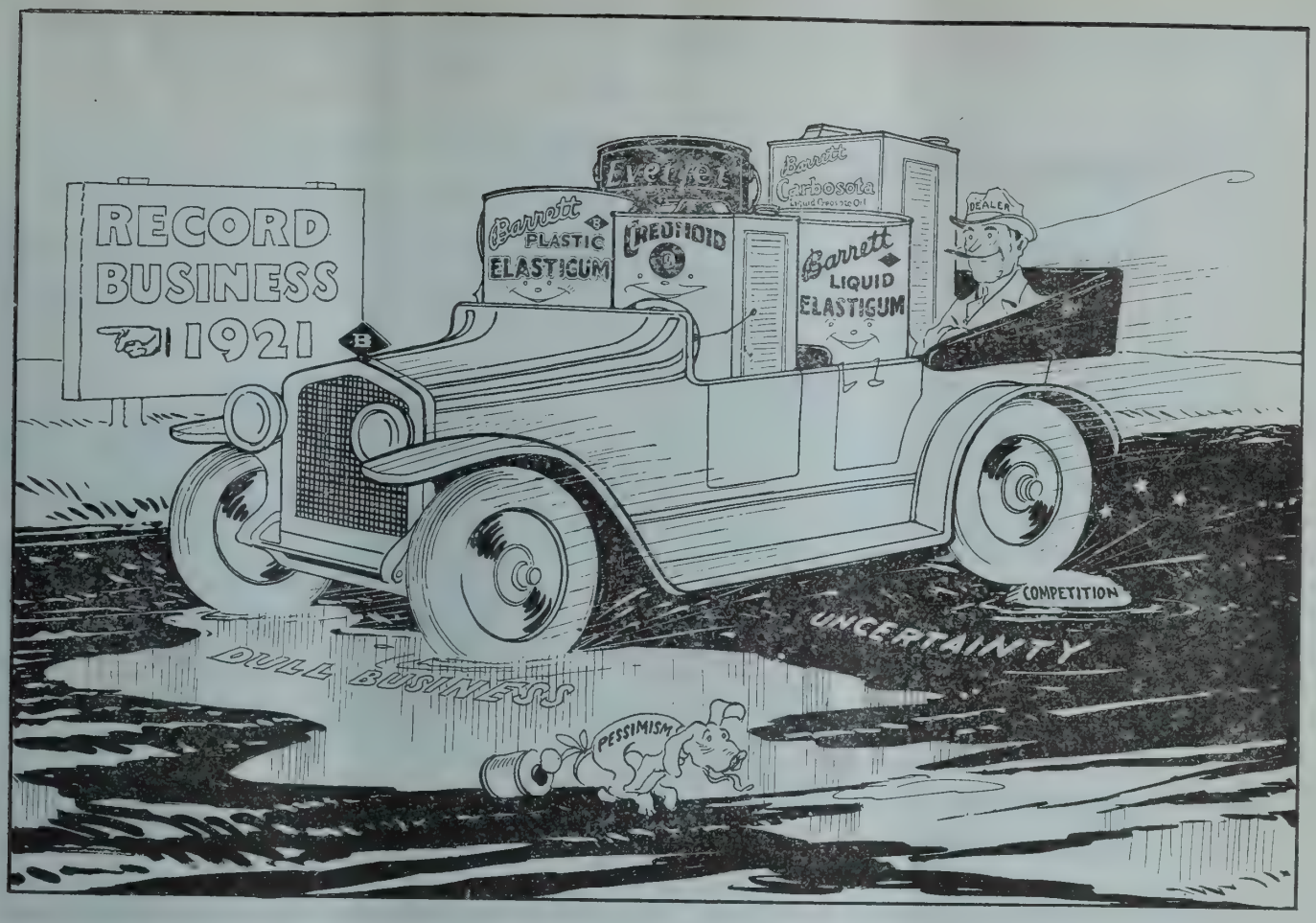
The Trimo Pipe Wrench
The Trimo Chain Pipe-Wrench
The Trimo Nut Wrench
The Trimo Pipe Cutter (Hand)

The four good points that make Trimo Pipe Wrenches superior are the Spiral Spring always in place—Steel Frames that will not break—Nut Guards that protect adjustment nut—and the Inserted Jaw in handle that can be replaced when worn.



Pipe Wrench — Nut Wrench

TRIMONT MFG. COMPANY
ROXBURY (BOSTON), MASS.
MANUFACTURERS



The Barrett Specialties are Self-Starters
They Move Fast ---

Here they come now! There's room for you, too. So get aboard the Barrett car with Messrs. Creonoid, Everjet, Carbosota, and Liquid and Plastic Elastigum.

Let them show you how they skim—spry as quicksilver—over the bumps in the trade road.

They'll carry you to Profitstown faster than you ever traveled before.

Creonoid—Fly Oil, Lice Destroyer and Cow Spray. Cows give more milk, hens lay more eggs and hogs fatten quicker when relieved of the torment of flies and lice by Creonoid. A business building product for you to carry.

Everjet Elastic Carbon Paint is a proven protective paint. It dries quickly, forming a smooth, glossy surface that is proof against moisture, acids, alkalis and fumes. Prevents corrosion of metal.

Plastic Elastigum — for stuffing cornices, relining gutters, patching leaks in roofs and innumerable other purposes. "The plastic cement of a hundred uses."

Liquid Elastigum for resurfacing badly worn prepared and "rubber" roofing. It is waterproof, durable and easy to apply. A quick seller and very popular throughout the Dominion.

Barrett Carbosota Liquid Creosote Oil is a standardized, highly-refined grade of pure coal-tar creosote oil. Will positively prevent decay of wood.

WINNIPEG
VANCOUVER
HALIFAX, N.S.

The Barrett Company *LIMITED*

MONTREAL
TORONTO
ST. JOHN, N. B.

Dependable Jobbers

Must be qualified with the experience, the capital, the storage space, and the judgment to select, and hold in stock, the most reliable and saleable goods for their customers. They must have facilities to fill, and ship promptly, the orders received from retail merchants. Most important of all, they must fully realize how much the wholesaler's success depends on the success of the retail merchant, and co-operate with him accordingly.

We have all these qualifications and facilities. May we serve you?

Thos. Birkett & Son Co.,
LIMITED
Shelf and Heavy Wholesale Hardware
Ottawa, Canada

Some Windows are like Tramps

Neglected, ragged and generally repulsive. Others fairly sparkle with enthusiasm and cheerfulness.

"Well-Worth" Better Quality Aluminum Ware

in your windows and on your counters will act like a magnet, drawing to the sales counter, and IT BRINGS OTHER BUSINESS. Let us give you suggestions.



No. 76, Colonial Kettle, 6 Quarts.

Wentworth Mfg. Company,
HAMILTON, ONT.

The Newest and Latest Maxwell Washer

AS ITS NAME implies, this washer cleanses the clothes by the vacuum process—the simplest and most natural method known. It makes instant appeal to every housewife entering your store.

Maxwell
VACUUM WASHER



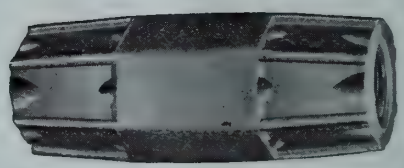
Note that the location of the gears is UNDER the tub. The washer cannot tip over when the cover is open, for there are no heavy gears above tub to make it top heavy. Automatically-cut gears ensure an exceptionally smooth, quiet running machine.

All wooden parts are beautifully finished in natural wood and metal parts painted in aluminum bronze. Its appearance attracts immediate attention. A single demonstration effects many sales, for every satisfied user sells others.

Write for descriptive folder and prices.

MAXWELLS LIMITED
ST. MARYS ONTARIO

Demon Grip



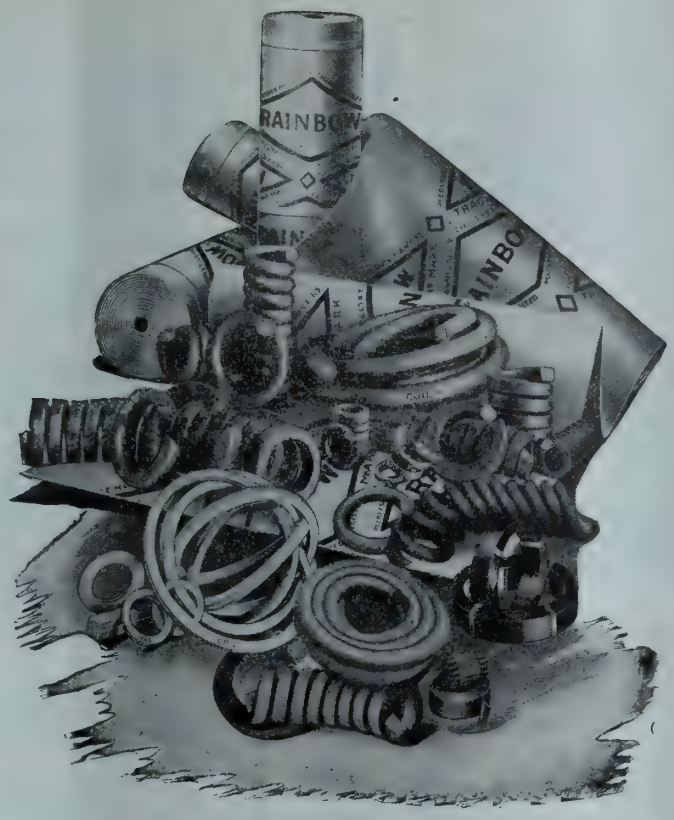
Pump Rod Couplings

The new "Demon Grip" Welded Steel Pump Rod Coupling has many superior features, features that assure the consumer faithful service, and the dealer easily closed sales.

Made of Steel—same as the rod.
Hot Forged—perfect hex.
Welded—makes solid job.
Strongest—over three times as strong as a malleable.
Packing—twenty-five in a box to go on your shelf.
Novel—the above advantages make a novelty of a very staple article. The DEMON GRIP cannot help attracting attention.

Manufactured by

Edward E. Johnson, Inc.
2304 Long Ave., St. Paul, Minn.



Your customers look for the RAINBOW Trade Mark

Because genuine Rainbow Sheet Packing—the original red sheet — has held the confidence of the mechanical world for over 30 years, steam engineers everywhere have learned to look for the Diamond Rainbow Trade-Mark on every yard. They know that it is their best assurance of permanently packed flanges.

Hardware dealers throughout Canada who are displaying genuine Rainbow and letting their customers know they have it in stock—ready for quick delivery— are building up a profitable business with steam plants, large and small. And these sales of Rainbow Sheet Packing lead to sales of supplies, tools and fittings.

It will pay you well to link your store with the Rainbow reputation for dependability and economy.

Genuine Rainbow is made in Canada and is stocked by your jobber. We will be pleased to send details of special interest to the hardware trade.

Dominion Rubber System

Head Office - - - Montreal



Where Disston Quality Is Born

There is something more than a proper mixture of metal put into the crucible when Disston steel is made.

It is an unseen, intangible ingredient—yet as big and real as the tremendous plant in which Disston Saws and Tools are made. The long experience of men whose fathers were Disston steel workers, whose grandfathers worked out the secrets of fine Disston steel generations ago—this is what has made the present quality of Disston steel.

Under the greatest test of all, hard service over a long period of years, the quality born in Disston steel is revealed. The greatest praise of Disston Saws and Tools comes from men who have used them longest, men who write of these tools with a friendliness, and even affection, seldom given to inanimate objects—and there could be no higher tribute.

DISSTON
Reg. U. S. Pat. Off.

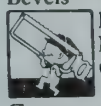
Send for booklet on the selection, care, and use of Disston Saws, Tools, and Files.

HENRY DISSTON & SONS, Limited
TORONTO CANADA
Branch: Vancouver, B. C.

A List of What Disston Makes

And in these Saws, Tools and Files is that quality found in

"The Saw Most Carpenters Use"

Back Saws
Band Saws for Wood and Metal
Bevels

Buck Saws
Butcher Saws and Blades
Circular Saws for Wood, Metal, and Slate
Compass Saws
Cross-cut Saws and Tools
Cylinder Saws

Drag Saw Blades
Files and Rasps
Grooving Saws
Gauges—Carpenters' Marking, etc.
Hack Saw Blades
Hack Saw Frames
Hand, Panel, and Rip Saws
Hedge Shears

Ice Saws
Inserted Tooth Circular Saws
Keyhole Saws
Kitchen Saws
Knives—Cane, Corn, Hedge
Knives—Circular for Cork, Cloth, Leather, Paper, etc.
Knives—Machine
Levels—Carpenters' and Masons'
Machetes

Mandrels
Milling Saws for Metal
Mitre-box Saws
Mitre Rods
One-man Cross-cut Saws
Plumbs and Levels
Plumbers' Saws
Pruning Saws
Re-saws
Saw Clamps and Filing Guides

Saw Gummers
Saw-sets
Saw Screws
Screw Drivers
Screw-slotting Saws
Segment Saws
Shingle Saws
Slate Saws—Circular
Squares—Try and Mitre

Stave Saws
Sugar Beet Knives
Swages
Tools for Repairing Saws
Tool Steel
Trowels—Brick, Plastering, Pointing, etc.
Veneering Saws
Webs—Turning and Felloe

This is a partial list. There are thousands of items in the complete Disston line.

DISSTON

SAWS TOOLS FILES

How we help the Dealer



Files are something you **have** to stock. If you stock one of the five standard brands, your stock will move quickly, because these brands are known, and turn over without sales effort.

Moreover---there is no need to tie up money in large stocks. We carry large reserves, and your jobber can supply you at short notice.

Specify one of these brands when ordering:

KEARNEY & FOOT
GREAT WESTERN
AMERICAN
ARCADE
GLOBE

FILES and RASPS

MADE IN CANADA BY

Nicholson File Company

PORT HOPE, ONT.

Wrought and Steel Plate

WASHERS

OF ALL DESCRIPTIONS

ROUND AND SQUARE

PLAIN OR GALVANIZED



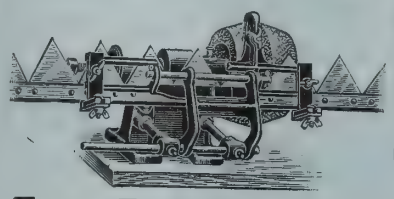
Annealed Rivet Burrs; Felloe Plates; Sheared and Punched Plates; Malleable Washers and Cast Iron Washers.

PROMPT SHIPMENTS

We Guarantee Quality and Service.

Wrought Washer Mfg. Co.

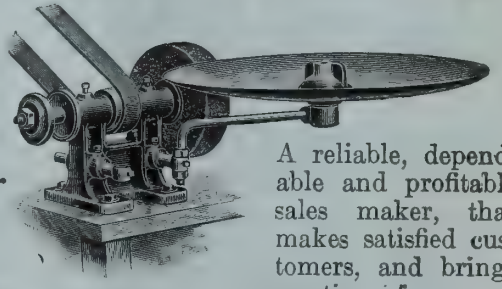
Milwaukee, Wis.



Bull-Dog Power Grinder

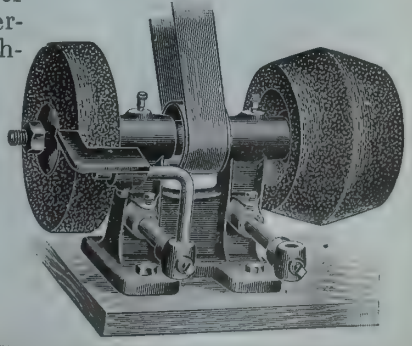
Farm Equipment—A line that sells

Ask Your Jobber



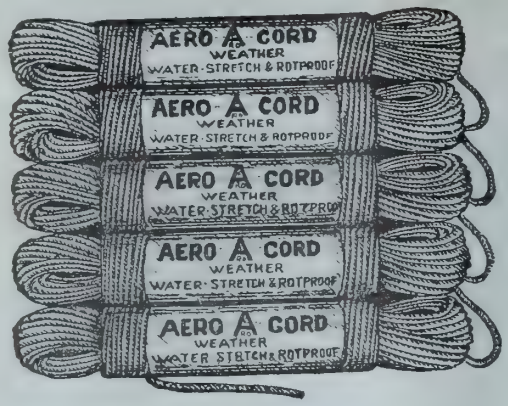
A reliable, dependable and profitable sales maker, that makes satisfied customers, and brings prestige for your store.

Every farm is a prospect for one or more of these service-giving machines.



Western Hardware Mfg. Co.

Milwaukee, Wisconsin



Your trade is entitled to the best article procurable for a given purpose, price being equal

AERO SASH CORD

WEATHER ROT AND STRETCH PROOF, will meet all requirements and more. Superior in strength and durability.

Manufactured by

THE AERO MFG. CO., LIMITED

LENNOXVILLE QUEBEC

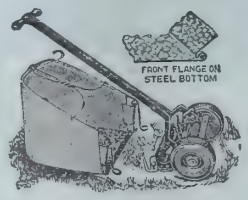
Western Agents: The H. L. Perry Co., Limited, Winnipeg, Man.

"EASY EMPTYING" GRASS CATCHERS

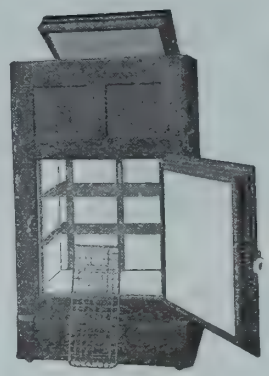
"Favorably Known the World Over."

Rigid — Light — Durable

Many exclusive patented features and strong selling points explained in catalog



THE SPECIALTY MFG. CO.
St. Paul, Minn., U.S.A.



PARIS

REFRIGERATORS
SCREEN DOORS
WINDOW SCREENS
COMBINATION SCREEN AND STORM DOORS

RELIABLE GOODS AND PROMPT SERVICE
WRITE FOR INFORMATION

Sanderson-Harold Company, Ltd.
PARIS, ONTARIO

G. W. METALS
are superior

Manufacturers of the famous

XXXX NICKEL SPECIAL No. 1 R.R.
BABBITT METALS
SOLDERS PIG and CALKING LEAD

Made in Canada

Write or Wire Your Enquiries

Great Western Smelting & Refining Co.
Vancouver, B. C.

Wm. M. Gordon & Co., Winnipeg, Man.

A. G. Low Co., Saskatoon, Sask.

Fittings Limited



Manufacturers of Malleable and Cast Iron Pipe Fittings

Oshawa

Manufacturers of and Dealers in



Transmission Oil
Auto Oil
Neatsfoot Oil
Tanners' Oil
Lard Oil
Cutting Oil
Lustriene Floor Oil
METEOR Spark Plugs
Boiler Compound
Linseed Oil Soap

and all kinds of Lubricating Oil and Greases, etc.



Velvet Lubricant is suitable for transmission, differential and cup lubrication, does not stiffen up in the cold so as to cause any inconvenience in shifting the gears, and will not become thin in hot weather, having been specially treated to meet the requirements of the varied weather conditions. Coats the gears to make them silent, will work into the smallest openings where oil will travel, and lubricate every bearing perfectly.

"Lubriko" Auto Oil is the most highly refined neutral oil for automobile lubrication, possessing high fire test, so that it retains its body under extreme heat.

After many years' practical experience in oils we produced this brand, and we offer it to dealers, knowing it to be of the highest standard of quality for the lubrication of automobiles, stationary gas engines, motor boats, motor cycles, and all kinds of gas engines, whether air or water cooled. Made in light, medium and heavy consistencies.

The Commercial Oil Company, Limited
Hamilton, Ontario, Canada

What is Amalgam ?

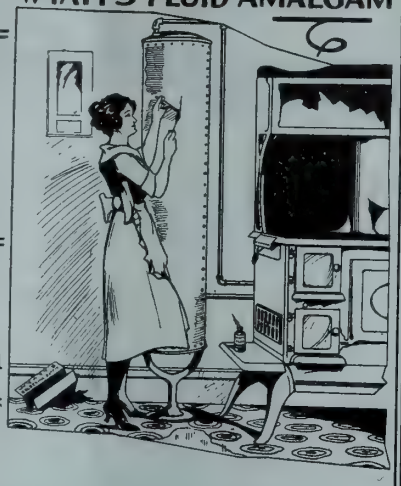
It is an Acidless Fluid Superseding Acid or Acid Mixtures for

Soldering

No Fumes
No Corrosion

PATENTED

SOLDERING SIMPLIFIED
Repairing Easy and Sure with
WYATT'S FLUID AMALGAM



SOLDERS ANY METAL, SOLID or HOLLOW.
Successfully Mends . . **BAND SAWS** Without affecting the Temper
THE WIREMAN'S FRIEND
Every Dealer Should Have
WYATT'S SOLDERING OUTFIT
Comprising a Soldering Iron, a bottle of AMALGAM, a stick of solder, and some Emery Paper. Just the thing for Automobilists, Farmers and domestic use.

MANUFACTURED BY
WYATT'S—PRODUCTS
225 Richmond Street W. - - - - Toronto, Ont.



Again in Demand

The wooden tub is back—the high cost of the metal is largely responsible, but a wooden tub has other advantages.

There is no galvanizing or plating to fall off. No rust to spoil clothes, and hot water retains its heat longer.

Cane's wash tubs will be favored. They last a lifetime and are built with the workmanship that has made Cane's Woodenware popular for over thirty-five years.

Order a supply of Cane's Tubs from your dealer for a source of Good Revenue

The Wm. Cane & Sons Company, Ltd.
Manufacturers NEWMARKET, ONTARIO

Ask The Man Who Uses

our goods, why he always prefers

London Bar Iron

and he will tell you that
it is built with

QUALITY RIGHT THROUGH

FOR QUALITY

is the chief aim of each department through which it goes

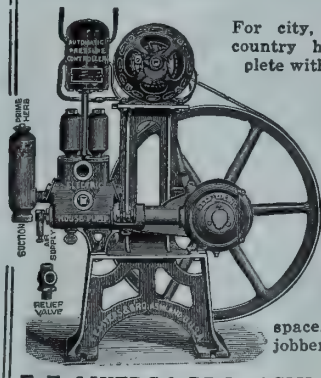
Ask for it by name from the wholesaler

London Rolling Mills Co.

LIMITED

LONDON, CANADA

MYERS—Electric House Pumps



For city, suburban or country homes. Complete with tank or separate. Operation by any current. Automatically controlled. Self - oiling. Capacity 180 gallons per hour. Strong, compact, easy to install, occupies small space. Ask your jobber or write us.

F. E. MYERS & BRO., ASHLAND, Ohio

NOVA SCOTIA STEEL & COAL CO., Limited
NEW GLASGOW, N.S.
Manufacturers of
FERRONA
PIG IRON
and SIEMENS-MARTIN
OPEN HEARTH STEEL

MOTHER LAND TRADE SECTION



Gun Metal Steam Valves

WHEN buying Steam Valves the discriminating buyer insists on "UBEL" products. It is his guarantee for neatness of appearance, massive strength and that unerring service which comes from specialized production.

If you are interested in Gun Metal Steam Fittings and Boiler Mountings, write for Section "A"; Extruded Metals and Special Alloys, "B"; Rock Drill Pneumatic Fittings, "D"; "Expansion Joints and Bends, "E"; Fire Fittings, "F"; Special Ships' Fittings, "G"; Heating Fittings, "H"; Injectors and Ejectors, "J"; Iron Stop and Sluice Valves, "K"; Lubricators and Lubricating Devices, "L"; Cast Iron Plug and Gland Cocks, "N"; Engine Governors, "O"; Semi-Rotary and General Hand Pumps, "P"; Spraying and Limewashing Machinery and Garden Fittings, "S"; Steam Traps, "T"; Plumbers' Water Fittings, "W."

United Brassfounders and Engineers Limited

FIVE WORKS — HEAD OFFICE EMPRESS FOUNDRY — UBEL — 3,000 WORKERS — CORNBROOK MANCHESTER ENGLAND

UBEL Agent:
W. H. Cunningham & Co., 269 West Richmond Street, Toronto
Norfolk Service No. 2

TRADE MARK. ANCHOR REGD Nos 266 & 47412.

J. ROW, No. 190

VISIT OUR STAND AT BUILDING EXHIBITION
OLYMPIA, LONDON, ENGLAND. Also at MANCHESTER

JAMES AUSTIN & SONS, LTD.

LONDON

Tel. 1097-8 Clerkenwell. Telegrams, Austoben, Hox, London, Codes ABC, 5th & Bentleys

TRADE MARK. ANCHOR REGD Nos 266 & 47412.

AGENTS not yet appointed.
Orders and enquiries only entertained through recognised Indent Houses.

Patent Plaited Cords
Our Speciality Anchor Brand



PLAITED SASH LINES

HALYARD AND LOG LINES

VENETIAN AND VERANDAH CORDS

GLACIE

Blind and Picture Lines.

ENDLESS CORDS for FANLIGHT OPENERS ETC., ETC.

Insist on (AUSTIN'S) makes where Strength and Durability are required

MOTHER LAND TRADE SECTION

CHIEFTAIN BRAND

BRITISH MANUFACTURE

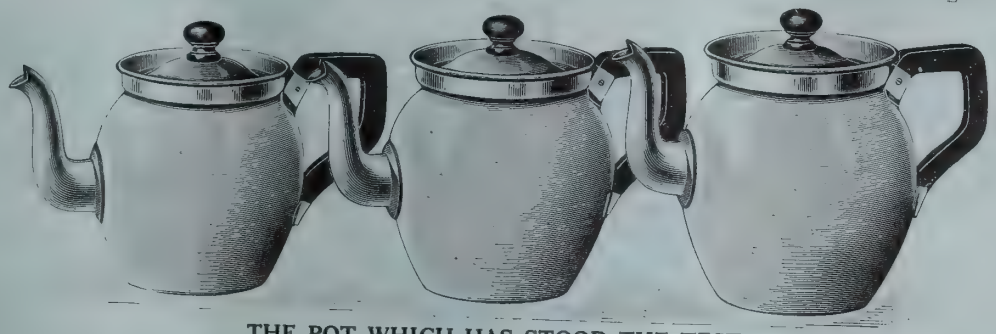
SUPPLIED THROUGH WHOLESALE HOUSES ONLY

ALUMINIUM TEAPOTS

Cast Spout fixed without solder.
Ebonized Wood Handle and Knob.
Made from Stout Material.
Superior Finish. Prompt Delivery.

Made in Three Sizes as (under)
Description . . 6 cup, 8 cup, 10 cup,
Nominal Capacity 2½ pt. 3 pt. 4 pt.
Actual " 2 " 2½ " 3 "

Quotations and Samples per return Mail



THE POT WHICH HAS STOOD THE TEST

Manufactured by

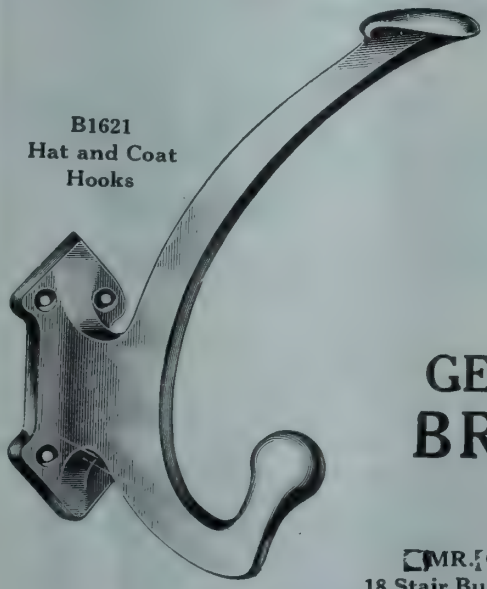
Phone CENTRAL 3489

NAPPER & DAVENPORT

7-11 ST. GEORGES PLACE, BIRMINGHAM.

Telegrams: "NAPPADA BIRMINGHAM"

Contractors to H. M. Government



B1621
Hat and Coat Hooks

JAMES CARTLAND & SON, LTD.

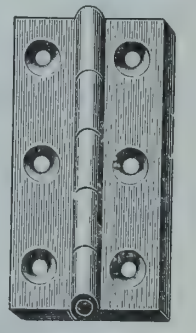
BIRMINGHAM (ENGLAND)

GENERAL & BUILDERS' BRASS FOUNDRY

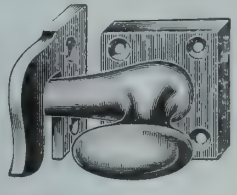
Represented by

MR. G. SMITH
18 Stair Buildings, Toronto

MR. R. R. SUTHERLAND
402 Confederation Life Buildings, Winnipeg



5150- Machine made Solid Brass Hinges



B1344
Casement Fasteners



4601—Solid Drawn Brass Socket Bolts



2221—Cabin Hooks

VONO

TRADE MARK

KNIFE CLEANER

Specially Suitable for Colonial Trade.

Low prices.
Good profits.
Quick seller.
Delivery from stock.



Sales assisted with high-class literature free.

Order a sample case to-day.

THE VONO Co
DUDLEY PORT STAFFS.
& 6 & 7 HOLYWELL ROW WORSHIP ST LONDON E.C.

CORPORATED MARK

"THE GUARANTEE OF QUALITY"

FINE HOLLOW-GROUND
"BEEHIVE" BRAND
RAZORS

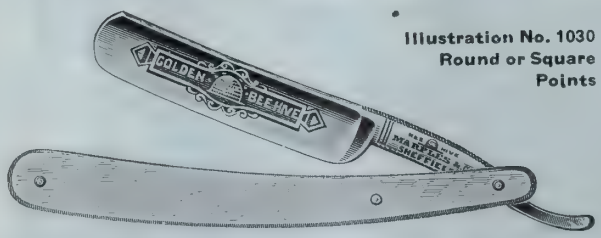


Illustration No. 1030
Round or Square Points

"BEEHIVE" Pocket Knives, Scissors, Stainless Table Cutlery, and Cased Goods are the same high quality.

MARPLES & CO.
Beehive Works SHEFFIELD

Canadian Agent: Campbell Agencies, Richmond Bldg., Toronto

CABLE: "BEEHIVE, SHEFFIELD"

Thos. ELLIN & CO., Ltd.
Sylvester Works, SHEFFIELD, ENG.

Makers of the Genuine
VULCAN
Stainproof
(REGD.)

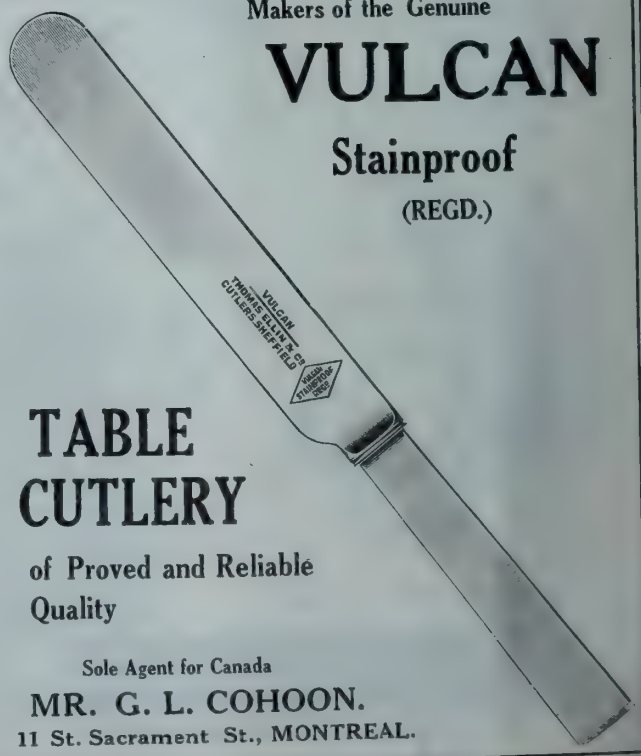


TABLE CUTLERY
of Proved and Reliable Quality

Sole Agent for Canada
MR. G. L. COHOON.
11 St. Sacrament St., MONTREAL.

Always Bright—No Plate to Wear Off
The Lightest Scissors Made
For Hot Climates and Home Use

FIRTH-STAINLESS STEEL SCISSORS ARE THE THING

Cutting Out, Draper, Button Hole, Embroidery.

Any Pattern or Style up to 5 inches.

SEND YOUR INQUIRIES.

May be obtained from your Cutlery Manufacturer, or from

R. S. MITCHELL, Langsett Road, Sheffield

Butler's FAMOUS SHEFFIELD CUTLERY

"CAVENDISH" CUTLERY & PLATE

"KEEN" RAZORS



TRADE MARK

NON-STAIN CUTLERY

GOLD MEDALS. GRAND PRIX.

JAMES BUTLER, Head of the Butler Firm 100 years ago.

Regd A.D 1681 | "BUTLER" 1768 | ART 1861

GEO. BUTLER & CO., LTD., Sheffield, England
London Showroom, 62 Holborn Viaduct, E.C. 1.
Address correspondence to TRINITY WORKS, SHEFFIELD

CORPORATE MARK

A SOLID SILVER-NICKEL ALLOY

Fentia NICKEL SILVER-WHITE

EACH ARTICLE BEARS THIS MARK

FENTON BROTHERS LTD. SHEFFIELD CUTLERS ESTD 1850

"FENTIA" is the only perfect alternative for Sterling Silver or Electro-Plate. "Fentia" bears the same colour and finish but is harder and stronger than either. Requires no plating and wears the same white colour throughout.



"FENTIA" is ideal for Table, Hollow and Flat-Ware, Kitchen Utensils and also Chemical and Laboratory Apparatus. After exhaustive tests it has been taken up by England's Premier Shipping Company, leading London and Provincial Hotels and Restaurants, and Railway Dining Car and Catering Services.

Codes:— ABC, 5th Edtn. Western Union, Marconi

FENTON BROTHERS, LTD., SHEFFIELD, ENGLAND

Established 1850

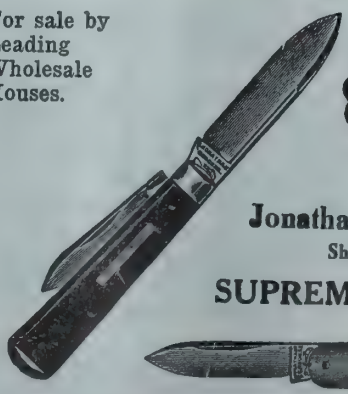
Cables:— "Fenton Brothers Sheffield."

GLAZIERS' DIAMONDS

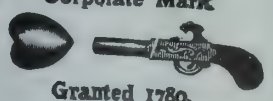
A. RAMSAY, SON & CO. Head Office: Inspector St., Montreal
Branches: Toronto and Vancouver



For sale by Leading Wholesale Houses.



Corporate Mark



Granted 1780.

Jonathan Crookes & Son
Sheffield, England
SUPREME CUTLERY



UNION TRANSIT CO.

FREIGHT CONTRACTORS
STEAMSHIP AGENTS
INSURANCE BROKERS
WAREHOUSE KEEPERS AND
DISTRIBUTING AGENTS

ALLOW US TO CO-OPERATE WITH YOU IN YOUR EFFORTS TO DEVELOP TRADE WITHIN THE EMPIRE.

We are TRANSPORT SPECIALISTS and our combination of facilities enables us to undertake the handling of all classes of Transport Business on the BEST POSSIBLE TERMS CONSISTENT WITH EFFICIENT SERVICE.

CHIEF OFFICE:
381 ARGYLE ST., GLASGOW.

Cables and Telegrams: TRANSIT, GLASGOW.
Codes: { Western Union, Scott's (10th Edition)
{ Marconi, A.B.C. (4th & 5th Editions)

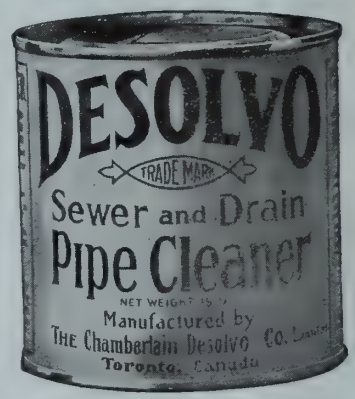


OAKEY'S
"WELLINGTON" KNIFE POLISH

The original and only reliable preparation for Cleaning and Polishing Cutlery, etc.

John Oakey & SONS, Ltd.

Manufacturers of
Emery, Black Lead, Emery Glass and Flint Cloths and Papers, Etc.
WELLINGTON MILLS
LONDON, S.E.1, ENG.
Agents:
F. Manley, 147 Bannatyne Ave. East
WINNIPEG
Sankey and Mason, 839 Beatty St.
VANCOUVER

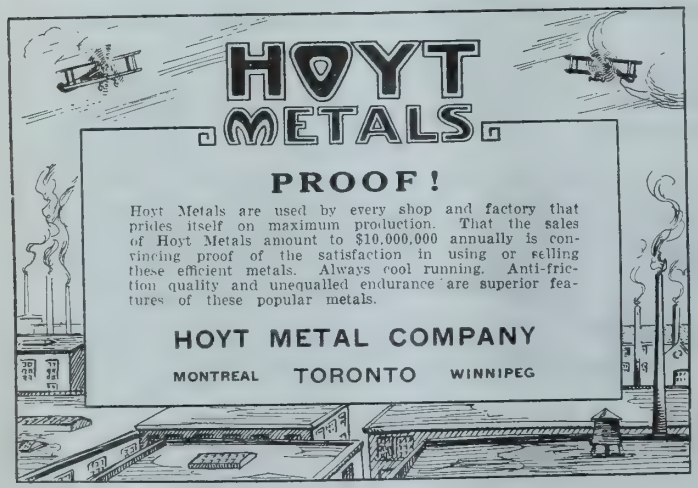


Clears Clogged Pipe Without Damaging the House or Lawns

Think of the multiple advantages of Desolvo! Without, floors, pipes, lawns and gardens had to ripped up at a great expense to clear a clogged or frozen pipe. There was all that expense for damage, beside the time consumed. Desolvo clears clogged and frozen pipes quickly without damage to the premises. No wonder it sells so well!

The CHAMBERLAIN DESOLVO COMPANY
109 Church St., Toronto.

Eastern Canada Representatives:
Richardson & Bureau, 55 St. Francis Xavier St., Montreal, Quebec.
Ontario Representative:
L. F. Mayne, 875 Trafalgar St., London, Ont.
Western Canada Representatives:
N. D. McPhail & Co., 1329 Standard Bank Bldg. Vancouver, B.C.



Stove Mica

All sizes of Clear Mica in stock for immediate shipment.
Manufacturers of Mica Insulation.

Price List on Application

Mica Company of Canada, Ltd.
P. O. Box 156, Hull, Que.

Pedlar's

Galvanized Steel Shingles
Corrugated Iron Siding
Plain and Stone Pattern Siding
Metal Ceilings and Walls
Eaves Trough and Conductor Pipe, Etc.

Write for Price List and Illustrated Catalog H.M.

The Pedlar People Limited
Established 1861
Executive Office and Factories: Oshawa, Ont.
Branches: Montreal, Quebec, Halifax, St. John, Ottawa
Toronto, Winnipeg, Calgary, Vancouver

EMPIRE LEVELS
HAVE CONVINCING SELLING POINTS

The dealer will find them a constantly moving line because they are extremely accurate, durable and very striking in appearance.

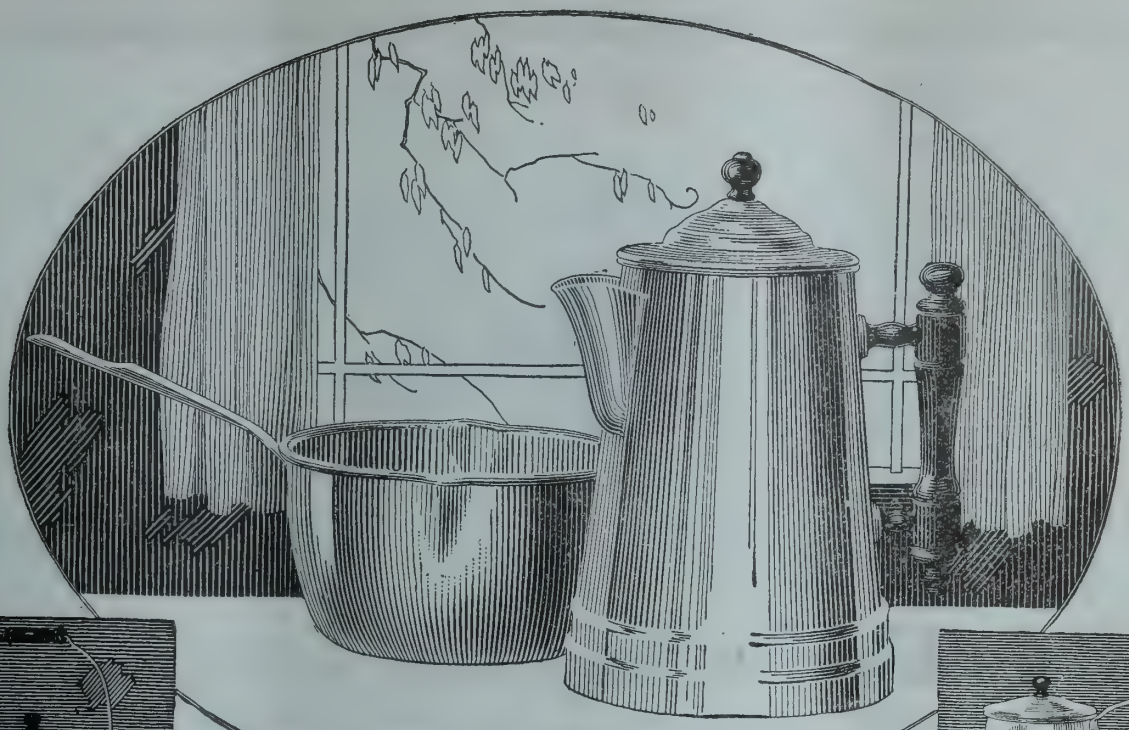
The EMPIRE line includes a level for every use — aluminum, wood, and brass-bound, in many sizes and styles.

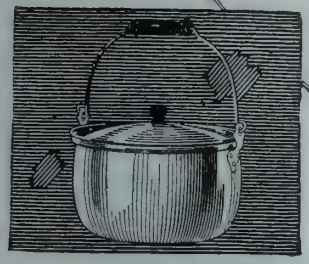
Complete catalogue on request.

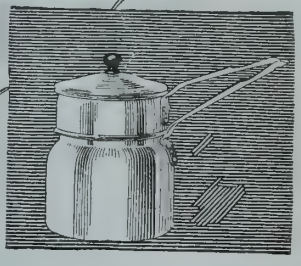


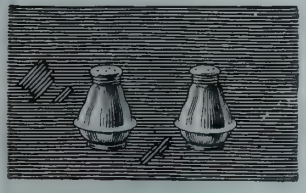
The EMPIRE ADJUSTABLE ALUMINUM LEVEL, shown above, is the biggest selling level on the market. The improved adjustable and interchangeable vial case enables the user to repair broken glasses without impairing the use of the tool.

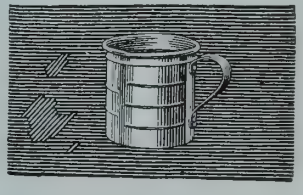
EMPIRE LEVEL MFG. CO.
MILWAUKEE, WIS., U.S.A.
Western Agents--L. T. Walls Sales, Ltd., Confederation Life Bldg., Winnipeg

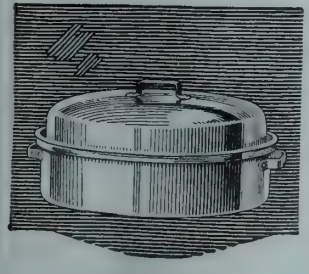


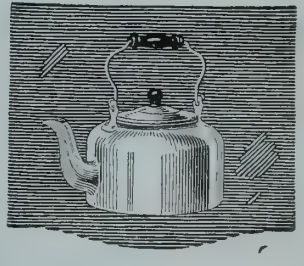












For Quick Turnover and Repeat Sales

The present-day buying trend in cooking ware is toward aluminum. And the popular demand of women who choose aluminum is for VIKO—The Popular Aluminum.

Women are quick to realize the advantages of aluminum ware for cooking. They appreciate its light weight, its attractive appearance, its durability.

And they know through experience that VIKO, The Popular Aluminum, combines all the desirable features of fine aluminum with modern methods of manufacture, which makes Viko high in quality but popular in price.

Put the Viko line in your store. Cash in on the present-day demand of the modern woman. Viko sales are easy to make and they bring repeat orders. For full information—

Ask Your Jobber

Aluminum Goods Manufacturing Company
General Offices: Manitowoc, Wis., U. S. A.
Makers of Everything in Aluminum

VIKO

The Popular Aluminum



Help Us To Help You

This Fall you can't sell ammunition unless you have it. We can't manufacture your requirements without your specifications.

Although we have all the materials and know that your order will come, we must have specifications before we dare manufacture more than a certain percentage of Canada's requirements.

You will have demand for ammunition, just as the demand has been for other sporting goods, but to be ready next Fall for duck and deer shooters, you must tell us now what you will require so that you will have it when your customers want it. We cannot possibly supply the entire demand over night.

By sending your specifications now,—no matter how small—"**you help us to help you**".

Anticipate normal sales,—sportsmen know no dull times. To-day is the day,—this is the hour. There is no possibility of disappointment if you act on this suggestion.

Dominion Cartridge Co., Limited

Owned and Operated by Canadian Explosives, Limited

HALIFAX MONTREAL TORONTO SUDBURY WINNIPEG VANCOUVER

The Only Weekly Hardware Paper in Canada

Member Audit Bureau of Circulations *Member Associated Business Papers*

Hardware and Metal

CANADA'S NATIONAL HARDWARE WEEKLY

Vol. XXXII. TORONTO, JUNE 11, 1921 No. 24

Outlook in Hardware & Metals 35
Hardware Firm Goes on Cash Basis 37
Editorial Comment 38
The Case for the Sales Tax 39
Events in the Trade ..... 40—41
New Hardware Goods 43
Hardware Letter Box—Trade Enquiries etc. 44
Weekly Market Quotations, Montreal, Toronto, London, Winnipeg ..... 45—49
Weekly Paint Markets 50
Paint and Brush Department 52

The MacLean Publishing Company, Limited

JOHN BAYNE MACLEAN, President. H. T. HUNTER, Vice-President.
H. V. TYRRELL, General Manager.

Publishers of Hardware and Metal, The Financial Post, MacLean's Magazine, Farmers' Magazine, Canadian Grocer, Dry Goods Review, Men's Wear Review, Printer and Publisher, Bookseller and Stationer, Canadian Machinery and Manufacturing News, Power House, Sanitary Engineer, Canadian Foundryman, Marine Engineering of Canada, Canadian Motor, Tractor and Implement Trade Journal, Druggists' Weekly.

Cable Address, Macpubco, Toronto; Atabek, London, Eng.

ESTABLISHED 1887.

HARDWARE AND METAL

GEO. D. DAVIS, Manager.

CHIEF OFFICES:

CANADA—Montreal, Southam Bldg., 128 Bleury St., Phone Plateau 946. Toronto, 143-153 University Ave., Telephone Adel. 5740; Winnipeg, 901 Confederation Life Bldg., Telephone A. 3773; Vancouver, 314 Carter-Cotton Building, 198 Hastings St. West.

GREAT BRITAIN—London, The MacLean Company of Great Britain, Limited, 88 Fleet Street, E.C., E. J. Dodd, Director, Telephone Central 12960. Cable Address: Atabek, London, England.

UNITED STATES—New York, A. R. Lowe, Room 1606, St. James Building 1133 Broadway (corner 26th St.), Telephone Watkins 5869; Boston, C. L. Morton, Room 734, Old South Building, Telephone Main 1024; Chicago, H. A. Maguire, 405-6 Transportation Bldg., 608 So. Dearborn St., Telephone Wabash 9430.

SUBSCRIPTION PRICE—Canada, $4 a year; Great Britain, South Africa and West Indies, 16s. 6d. a year; United States, $4.50 a year; other countries, $5 a year. Invariably in advance.

INGOT METALS

Tin
Zinc
Lead
Copper
Antimony
Aluminum
Stock and Import

A. C. LESLIE & CO., LIMITED
560 ST. PAUL ST. WEST
MONTREAL

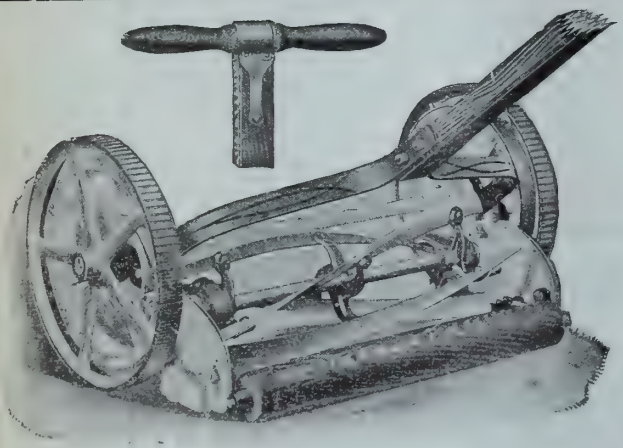
QUEEN'S HEAD

The stamp of this brand on any GALVANIZED IRON is an immediate guarantee of quality, and an assurance that the iron may be subjected to the severest possible tests.

Once Tried—Always Used
If You Want the Best

John Lysaght, Ltd.
Manufacturers
BRISTOL and NEWPORT

A. C. Leslie & Co., Ltd.
Managers Canadian Branch
MONTREAL



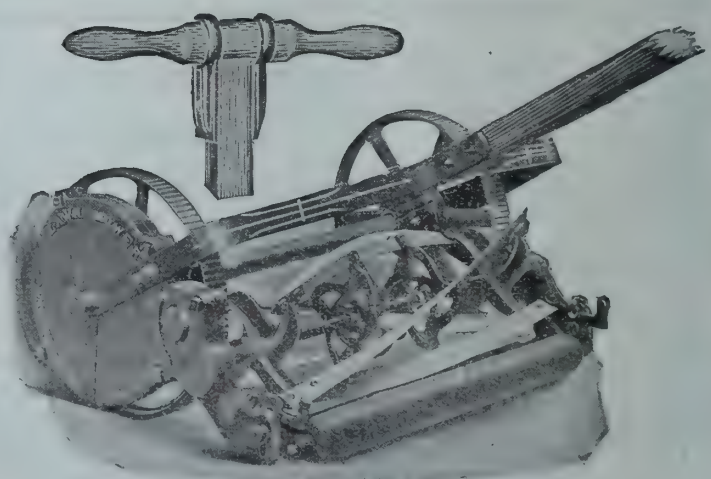
The following makes are always in demand:

"ADANAC"
"DAISY"
"ONTARIO"
"STAR"
"WOODYATT"
"EMPRESS"

Taylor-Forbes
Company, Limited

Head Office and Works
Guelph, Canada

How is your stock of mowers? We are in splendid shape to fill rush orders. Write, phone or wire--immediate shipment.



Montreal Branch: 246 Craig St. W. Toronto Branch: 1088 King St. W.; Vancouver Branch, 1070 Homer St.
Maritime Provinces Agents: H. C. Rogers, Limited 147 Prince William St., St. John, N.B.
Western Agents: Harry F. Moulden & Son Confederation Life Bldg., Winnipeg, Man.

Canada's National Hardware Weekly

Hardware and Metal

Published Every Saturday Since 1888

Vol. XXXIII. TORONTO, JUNE 11, 1921 No. 24

Outlook In Hardware and Metals

Leaders in Various Branches of This Trade Address Convention of American Iron, Steel and Heavy Hardware Association in Montreal—Generally Thought Tide of Depression Has Turned—Constructive Suggestions Offered for Liquidation of Overstocks

MONTREAL was honoured this week with the twelfth annual convention of the American Iron, Steel and Heavy Hardware Association, this being the first occasion on which the convention has been held outside of the United States. Visiting delegates, to the number of about two hundred, were the guests of the Canadian Wholesale Hardware Association. Prominent among the members of the latter association to extend welcome to the visitors were Lt. Col. Robert Starke, George Caverhill, G. R. Caverhill, Gordon Seybold, Herbert Seybold, T. M. Hutchison, Drummond McCall Co; A. McFarlane, J. Dowling, A. Letang and Alex. Prudhomme, Montreal; A. Lawson, T. B. Williamson, Toronto; H. S. Alexander, Hamilton, C. A. Whitwam, S. Rea, London; T. M. Birkett, Ottawa; J. McD Wilson, Quebec; W. Zimmerman, Collingwood, Ontario.

Colonel Starke welcomed the delegates on behalf of the Canadian hardware trade, pointing out that there was much in common between the two countries. W. M. Birks, Board of Trade, greeted the delegates, pointing out that the Montreal Metal & Hardware Association is one of the strongest trade branches of the Board of Trade. S. L. Orr, Evansville, Ind. responded for the active members stating that he would welcome a change in the organisation so that Canadians and Americans would become one large association. C. O. Hadly, Alan Wood Iron & Steel Co. Philadelphia, replied for the associate members. President Eugene J. McCarthy, Beals, McCarthy & Rogers Inc. Buffalo, N. Y. also replied to the welcome extended and then proceeded with his annual address. After tracing the trend of business for several years back and pointing out the similarity of present conditions with those which prevailed on many past occasions, Mr. McCarthy dealt briefly with the outlook "It seems to me that the present period is not only the culmination of a generation of inflation and rising costs, but is in fact the actual turning point in the other direction. Better times are before us. It may sound paradoxical, but it is a fact that a community prospers more when costs are low than when costs are high. The great nations of the world have become rich during periods of falling prices, not poor.

Initial Impulse Needed

"The period ahead of us should be marked by a return to the old legitimate means of production. Men's minds and talents will be turned once more to the urgent need of reducing costs and improving the quality of output.

"The present situation calls for the real energies of labour and managements and what the country needs to start the ball of business activity rolling is the initial impulse, and this may be furnished by the present year's planting. Agriculture is still our primary wealth, but also of our business vitality. Fifty per cent. of the purchasing power of the country lies in the farmer.

"The basic conditions for a revival of trade are sufficient raw materials, labour and capital, and the initial impulse to start the movement. That impulse, I believe, will be the agricultural activity. It is sure to have its effect on other industries. We must also remember that for five years nearly our entire productive capacity was devoted to war supplies and the enormous peace requirements of over 100 million people were absolutely neglected. Are we not bound to feel sooner or later the accumulated demands of the Railroads, House and Industrial building and the general replacement due to several years of ordinary wear and tear?

"The recovery in business activity and of price stabilisation is certain to be slower in some materials and goods than in others. Cotton and its products are usually prompt in recovering from business depression, because cotton is the clothing of the masses. On the other hand, steel continues to decline long after the bottom of a business depression is reached, because it is largely used in the construction of additional building and plant capacity. Such capacity is not needed until general consumption increases enough to employ fully the existing capacity. The highest courage and the greatest confidence is needed to-day. Courage in men and confidence in our political institutions."

Speaking on the subject "The party of the third part in business contracts" Job E. Hedges, prominent lawyer of New York stated that he thought a "professional" was required to re-organise the business world. He disagreed with many men who wished for a return of pre-war conditions stating that if such conditions returned we would be wishing for another war. The need to-day was for plain thinking men, aided by men big enough to lead them.

Senator George E. Foster representing the Canadian Government gave a few brief remarks in the form of a welcome.

Canadian Warehouse Business

T. M. Hutchison, Drummond McCall Co., Montreal, spoke on the subject of the Canadian warehouse business pointing out that Canada's market was so distributed that in the case of Nova Scotia and New Brunswick where there were no steel warehouses, in the sense of the term as understood by the delegates from the U.S., that many consumers, one thousand miles away, had to depend on Montreal for emergency supplies. He stated that the main difficulty in Canada is the necessity of carrying adequate stocks and sufficiently varied to satisfy a market which demands the same range of miscellaneous requirements as does the trade in the U.S., but which is ten to fifteen times smaller.

"As an example" he pointed out "a representative Canadian warehouse carries in stock to-day no less than 100 different sizes, qualities and thicknesses of Sheared Plates; in Blue Annealed Sheets no less than 60 different sizes and in Black Sheets no less than 50 different sizes. In Cold Drawn Shafting excluding Strip Steel—as many as 130 different sizes and lengths are kept in stock, while as regards Boiler Tubes, no fewer than 126 different diameters, lengths and gauges are found to be necessary to have on hand in order to handle customers' requirements in a proper manner. Other lines will show much the same proportions. The necessary investment of capital is therefore very considerable in the case of a steel warehouse in this country attempting to handle its business along intel-

ligent lines and aiming at rendering the best possible service to its customers. Again, we are operating some 500 miles or more away from the source of many of our supplies, thus necessitating larger stocks being carried than would be required were we within striking distance of the mills. Our margin for warehouse profit corresponds to your own, but against this, our operating expenses may possibly be higher, owing to the greater distances over which it is necessary to look for business as well as to the great variety of our stocks.

"We have been blessed in this country since the days of Confederation by a steady flow of sturdy settlers from Great Britain, many of whom were craftsmen. As time went on, they called for the product which they were accustomed to use at home, and so a demand arose for Lowmoor Bar Iron and other well-known brands which has continued to the present time. Similar conditions prevail in the case of Chain. Spring Steel is a further instance. Several consumers prefer the Sheffield made product to the Spring Steel of this country or of the States. It becomes, as you can see, an expensive matter for the merchant in this country to follow all these personal likes and dislikes, and to carry adequate stocks to satisfy everyone.

"Our natural resources cannot, as yet produce all the qualities that it is necessary for this market to have. Several lines have still to be imported, making it essential for the iron and steel warehouses to carry, in some instances, duplicate, triplicate and even quadruplicate stocks of different qualities in certain sizes in order to serve the trade properly.

"Canada continues to advance in its manufacture of iron and steel. Our Canadian mills produce excellent material which we continue to buy and stock in increasing quantity. Our latest additions, in the form of plate mills at Hamilton and at Sydney, are now in operation and turning out an excellent quality and finish of Open Hearth Plate. We naturally buy at home what material we can, if of equal quality and at equivalent import prices. At the same time, a considerable quantity of our steel supplies will continue to be imported from the United States, and it is only proper to say that no makers have treated the steel merchants of this country fairer or more generously than the steel manufacturers of your country."

Burdens of Taxation

Wm. H. Taft, former president of the United States addressed the gathering briefly, pointing out that one of the greatest obstructions to business is taxation. "Men are in a desperate condition" he stated "and if there ever was a motive towards profiteering it is the taking of almost all the profits from men who are trying to carry on business. More than that it frightens capital into non-productive business investments. Further, the over-taxing of business alarmed merchants and frightened citizens and led them to wait and see. One of the things we must realise in dealing with Governmental matters—and it is the reason we ought to keep business as much as we can out of the Government—is that Governments move slowly."

Canadian Steel Industry

Harry T. Diplock, Sales-Manager of the Eastern division of the Steel Company of Canada, spoke in the absence of Ross H. McMaster, Vice-President.

Mr. Diplock said the Canadian steel industry had many reasons to give thanks to the American industry, and that the amount and quality of ingots produced was splendid, the quality comparing very favourably with the output of either countries. Belgium and France had had a great falling off in production, Great Britain being the early European source to uphold its output and it was being greatly burdened to-day by the coal strike.

If the production to-day was down to 35 or 40 per cent. of capacity, it was certainly insufficient. It was not a question of the world not requiring steel as we found it in every pathway of life. The knowledge and growing demand for steel are quite apparent.

Considering the countries to-day who cannot dispose of their natural products, for instance the coffee from the Southern Islands and the silk from Japan, it seems reasonable to assume that we can look back at conditions as they were a year ago with comfort for the present. We are going through a constructive rather than a destructive period and it is only a question of time.

Looking Ahead

Speaking on the subject "A Look Ahead by an Optimist," Severn P. Ker, president Sharon Steel Hoop Co. Sharon, Pa. stated that a brighter aspect was ahead. "This is not the first depression in the steel industry" he said. "Much the same conditions prevailed in 1893 and again in the early years of the 20th century, and a greater height of prosperity should follow the present year. We have now dragged the bottom and I believe it will not be more than 60 or 90 days before an improvement will be shown and by 1922 we will have forgotten conditions as they are to-day."

A. I. Findley, editor The Iron Age read an interesting address on the steel market and some thoughts on the problem of the Pittsburg Base. This will be outlined in a later issue of Hardware and Metal.

Distribution of Overstock

In addressing the convention on the subject of "Distribution of Jobbers' Overstock" F. M. Butts, Butts & Ordway Co, Boston, stated that there were few hardware jobbers not suffering from this malady and indicated that the policy of trying to get the jump on their competitors with a cut price had not resulted in any gain by reason of the fact that such a policy tends to make the prospective buyer hold off even longer in the hope of lower quotations. He stated that automotive equipment jobbers in solving the problem of overstock had sent lists of such stock to all other jobbers. Goods so listed would be sold at the same price that manufacturers would charge for the same merchandise if the jobber were to go to the manufacturer and buy it. Freight is sacrificed willingly. The plan is said to have worked admirably.

Dealing with conditions in leading lines, a number of brief addresses were as follows :—

Chains

C. M. Power stated his belief that if standardisation of sizes was adopted in many lines to-day it would save the public millions of dollars. A. E. Mountford, chainmanager of Drummond McCall Co. gave a brief account of the demand from the Canadian field for chain, in which he said the finer qualities of chain were in greatest demand.

Bolts

In pointing out that the manufacturers, railroads, jobbers and foreign buyers are the largest purchasers of bolts and that with the exception of the jobber these had practically disappeared, W. F. McKenzie thought that the increased earnings of the railroads, European exchange and the acceptance of wage reductions by steel workers would all help to a rapid improvement in this branch of industry.

Blacksmith Supplies

H. W. Wendt claimed that the manufacturer would profit if he would canvass the smaller markets and get the "pickings." Large contracts were not plentiful. Regarding labour he advised the employer to be loyal to the employee as long as the loyalty was reciprocate. Increased production was, he thought, the solution of the problem of decreasing labour costs

---

WELSH TINPLATE

Under the title, "Welsh Tinplate, its History, Manufacture, Application and Use," a 24-page booklet has been compiled by the Welsh Plate & Sheet Manufacturers, London, England.

In addition to some highly interesting information concerning the history and manufacture of tinplate and its service to mankind as the "World's Wrapper," this booklet contains some useful hints on how to order tinplate, which should obviate unnecessary delay, misunderstanding, and disappointment. Tables giving standard weights and sizes, and a glossary of terms common to the trade are also contained.

Under the sub-heading, "World's Debt to Welsh Tinplate," an interesting table showing in tons the amount of foodstuffs, in tinplate containers, exported from the different countries is given. Color-printing on Welsh tinplate has become a fine art, ornamental boxes of artistic shapes and beautiful colors being a great attraction.

Besides the above are the more common uses to which tinplate is adapted, with which the trade is more or less acquainted. From the giant aeroplane to the child's toy, tinplate serves.

Prominent importers of Welsh tinplate are A. C. Leslie & Co., Ltd., Montreal.

Hardware Firm Goes On Cash Basis

Carter Bros., Hardware, Picton, Ont., on Cash Basis After June 1 —Advertisements and Circular Letters Prepare Customers For the Change—Commendation From Farmers—Convincing Customers That Cash Means Lower Prices

ANOTHER retail hardware firm to adopt the cash basis of business is Carter Bros., Picton, Ont. For the last two months this firm has been preparing the public for the change by the use of advertisements in local papers. The ads were changed weekly and fifteen hundred double circulars were sent out to customers. It is the intention of the firm to run weekly sales at special prices.

Speaking to Hardware and Metal concerning the change Mr. Carter states: "We have heard nothing but words of commendation from the farmers for adopting the system, therefore we feel we are off to a good start."

The letter sent to customers was as follows, with the statement shown in the panel on the right attached to the letter:

Picton, Ont., May 23rd, 1921.

To our Friends and Customers:

We herewith announce that on and after June 1 our business will be run on a strictly cash basis to all individuals. During the last three years the proportion of credit to cash in our business has decreased to an enormous extent and the expense of maintaining credit acocunts has increased in a similar proportion. We know by eliminating this expense and attendant losses we can offer very much better values in our lines.

We will maintain accounts for cheese factories, canning factories, corporations and institutions on regular terms.

As the accounts for the above have to be passed by shareholders before being paid it would be impossible for them to pay cash. The benefit of the lower prices from the cash system will be derived by the farmers and general public who are shareholders in these concerns.

Building accounts, etc. We will maintain deposit accounts for building, painting and others who wish to take advantage of the big saving under our cash system.

Outside workshop accounts will be payable on completion of work.

Phone orders will be sent C.O.D. by our regular delivery system.

We take this opportunity of thanking you for your patronage of the past and trust we may have the pleasure of serving you in the future under our money saving cash system.

Very truly yours,

Carter Bros.

Cash Means Lower Prices

Reasons Why:

55 per cent. of our credit accounts in 1920 were for less than $5.00, **19 per cent.** for less than $10.00. A total of **74 per cent.** for less than $10.00. The expense of keeping all these small accounts falls indirectly on a great many customers who pay cash altogether, and on a great many credit customers who would pay cash if they knew they could **save money** by so doing.

Who pays the cost of Credit Business?

Who pays the Bookkeeping Expense, the LOSS from Bad Debts, Forgotten Charges, etc.?

The public must know this expense is indirectly borne by them.

Cash business will do away with all this expense and allows us to give you better service at lower prices.

During 1920 we wrote off several bad accounts, including one of $150.00. While the usual run are not nearly as large as this, it serves to emphasize the fact that Cash must mean lower prices if such losses are eliminated. Stop and figure how many sales any business would have to make before recovering such a loss. Then again, we are not infallible and sometimes goods are charged to a customer in error Sometimes the customer is wrong. But every error on either side causes much work and uncertainty. The Cash System will abolish this.

Benjamin Franklin said: "In buying goods 'tis best to pay ready money, because: He that sells upon credit expects to lose 5 per cent. by bad debts, therefore he charges upon all he sells an advance that will make up that deficiency. He that pays ready money escapes or may escape that charge."

COMPARE OUR PRICES

It will pay you to get our prices under the Cash System. The credit system entails a great deal of expense and lost time which our customers will save by paying cash. Often an account will require before it is collected an expense of 15 per cent. to 20 per cent. The Cash System means this expense will be done away with and the saving given to our customers.

We believe in Cash Business because we know it is going to mean better values and better service to the people of Prince Edward County. We did not decide to adopt the idea of Cash until we had considered it from all angles and our action is the result of careful investigation, not only in our own business but in many hardware businesses throughout Ontario. Hardwarde dealers in other towns have told us they are able to give better prices on high-class merchandise and better service to their customers by conducting their business on a cash basis. That is what we wish to do. We absolutely believe Cash Business will mean a very great saving of time and money to our customers and are so convinced we know the most doubtful individual will heartily support our new policy as soon as each and every one gains by purchasing from us on the cash plan. Profit is not the sole object of our business. In fact we plan to retail for less profit under the Cash system than ever before. By Constantly adopting money-saving systems together with fair dealing, the firm of CARTER BROS, has been advanced from a very modest beginning to its present size. Trustworthy goods, at a fair price, honesty and good service, have always been our motto. We have constantly planned and thought for means to better our service to the people of Prince Edward county and when we were advised that Cash Business, while a new idea in hardware stores in this town, would be a good thing, we were not afraid to offer it to the people. It is an idea we feel will be welcomed by all.

WATCH FOR OUR SPECIAL OFFERS

By selling for Cash we can buy for Cash and we will be in a position to offer very special prices. Watch our advertisements and visit our store when in town. You will buy the same high class merchandise that Carter Bros. have always sold at lower prices. Past experience, we believe, has proven that when we advertise special prices, we give special prices.

CARTER BROS.

CASH HARDWARE

MAYALL AUTO SUNDRIES

The Mayall line of motor car accessories is described in a new 4-page folder recently issued by the Motor Sundries Corporation, Ltd., 414 Eastern Ave., Toronto. The various products illustrated, include motor heaters, shock absorbers, rustproof flat spring bumpers, and air-tite pump plungers. The leaflet is primarily intended for distribution to the hardware and accessory trade.

McCLARY HEATING SYSTEMS

Catalog No. 92, illustrating warm air furnaces, registers and furnace fittings is now being distributed by the McClary Manufacturing Company, of London, Ont., In this new booklet, McClary's message to the trade covers the proper installation and maintenance of warm air heating systems, and the many details, problems and accessories in connection therewith. McClary types of furnaces, with all special and repair parts, are fully described.

ACCESSORY CATALOG

Among the latest trade booklets now being distributed is the 1921 illustrated catalog of automobile accessory lines carried by the Sumner Company, Limited, Moncton, N.B.

The book is generally illustrated throughout, and covers a varied assortment of automotive trade equipment from the car-owner's average requirements, to the garage and repair specialties. Tires and inner tubes, spark plugs, auto finishes and surface polishes, lunch baskets, and tools of all kinds are included among the many lines described in this catalog.

The Sumner Company also conduct a retail hardware and accessory department in conjunction with their wholesale activities.

Hardware and Metal

Canada's National Hardware Weekly

Member Audit Bureau of Circulations Member Associated Business Papers

The Only Weekly Hardware Paper in Canada

PUBLISHED EVERY SATURDAY SINCE 1888 BY

The MacLean Publishing Company, Limited

Montreal TORONTO, CANADA Winnipeg

COMMENTS ON THE OUTLOOK

SOME brief and interesting comments on the business outlook, made by a number of speakers at the convention of the American Iron, Steel and Heavy Hardware Association were as follows :—

"The man who says there is no sentiment in business has not read his history, or has been brought up as an only child." Jeb. E. Hedges.

"Things are going to be reorganized by the plain thinking man. Aided by you gentlemen who are big enough to lead them." Jeb. E. Hedges.

* * *

"Canada and the United States are so rich we dare not count it. Not on the table in front of us, but we have it." Jeb. E. Hedges.

* * *

"I believe it will not be more than sixty or ninety days before an improvement is shown, and by 1922 we will have forgot conditions as they are to-day." Severn P. Ker.

* * *

"The present situation calls for the real energies of labour and managements, and what the country needs to start the ball of business activity rolling, is the initial impulse, and this may be furnished by this year's planting." President McCarthy.

* * *

"The highest courage and the greatest confidence is needed to-day. Courage in men, and confidence in our political institutions." President McCarthy.

* * *

"When the sun shines again, which I hope and think will be soon, we will forge ahead better, stronger and more useful than ever before." President McCarthy.

* * *

"If we have faith in the future and faith in humanity we have nothing to fear." Severn P. Ker.

* * *

"We are going through a constructive, rather than a destructive period and it is only a question of time." H. T. Diplock, Sales Manager Steel Company of Canada.

Sales Tax on Invoices

THE report of the amendments to the Budget resolutions dealing with the showing of the sales tax on invoices, as outlined in a recent issue of Hardware and Metal has evidently been misunderstood by some in the trade. It was stated that the amendment left it optional with the manufacturer or wholesaler as to what percentage of tax they showed separately on invoices, but it was necessary to show at least 1½%. It was further stated that this change had been made to comply with the request of certain manufacturers in order that they might show the same percentage of tax on invoice when selling to the retail trade direct as the wholesaler. This does not make it necessary for the manufacturer to show only 1½%, he may show the whole 3% separately if he cares to, but at least 1½% must be shown on the invoice from either wholesaler or manufacturer. Of course in the case of the wholesaler selling direct to the retail trade this is all the tax that would be shown in any case, but the case of the manufacturer is somewhat different.

Some manufacturers have advised Hardware and Metal that some retail hardware merchants have drawn this statement to their notice stating that they should only be showing 1½% instead of 3%.

Obviously in leaving this matter optional with the manufacturer to the extent mentioned, the idea has been to give the manufacturer who sells direct to the retail trade the same apparent responsibility for taxation as the wholesaler and so as not to make it appear to the retailer as though the manufacturer was collecting a higher tax and therefore a higher gross charge for the goods than the wholesaler selling the same order of goods to the retailer. Nevertheless the tax amounts to practically the same thing on the goods when they reach the retailer, whether they come direct from the wholesaler or the manufacturer, but in the latter case if only 1½% is shown on the invoices the manufacturer is absorbing the other 1½% because no matter what percentage he shows on invoices, he must make a return of 3% on each sale to the retail trade and 1½% on each sale to the wholesaler.

Getting the Business

ONE of the largest merchandising firms on this continent having branches in all the principal cities of United States and Canada, has passed through the period of curtailment so far successfully, and in passing through has been gathering much information from experience.

In one of the United States branch offices it was found necessary some time ago to curtail expenses as the overhead was making the place top heavy. So it was decided to take some of the men from the sales force. This was done twice until there were only three salesmen left in the place. Finally word came, after surveying the figures from this office that it would be necessary to cut again, and two of the remaining three would have to go.

The manager of the local branch was faced with a peculiar situation. The three men were counted as good salesmen, and each of them had home and family responsibilities that could hardly be ignored. In order to let himself out and be fair to them all, he called the trio to his office, explained the whole matter, and put the proposition to them that the one showing the best month's business should be retained. They all agreed that such a chance was as fair a bargain as they could ask, and they started out on the trial.

At the end of the month the three men came in and compared figures. It was found that in each case they had piled up business larger than any month preceding it this year, and their sales were so satisfactory that none of them was let go.

That happened just a few weeks ago, and those three salesmen are at it again for another record month. They are not only saving themselves, but they are hunting up business here, there and all over that is going to be the means of keeping other men employed.

They were all of them good salesmen before, but they are better salesmen now, and they will be better still when business conditions improve. Any man who is going through the furnace now is going to come out stronger and more efficient for future business.

The experience of that firm backs up the contention that has been put forward a good many times recently, viz., that right now there is business for the man who goes out to get it. The trouble is there are too many going out with the expectation that they are not going to get anything.

The Case for and Against the Sales Tax

Sales Tax is Good Revenue Producer—Lifts Burdens of Unwise Taxation—Does Not Add as Heavy a Burden as at First Appeared —In Competition Some Stages of Turnover May Be Eliminated

NOW that an extension of the sales tax principle has been made effective in Canada for the collection of revenue it is interesting to note some of the arguments for it and to point out the weaknesses of many of the arguments against it. Generally speaking, many of the foremost economists believe that a sales tax lifts many of the burdens of unwise taxation which paralyzes industry and destroys business initiative. The world over this method of taxation has met every test as a revenue producer. As industries, businesses and individuals must buy their supplies and spend money on their needs whether they are making profits or not, whether they are growing richer or poorer, there is always in the sales tax the sure source of revenue upon which the Government must be able to count absolutely.

The retailer adds the percentage of the tax to the price of his goods, where desired, and calculates it just like rent or clerk hire or any other regular overhead expense of doing business. So he is really only a collector of the tax. It is passed on from raw material through manufacturer, wholesaler and retailer.

Does Not Add Heavy Burden

But do not imagine that this adds any heavy burden. If an article requires ten turnovers and pays 1½ per cent. on each process this does not add 15 per cent. to the cost. On the contrary, on the eleven turnovers required, for instance in the manufacture of a rubber tire, the total amount added to the cost to the consumer would be about 4¾ per cent.

This form of tax has been administered in the Philippine Islands for some years and is one of the biggest revenue-producing items. The tax is popular in that the whole tax burden is distributed among all and to each according to his ability and willingness to pay. It is not a tax against the living wage and can be defended on the ground of social justice. The tax rate is small and can be shifted and is not heavily accumulative. It is easily assessed and fully collected at a reasonable expense and without harassing the taxpayers.

At first there were protests against this tax in the Philippine Islands and these protests were much the same as are now being advanced in this country, but after sixteen years of experience these protests have disappeared.

Figuring this matter on the basis of a general sales tax of 1 per cent. the maximum increased cost to the ultimate buyer even with a large number of turnovers would be but 3¼ per cent., while the average would be 2½ per cent., according to an analysis of the matter by the Tax League of America.

CONCRETELY, THE ADVANTAGES OF A GENERAL SALES TAX ARE:

1.—It will undoubtedly produce all the revenue needed.
2.—Under it the flow of revenue will be prompt, constant and dependable.
3.—It will be paid by the whole body of the people, but in infinitely small amounts by each individual.
4.—It is simple in operation and will be promptly, completely and economically collected without burdening anyone.
5.—When supplemented by a moderate income tax it will rest equitably on all.
6.—It will abolish the present harmful method of class taxation and business will promptly get back on its feet and prosperity return.
7.—It will reduce the high cost of living without reducing the profits of the producer.

How It Works on a Rubber Tire

Figuring out an actual calculation, the following figures show the amount of taxation after the completion of the final process in the making of a rubber tire:

30 x 3½ Cord Tires, Retailing at $25 10		Tax at 1%
1. Crude Rubber used at importation cost	$ 5.35	$ .0535
2. Raw Cotton used as imported	3.00	.0300
3. Raw Cotton used domestic growth	.40	.0040
4. Imported Cotton into Yarn	4.20	.0420
5. Domestic Cotton into Yarn	.80	.0080
6. Yarn into Fabric	5.50	.0550
7. Yarn into Fabric	1.00	.0100
8. Miscellaneous Pigments.	.70	.0070
9. The above materials converted into tires by the manufacturer, who sells them to the Franchise Dealer	28.45	.2845
10. Franchise Dealer sells them to the Dealer	29.90	.2990
11. Dealer sells them to Consumer	35.10	.3510
Total Tax on price for Consumption		$1.1440

Arguments Against Sales Tax

The principal arguments that have been advanced against the sales tax are concerned with one of three aspects, namely, equity of distribution, the effect upon business organization and the administration of the tax, says the Commerce Monthly. Upon grounds of inequity the sales tax is opposed by two groups of arguments, each one of which, however, arises from a different viewpoint. In the first case it is assumed that the tax will nearly always be added to the price of the commodity sold, and that since the larger part of the consumption of the nation is represented by the family budgets of the poorer classes and the lower middle class, the major portion of the tax will rest upon the masses of the people. For example, in 1910 more than 70 per cent. of the total consumption expenditures in the United States was made up of the expenditures of families having incomes less than $1,800.

In the second place, the equity of the tax is assailed on the ground that in important cases the sales tax cannot be shifted and under such conditions places a severe burden upon those concerns that have numerous turnovers during the year. The corporation with a large turnover at a low per unit profit bears a much heavier burden than another corporation with a small turnover at a large per unit profit.

From the business point of view two additional arguments are presented, namely, while the income tax places the burden upon the business enterprise only when net earnings are made and therefore at a time when the business unit will not be embarrassed, the sales tax, in so far as it cannot be shifted, must be borne in times of business depression as well as in good times. It may place a heavy burden upon the corporation at the very time when it can least afford to bear it.

Eliminate Steps in Turnover

Furthermore, it is asserted that where large organizations may compete with smaller ones, the former may, by a series of combinations, eliminate some of the steps in the sequence of turnovers from the production of the raw product to the final sale to the consumer, and therefore the accumulated tax burden that would be added to the price by the large organization would be less than the accumulated burden that must be paid by the series of smaller organizations with which it competes. It is argued that if the rate is high the tendency will be to drive the smaller organizations into the larger combinations or altogether to drive them out of business.

Concerning the administration of the tax, it has been repeatedly asserted that unless a large number of collectors were employed in every part of the country,

Continued on Page 42.

Events in the Trade

BUSINESS CHANGES

Guelph, Ont.—J. P. Hammill, of Galt, Ont., has purchased a hardware business locally.

PERSONAL

F. Roy Sumner, of the Sumner Co., Moncton, N.B., was in Ottawa recently, a delegate from the Retail Merchants' Association on freight rate matters.

W. Bruce Morrow, mfg. agent, Toronto, is confined to hospital, undergoing an operation. He will most likely be laid up for a month.

R. P. Dickson, manager for Sumner Co., Ltd., Moncton, N.B., was the speaker at a recent Rotary Club luncheon and gave a very interesting address on the Hardware Business.

Norman R. Howden, London, Ont., hardware wholesaler, has purchased what is said to be one of the finest private steam yachts on the continent. Mr. Howden went to New York to complete purchase arrangements, and is shortly expected to arrive at Port Stanley aboard his new purchase.

Geo. P. Fraser, representing Campbell Agencies, Toronto, left on his Eastern trip last week and reports very gratifying business. He will be in Montreal next week, and will continue his trip through to Newfoundland. The results reported so far are said to indicate a pleasing revival in business.

E. T. Hart, who for some years represented H. S. Howland & Son Co., afterwards Kennedy Hardware Co., Toronto, recently sold out his business in Niagara Falls, Ont., and is now on the sales staff of Campbell Agencies, Toronto, and will confine his labors to the City of Toronto and Ontario territory.

ACTIVE INDUSTRIAL CONDITIONS IN BRANTFORD

Brantford, Ont.—An industrial census of Brantford covering all local industrial plants shows that of the 48 largest only two have less than 50 per cent. of their employees at work, save those which are totally closed, four of the factories are employing more than normal.

The Brantford Roofing Company a few days ago commenced the use of a night staff and by so doing increased the number of employees on its payroll to 40 per cent. above normal. A. J. Reach Company has slightly over five per cent. more employees than usual. Fifteen factories are employing their full regular staff. Such large concerns as the Verity Plow Company, Watson Manufacturing, Brantford Cordage Company, American Radiator Company, are included in this list.



W. S. FISHER.

President Enterprise Foundry Co., Sackville, N.B., and Vice-President of Emerson & Fisher, Ltd., hardware, St. John, N.B., who was elected President of the Canadian Manufacturers' Association at the annual convention in Quebec City.

E. T. WRIGHT CO. EXTENDS RANGE OF PRODUCTS.

The E. T. Wright Co., Limited, of Hamilton, Ont., announce that thay have taken over from the Ontario Lantern & Lamp Co., the stock patterns and manufacturing rights of Banner, Trulite & Climax Lanterns, and are now prepared to supply the trade with any of these lines.

NEW BUILDING FOR CANADA CEMENT CO.

Montreal.—Building operations on the new ten-story building for the Canada Cement Company, Ltd., will be commenced at once. Concrete and reinforced concrete construction will be used throughout, at a cost in the neighborhood of two million dollars, and the building will have a frontage of 120 ft. on Phillips Square. There will be approximately 14,000 square feet of rental area on each floor. Contractors are George A. Fuller Co., Ltd., Montreal.

ELECTRICAL INDUSTRY FOR WELLAND

Hydro Appliances, Ltd., recently organized with an authorized capitalization of $200,000, has purchased a plant at Port Robinson, near Welland, Ont., formerly occupied by Dominion Canners, Limited. The company will manufacture a line of electric appliances, concentrating on an electric washer and an ironing machine. The organization expects to have machinery installed ready for manufacturing operations within the next thirty days.

ADDITIONAL SURTAX ON IMPORTS INTO NEWFOUNDLAND.

According to a telegram from the Deputy Minister of Customs, St. John's, Newfoundland, to the Canadian Manufacturers' Association, Toronto, an additional surtax of 25 per cent. of the duty will in future be levied on imports into that colony. This 25 per cent. is in addition to a 10 per cent. surtax which has been in effect for some time. The Deputy Minister of the Newfoundland Customs explains the surtaxes as working out in this way: "Thus if duty levied per tariff rate amounts to $100, 10 per cent. thereon would be $10, total $110. Add 25 per cent. equals $27.50; total duty $137.50, or a total surtax equal to 37½ per cent." The surtax went into effect May 26.

TRADE REVIVAL IN HAMILTON

Hamilton.—The Steel Company of Canada will operate four days a week on an eight-hour-per-day schedule, commencing next week. Work will be afforded to hundreds of mechanics and unskilled workmen who have long been idle. The Canadian Westinghouse will also be busier. Some departments which have been working four days a week will now carry on five days per week. The moulding shops, which have to the present operated four days in two weeks, are to work four days weekly. A big contract was given a local firm last week by the Japanese Government.

GATHERING OF McCLARY BRANCH MANAGERS.

Branch managers, from Halifax to Vancouver, of The McClary Mfg. Co., Ltd., were the guests of J. C. Newman, Montreal Manager. Following the convention of all branch managers at the head office in London, the Hamilton, Brantford, Toronto, Montreal and Quebec warehouses were visited.

ARGUMENT FOR BICYCLE AND AUTO LOCKS.

Official statistics show that during the past five months, 1000 bicycles, worth $38,000, have been stolen. Of the number stolen, 445 have been recovered, but of these only 347 have been claimed by owners. So far this year 433 automobiles have been stolen and all but 19 have been recovered. This represents a loss of close to $40,000. Last year, of 1149 cars stolen, 63 were not recovered.

WESTERN NOTES.

O-Rib-O Manufacturing Company, of Winnipeg, have been appointed representatives for Tuttle & Bailey, of Bridgeburg, Ontario, manufacturers of hot air registers and gratings, and will carry a complete line for Western Canada. Mr. Brockest, accompanied by Mr. P. Gordon, manager of Tuttle & Bailey, has just returned from a trip through the West and finds business conditions improving.

Kamloops, B.C.—Kamloops Hardware Co., a new firm, in charge of J. R. Michell, formerly of E. G. Prior & Co., has opened here.

SUMMER COTTAGERS BRING ACTIVE PAINT BUSINESS

The summer colony have moved into Port Stanley, Ont., and district, much earlier this year than usual, and, according to J. H. Burke, hardware merchant, the cottagers are painting with a vengeance. He states that never has there been as much painting done before in any one season. This is accounted for by the fact that most people neglected this work during recent years due to high prices and times of depression.

"I don't know what we would have done without Hardware and Metal during the war," said Mr. Burke, "it was positively the best means we had of keeping posted on prices." During the present recession in prices, Mr. Burke also finds the market reports especially valuable for keeping posted.

INCREASE FREIGHTS ON MACHINERY.

A movement is reported on foot for the railways to elevate the listing of machinery from sixth to fifth rate. Not only is a higher freight rate suggested through these sources, but the proposal contains an increase in the minimum of carload capacity from 20,000 to 24,000 lbs.

Such an increase would have to be reflected in the cost of machinery to the consumer, which, it is further pointed out, is in direct variance to public opinion and the general trend of prices at this time. The opinion in the trade seems to be that no increase in carload carrying capacity can be achieved in this manner, and that such revised regulations would fail, if that is the chief objective.

BUSINESS GRADUALLY IMPROVING

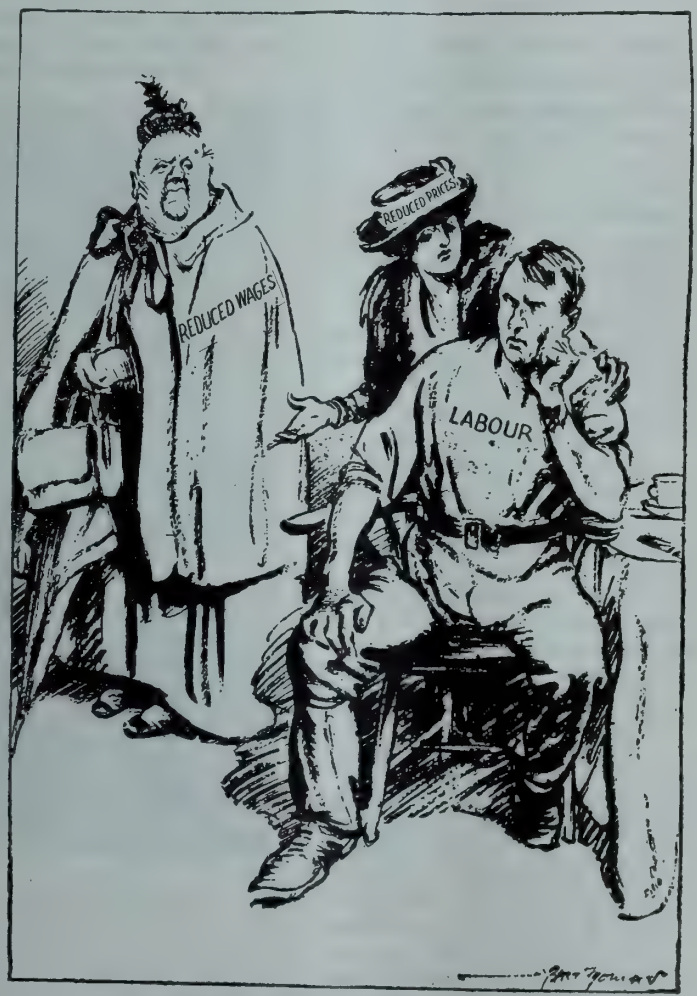
Speaking of conditions as affecting their particular branch of trade, A. T. Channell, President Channell Ltd., Toronto, stated that after the bad conditions of December, January, and February, business is gradually improving and although it has not yet reached the old standard of 1920, it is leaving 1919 behind. The future outlook is said to be the best that the firm have experienced for some time. It is the expectation that the last portion of the year will be better than the first six months, and if so it will be the first time in the history of this company in Canada that such a condition has existed. Generally the first half of the year has been better than the last half.

IMPORTED FIBRE FOR BINDER TWINE ONLY IS EXEMPT

The recent report of the amendments to the budget, as appearing in Hardware and Metal, after setting forth the statement that fibre for the manufacture of binder twine was exempt from the import taxes, made subsequent reference to the exemption of binder twine. Some merchants have interpreted this to mean that binder twine in its finished state is exempted from all taxation, but this is not the case. It is still subject to the sales tax of 3 per cent. if sold to the retail trade direct from a manufacturer, or 1½ per cent. if sold by a wholesaler to the retailer. Only the import tax on the raw materials has been removed.

MANTEL SUPPLEMENT

A new supplementary catalog covering mantels, grates, tiles and fireplace furnishings, has been ilsued by the Toronto Lock Manufacturing Company. The booklet is a supplementary to Catalog A, and contains new designs and revised patterns in the more prominent lines of this firm's products.



The New Bride.—"You must remember, dear, it was always understood that mother should come and live with us when we were married."

—Thomas in "World Wide."

Says Retailer is Conforming More With Replacement Value

Result of Analysis of *Financial Post* of Questionnaire to Bank Managers—Has Made Considerable Progress Since January—Result by Provinces.

IT will be remembered that the Financial Post in one of its issues in the early part of the year analyzed a questionnaire submitted to bank managers all over Canada in which it was claimed that the retailer at that time had not taken his loss, having in view the replacement value of merchandise carried on his shelves. This was the opinion of bank managers all over the country at that time; and the inference was that the retailer was holding up deflation more or less.

A second questionnaire has been submitted to bank managers across Canada and the analysis appearing in the issue of the Financial Post of May 20th shows that a different conclusion has been arrived at by managers. They are of the opinion that the retailer has taken a long step toward marking his goods on replacement value basis and that, since January, he has made considerable progress in this direction.

What the Post Says

Here is what the Financial Post says in its general analysis of the questionnaire submitted to the bank managers:

The Financial Post is in receipt of some hundred or more replies to a questionnaire submitted to bank managers across Canada. Several phases of the business situation are discussed, particularly applying to industry, to retail trade, to building and to agriculture. From a careful analysis of these replies it may be stated definitely that business on the whole throughout Canada is being conducted along restricted lines. The retailer is meeting altered conditions and is marking his goods down to conform more closely with replacement values. The extent of this reduction of course varies, but on the whole substantial progress has been made. One hopeful feature of the situation, as revealed through these replies is the fact that the retail trade has not suffered to the same extent as industrial lines of enterprise. The reports indicate that retail sales are continuing in practically as large a volume as for the corresponding period a year ago. In a number of instances a reduction is reported but when it is considered that the prices have been reduced since a year ago it is quite probable that the volume of goods actually handled is as large or larger. This condition removes from the consumer the onus of responsibility for the "buyers' strike." There is no strike among the consuming public although there is no doubt that the individual is buying more carefully, and in smaller quantities, but he comes back to the market oftener. The retailers are however, adopting a conservative policy and are strictly limiting purchases to meet immediate needs only. Stocks in retailers' and wholesalers' hands must be cleaned up before manufacturers will again find anything like a normal demand.

Summary of Provinces

The article in the Post is a lengthy one, but such parts of it as deal with the retail trade are of considerable interest. Conditions, generally, in British Columbia are improving and there is a feeling that the worst is over. "In the smaller centres of British Columbia," says the Financial Post, "the retail dealers have been loath to cut prices, but the fact that a large number of consumers have been sending to the larger cities for their supplies has compelled action in this respect."

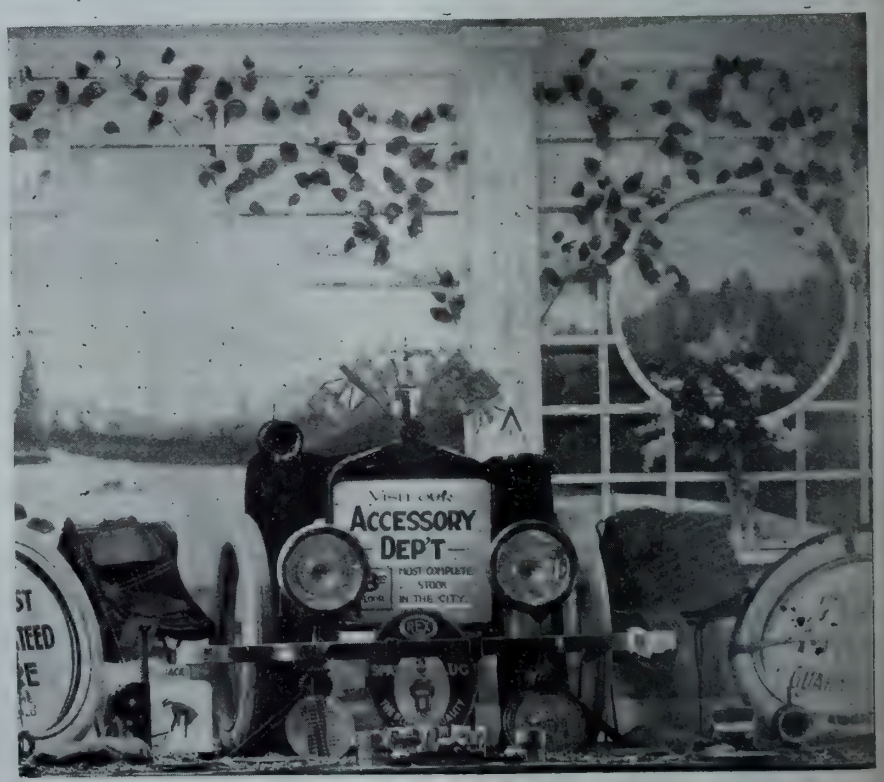
From the prairie provinces reports come that the crop outlook has im-

(Continued on Page 54)

Continued from Page 39.

widespread evasion would result. It is believed, however, that this objection has been suggested rather by a sense of the difficulties of our income tax administration than by a familiarity with sales tax administration.

The Canadian sales tax is not a general turnover tax nor is it a general commodity sales tax. The sales tax proper is levied only upon the commodity sales of manufacturers, wholesalers and jobbers. In general the sales of farmers and others engaged in extractive industries, as well as the sales of retailers, are excluded. Very many important exemptions are also allowed, including materials used for the production of heat, light and power, some foods, etc. A double schedule of rates is provided imposing a certain per cent. tax upon both sales and importations by manufacturers, wholesalers and jobbers. A higher rate is imposed upon importations by retailers and consumers and upon sales by manufacturers direct to retailers or consumers. The latter provision in part compensates for the advantage that a uniform rate would give to the larger corporations that are able to eliminate several turnovers by integration of industry.



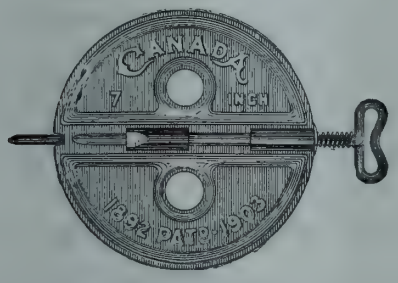
The reductions in prices of motor cars now being announced by practically every manufacturer coupled with the expected influx of tourists to Canada during the summer are two factors which should more or less directly affect auto accessory trade. Displays of a wide range of accessories such as is shown herewith, should be used frequently at this season of the year to better acquaint prospective customers with the lines which they can purchase at the hardware store.

New Hardware Goods

OFFERED TO CANADIAN HARDWAREMEN

CANADA STOVE DAMPERS

The Canada steel damper is a new product being manufactured and marketed by the Myers Manufacturing Company, of Dresden, Ont. Special features claimed for these 6-inch and 7-inch



dampers include the drop-forged stem, the positive lock, the sharp point, and the fact that they are stamped from 21 gauge steel. The manufacturers claim that strength, lightness and economy are thus assured. The furnace dampers are stamped from 26 gauge steel. Various sizes to suit every damper requirement are embraced in the Canada line being produced by this company.

HOUSEHOLD SCALE.

A household scale with a capacity of 16 lbs. is one of the recent new lines manufactured by the Burrow, Stewart & Milne Company, Ltd., Hamilton, Ont. It is made on the suspension beam principle, with a firm wall bracket, thus supplying weighing service without any loose weights. The beam is nickel-plated, with the figuring in clear vision. The makers also point out that the base or pan, being of white porcelain, can be easily cleaned.

"EASY VACUUM" ELECTRIC WASHING MACHINE WITH NICKEL-ZINC TUB.

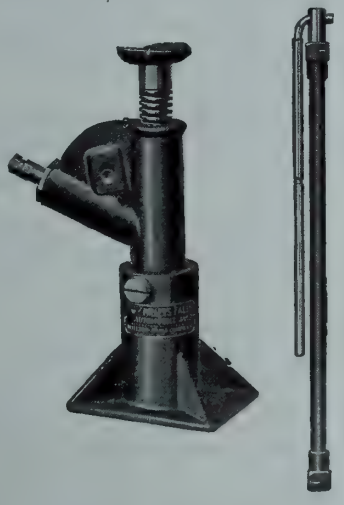
The Easy Washing Machine Company, Toronto, have announced the placing on the market of a duplicate of their Model H, electrically driven washing machine, with the difference that the tub is now being made of nickel-zinc, instead of copper. The new departure has been devised in order to meet the demand for a more popular-priced machine, and the manufacturers point out that this newly devised style is identical with the standard model, with the exception of the tub, as stated.

The standard Model H, with its copper tub, is stil being retained on the market, but this product is naturally of higher value. The makers claim that the nickel-zinc body is non-corrosive, and altogether equally as efficient in operation as the more-established make. A protection is also being applied over motor and gears, this feature enclosing the moving parts.

AUTO JACK

A new auto jack has been placed on the market by the Millers Falls Company. The makers claim that the worm gear principle which it employs not only eliminates friction, but pawls, springs and ratchets as well. There are no intricate parts to get out of order.

A broad rectangular base insures a good footing, it is claimed, on all surfaces. The jack has a lifting capacity of two tons. As the handle is slipped into place it automatically locks. A light



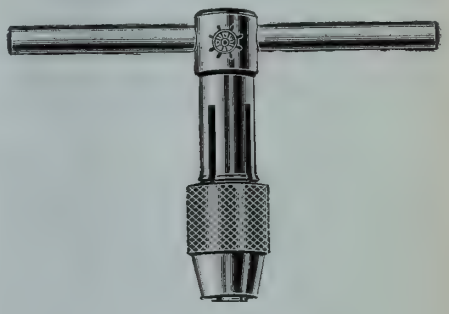
pressure of the locking pin allows it to slip off easily. The body of the handle is of steel tubing. The telescopic rod is 3-8-inch hexagon cold rolled steel. It folds to a minimum of 18 inches and extends to 36 inches.

ALUMINUM EGG POACHER

A new aluminum egg poacher has recently been put on the market by the Aluminum Specialty Co. of Canada, 60 John Street, Toronto, Ont. This new egg poacher, it is stated, will sit in any utensil for poaching or boiling eggs. It is strongly made and highly polished and should find a ready sale for aluminum kitchen "showers" on account of the moderate price and being both novel and practicable.

ADJUSTABLE TAP WRENCH

This is a handy wrench which is adjustable for taps, drills, reamers and all tools of a similar nature used in garages

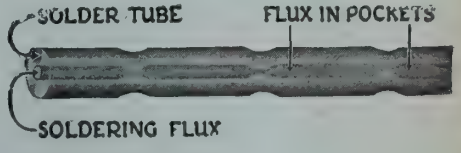


and machine shops. They are made of solid bar steel, the makers claim, and are accurately machined, with a ground and polished finish.

KESTER ACID-CORE WIRE SOLDER

This is a solder that combines solder and flux. As shown by the illustration, the flux is contained in little pockets in the hollow wire of the solder. As the solder melts the flux is released and flows out on the part to be soldered.

The elimination of the separate fluxing operation, it is claimed, saves one-half of the workman's time. Perfect fluxing is assured. The solder and flux, the makers say, flow out on the job together in just the right proportions to assure a perfect weld. Hard-to-get-at places almost inaccessible any other way, are easily and quickly reached. It is made in two forms—



acid-core wire solder for general and automotive work for soldering all metals except aluminum, and rosin-core wire solder for delicate electrical work. It is manufactured by the Chicago Solder Co.

Trade Enquiries

Names and addresses of enquirers can be obtained only by those interested in such lines upon application to Hardware and Metal. Please quote reference number when requiring addresses.

3114. **Electric supplies and fixtures.** — A Belgian manufacturer wishes to receive quotations and catalogues on electric supplies and fixtures.

3115. **Paints and varnishes.**—A Belgian commercial agent wishes to receive particulars of Canadian paints and varnishes for export.

3118. **A commission merchant of Havana, Cuba,** wishes to represent and get in touch with Canadian manufacturers and exporters of the following products: Construction materials; chemical products; paints and varnishes. References.

3119. **Asbestos, rubber goods, and belting.** —Present representative in Scotland of large United States manufacturers of rubber articles desires to acquire instead agency for asbestos goods of every description, rubber goods, and belting manufactured by Canadian firms—agency to be not only for Scotland, but also for re-export.

3121. **Piping.**—A firm of engineering agents in Johannesburg inquire for 15,000 feet of 4-inch black screwed and socketed piping (Stewart & Lloyds' standard thread), weight to be 8.3 pounds per foot, and capable of standing pressure of 300 pounds per square inch, coated inside and outside with Dr. Angus Smith's solution; also for 100 4-inch sluice valves, with socket ends and cap tops, gunmetal spindles, etc. Prices f.o.b. Canadian Atlantic port or c.i.f. Cape Town and particulars as to shipment, possible date of delivery after receipt of order, terms of payment, etc.

Hardware Letter Box

Information on trade topics will be gladly supplied to subscribers through this department.

Wm. Lawrie, merchant, Forest, Ont. — Would you kindly inform me where I can get repairs for the One-Minute washer?

Answer.—The One-Minute washing machine is manufactured by the One-Minute Manufacturing Co., Newton, Iowa, U.S.A.

Norfolk & Rochester Hardware Co., Ltd., Haileybury, Ont.—Will you please inform us where we can obtain speaking tube whistles?

Answer.—The James Morrison Brass Manufacturing Co., Toronto, Ont.

C. R. Watcher, Ailsa Craig, Ont.—Will you please inform us where we can procure Spalding sporting goods?

Answer.—From A. G. Spalding & Bros., 207 Yonge Street, Toronto, Ont.

Peart Bros. Hardware Co., Regina, Sask. —We would be glad if you will give us names of manufacturers making steel factory sashes, other than the Steel & Radiation Co. and the Concrete & Steel Co.

Answer.—The Metal Shingle & Siding Co., Ltd., Preston, Ont.

G. M. Howell, Brantford, Ont.—Could you inform me where I can procure iron chairs, such as are sometimes used the cemeteries?

Answer—We are referring you to the following list covering the names of the principal Canadian firms engaged in the manufacture of ornamental iron work and a number of them should be in a position to satisfy your requirements.

Aikenhead Architectural Metal Works, Ltd., Toronto, Ont.; The Architectural Metal Co., Ottawa, Ont.; W. D. Beath & Son, Ltd., Toronto, Ont.; Canada Wire & Iron Goods Co., Hamilton, Ont.; Canadian Ornamental Iron Co., Torontod, Ont.; Canadian Welding Works, Ltd., Montreal, Que.; Dennis Wire & Iron Works Co., Ltd., London, Ont.; Geo. B. Meadows Wire, Iron & Brass Works Co., Ltd., Toronto, Ont.; John Watson & Son, of Montreal, Ltd., Montreal, Que.

G. W. Millard, Port Hope, Ont.—Will you kindly send me the names of parties who manufacture the Jack Frost ice-making refrigerator?

Answer—The Jack Frost machine is manufactured by the Toronto Laundry Machine Co., Toronto, Ont.

Scriven & Rutherford, Tilbury, Ont.—Will you please give us the names of firms making sporting goods?

Answer.—The following is a list of Canadian firms engaged in the manufacture of sports supplies:—

Walter Bentley & Co., Ltd., Niagara Falls, Ont.

The A. J. Reach Co., Brantford, Ont.

Western King Mfg. Co., Ltd., Winnipeg, Man.

Harold A. Wilson Co., Ltd., Toronto, Ont.

Winnett & Wellinger, Ltd., Toronto, Ont.

ARE YOU NEGLECTING THEM TOO?

"What do you need to make your business more profitable?" was asked a paint dealer recently.

"More volume of sales, of course," was the reply.

"Are you taking advantage of every opportunity to increase your volume?"

"I thought I was; why?"

"See those two men on the roof of that house over yonder; what are they doing?"

"Reshingling the shack," said the dealer without seeing the point.

"Why?"

"Oh, old shingles rotted; that's a common occurrence."

"The siding seems to be sound."

"Sure," said the dealer, "the siding's painted."

"You sell shingle stain, don't you?"

"Yep; need any?"

"No, but I think that fellow who is reshingling his house over there needed some pretty badly a couple of years ago. Why didn't you sell him some? Can you see a single shingle roof from here that is stained? I can't. Every one bare as a newborn babe, and every one of them will have to be reshingled before many moons. And yet you say you need more volume of sales to make more money in the paint business. Did you ever take the trouble by advertising, by circularizing, by personal solicitation, by letter or any other way to point out to the owners of shingled buildings that their roofs needed protection from the elements as well as their side walls, and that they would decay and have to be replaced if they didn't have it?"

"By jingo!" exclaimed the dealer, "I never did; but say, old top, I'm going to do that little thing beginning this very day. I see a lot of volume in that idea. Wonder why I never thought of it before?"

Catalogs and Booklets

A review of new catalogs, etc., as published by manufacturers, wholesalers and others in the trade for the information of hardware dealers.

IRON WORKERS' TOOLS

The Stanley Works have recently issued a new booklet illustrating various lines of structural iron workers' tools, which are manufactured by the Atha division of the Stanley Rule & Level plant.

STANLEY MITRE BOX

Of interest chiefly to carpenters and builders is the new folder covering the Stanley mitre box, which booklet has been recently issued by the Stanley Works.

This firm has also ready for distribution a folder illustrating the Stanley line of nail hammers.

ENTERPRISE BLAZER PIPELESS FURNACE

The Enterprise Foundry Company, Limited, Sackville, N.B., have issued an eight-page illustrated booklet featuring the Enterprise Blazer Pipeless Furnace. The booklet gives some interesting information regarding the operation of pipeless furnaces. Copies will be supplied to the trade upon request.

SUPPLEMENT ON LUFKIN MECHANICS' TOOLS

The Lufkin Rule Company of Canada, Limited, Windsor, Ont., have issued a twelve-page supplement to their catalogue featuring their new line of mechanics' tools, including depth gauges, thickness gauges, combination squares, combination sets, centre gauges, etc. Copies of the new supplement will be supplied upon request to the Lufkin Rule Company of Canada, Limited, Windsor, Ont.

SANDPAPER SALES TIPS

A very useful and instructive booklet has been compiled and published by the Wausau Abrasives Co., Wausau, Wisconsin, entitled "Sandpaper Sales Tips," and contains among other interesting hints on "making your sandpaper stocks draw trade for more costly goods." It is stated that sandpaper is a little thing, it's the little things that sell the big things. The booklet contains illustrations of window displays in which sandpaper and other abrasive products are featured, some of the uses to which this commodity can be put, hints on using, selling and advertising, and also an illustrated description of the method of manufacture of sandpaper and emery cloth, etc.

BOOKS ON "ARMCO" PRODUCTS

One of the most recent publications of particular interest to all branches of the metal trades is the book, "Armco, In Pictures and Fact," now being distributed by the American Rolling Mill Co.

In a brief historical sketch, the advancement of the iron and steel industry is received from its earliest days until the present time. The book is splendidly illustrated with a plentiful supply of photographs showing the various stages and processes of manufacture from the raw materials, the special treatments accorded various grades of metal, and the methods of producing the finished articles.

Pictures of typical mill equipment are instructive as well as interesting; and a portion of the book is devoted to reference and computing tables, with other useful information. Views of laboratory tests and a summary of the different Armco products, are also included.

The central works and head offices of the American Rolling Mill Company are at Middleton, Ohio, which is also the original home of Amco iron. The Canadian district office of the firm is at 2 Colborne street, Toronto, Ont.

Weekly Hardware Market Reports

STATEMENTS FROM BUYING CENTRES

MARKETS AT A GLANCE

REDUCTIONS continue to be the feature of the current hardware market quotations. Among the declines noted this week are copper and brass tubing and sheets, a lower range on cotton waste prices, both white ad coloured, a reduction in one line of wrenches, and faucets are also on a lower level. Other lines reduced are asbestos paper, and a revision in discount to a lower price basis is recorded on one line of valves. Scrap metal prices show slight declines, while the market reaction has been reflected in ingot metal quotations.

With the exception of an increase in the price of linseed oil, other products are maintained at previous levels. An improved demand has been recorded on corrugated sheets, conductor pipe and eavestrough, and pipe fittings. The range boiler situation remains unsettled, and a further readjustment in prices is looked for.

Montreal Markets

MONTREAL, June 9th.—Price changes this week cover some very important lines, namely; spades, shovels and scoops. These are lowered through a change in discounts, and are now quoted at 45 per cent. off list. Lanterns, both short and long globe pattern, are now $12.00 a dozen, a reduction of $3.00 being made. Joker mouse and rat traps also have new lower prices. On the heavier lines of hardware, no change is made in quotations, and little change is noted in the demand. They are practically all moving slow on the market at present.

Spring business is keeping up fairly well but a slight slackening off has taken place during the past week, jobbers stating they are expecting a little less activity now as the warmer weather approaches.

Lanterns Now $12.00 Dozen

Montreal.

Cold blast lanterns have been reduced from $15.00 to $12.00 a dozen this week. This applies to both the short and long pattern.

Spades, Shovels and Scoops Down

Montreal.

Through a change in discount, shovels, spades and scoops are reduced in price. The discount is now 45 per cent off list, formerly being 35 per cent.

Joker Mouse Traps Reduced

Montreal.

Joker mouse traps have been lowered and they are now quoted at $4.30 gross.

Lead Products Firm; No Advances

The market tendency of all lead products remains fairly firm, notwithstanding the recent weaker tone of pig lead on the primary markets. This metal in the ingot stage has been reported with a falling off in the last two weeks from the strength of previous weeks. However, with the finished products no reflection has been cast as yet. With the demand fair, prices are unchanged as follows:

Lead pipe	0 12½
Lead waste	0 13½
Note.—Lead pipe is subject to a discount of	10%
Couplings Lead traps and bends	10% off
Lead wool, lb.	0 13½
Lead sheets, 2½ lbs.	0 11
Do., 3 to 3½ lbs. sq. ft. lb.	0 10¾
Do., 4 to 8 lbs.	0 10
Cut sheets ¼c. lb. extra and cut sheets to size, ¾c. lb. extra.	
Solder, guaranteed, lb	0 29
Do., strictly, lb.	0 27
Do., commercial, lb.	0 24
Do., wiping, lb.	0 24¾
Do., wire, lb.	0 37½
Zinc sheets, casks	0 13
Do., broken lots	0 13½

Iron And Steel Slow

Montreal.

Little change is to be reported in bar iron and steel. Sales are of a small order, with little improvement looked for among the jobbers during the summer months. Quotations on the different grades are holding at $3.70 base.

IRON AND STEEL BARS

Common bar iron, 100 lbs	3 70
Refined iron	5 20
Iron finished machinery steel	3 75
Mild steel	3 70
Band steel	3 70
Single reeled machinery steel	5 75
Spring steel	5 00
Sleighshoe steel	3 70
Tire steel	3 90
Toe calk steel	4 60
Harrow tooth steel	3 85
Mining tool steel, per lb.	0 23
Black Diamond tool and cast steel	0 23

NOTE.—Refined iron is approximately $1.50 per 100 lbs. over base, but fluctuates owing to unsettled market.
Band steel in scroll bdles., 50c. per 100 lbs. extra.
Flats, iron and steel, 3-16 and thinner, 50c. per 100 lbs. extra.

Pipe Fittings Prices Steady

Montreal.

Conditions in general with regard to pipe fittings are unchanged. Quotations on the many lines are held while sales are small and significant that dealers are only buying to sort their stocks foractual requirements. Prices on the various kinds are the following:

PIPE FITTINGS

Cast iron fittings	20%
Bushings, cast	30%
Do., malleable	30%
Flanges	27%
Plugs	22½%
Flange Unions	20%
Malleable Unions	40%
Dart Unions, black	29%
Do., galv.	8%
Nipples, ⅛ to 4 in. close and short	40%
Do., long	50%
Do., 4½ to 8in., close and short	30%
Do., long	40%
Couplings, 4 in. and under	20%
Do., 4½ in. and larger	Net list

Pound goods—	Black	Galv.
Class B	0 20	0 28
Class C	0 13	0 20

Boiler Quotations Unsettled

Montreal.

Range boilers are still selling under the following list although it was thought by some wholesalers that a revised list would be issued this week, raising the prices on practically all sizes. Prices continue unsettled with sales light, the 30 gallon boiler being practically the only size moving. Local quotations follow;

RANGE BOILERS—	Standard	Ex. Heavy
30 gallon	8 75	11 25
35 gallon	11 25	.....
40 gallon	13 50	16 00
52 gallon	20 00	.....
66 gallon	28 00	.....
82 gallon	35 00	.....
100 gallon	45 00	.....
120 gallon	54 00	.....

Rat Traps Reduced

Montreal.

The Joker rat trap will now sell for $1.35 a dozen, a reduction being made this week.

Ingot Metals Continue Easier

Montreal.

Quotations on most metals in the ingot markets are slightly lower, while the undertones are generally easier. The demand is now very limited, a slight slackening being noticed in the past week or ten days. Much depends on the coal strike in England, with regards future trend and activity, and an early settlement is hoped for in this direction.

TIN.—Tin has eased appreciably in London and the market looks weak at the moment. Doubtless there will be an improvement as soon as the coal strike is over. Local price is fairly steady at 38 cents, owing to a scarcity of supplies.

COPPER.—Owing to the severe decline in exchange, European buying has ceased with the result that market is easier. Present prospects are for a dull market for a time. Quotations are 18¼ cts. for electro, and 18 cts. for casting.

LEAD.—London has had a fairly sharp decline but recovering to some extent while the American market is also lower. The decline will probably not go much further, but the demand is very limited at present. Local price is now 7 cents.

SPELTER.—Spelter has had a sharp decline in London, and East St. Louis has also touched a new low point of $4.50. The market is weak at present and present prices are considered very low. A recovery would seem to be in order with this metal. Prices are found 7¾ cents to 8c.

ANTIMONY—This metal is being offered for shipment from the East at a very low basis, and there is no sign of improvement. Quotations are unchanged at 7½ cents for Chinese and 8½ cents for high grade English.

ALUMINUM.—Quotations on this metal are held at 33 cents although it also shows signs of weakness and continues dull on the market.

Toronto Markets

TORONTO, June 9.—Several reductions are evident in current hardware quotations this week. Among the price changes noted are reduced quotations on copper and brass tubing and sheets, and a revision of the discount on Emco valves to a lower price basis. Cotton wastes, both white and colored, have decreased from 1 to 2 cents on the various grades, and through a revision in discounts one line of faucets is now lower. Asbestos paper has also been reduced, and scrap metal prices show declines, while the reaction in the ingot metal markets has been reflected in some lower quotations.

The boiler tube market is dull, and a readjustment to a higher price level is looked for on range boilers. An easier tone is noted in lead and zinc products. Pipe sales are reported irregular, but an improvement in demand is recorded in pipe fittings, also on eavestrough and conductor pipe. The current demand for corrugated sheets has improved, and an increase in building activity is looked for to stimulate sales in soil pipe and fittings at this season. Small orders are prevalent in bar iron and steel, and similar conditions govern sheets and plates.

Readjustment Looked For On Boiler Prices

Toronto.

Some degree of unsettlement still pervades the range boiler situation. Due to the recent price-cutting, a new price list has been in effect; dealers hoping that the lower quotations would revive the market. A further price readjustment however, is looked for, manufacturers claiming that present levels are below actual value. Some jobbers also have maintained prices in advance of those generally quoted, being reluctant to sell at a distinct loss. Under these conditions, it is expected that a new list will be issued in the near future showing prices in advance of those given below, which quotes the average range at which boilers are selling locally;

RANGE BOILERS

	Standard	Ex-Heavy
30 gallon	$ 9.00	$11.50
40 gallon	13.80	16.50
52 gallon	20.40	25.20
66 gallon	28.80	34.80
82 gallon	36.00	47.40
100 gallon	45.60	56.40
120 gallon	55.20	64.80
144 gallon	78.00	93.00

Asbestos Paper Reduced

Toronto.

Current sales in roofing are reported good. Tar paper and sheathing are in seasonable demand, and dealers quote present business as satisfactory. A reduction is announced on asbestos paper, the current quotations being $12.50 per 100 lbs. The previous price was $13.50. There has been no other change recorded in these lines.

Cotton Waste Reduced

Toronto.

Reductions have been announced in prices on both white and coloured cotton waste. The extent of the decrease varies between one and two cents on the different grades. Demand is reported as fair, with the present market containing some signs of slight improvement. Following are the revised quotations:

WASTE	per lb.
Cream, polishing	0.19½ 0.20
WHITE COTTON	
XXX	0.18½
XX	0.16½
X	0.15½
XC	0.14½
XXX extra	0.17
XX grad.	0.16
XLCR	0.15
X empire	0.14
X press	0.13
COLORED COTTON	
Fancy	0.14
Lion	0.12½
Standard	0.11
Popular	0.10
Keen	0.09
No. 1	0.13½
No. 7	0.12½
No. 1A	0.11½
No. 1B	0.10½

Above lines subject to trade discount for quantity.

Irregular Pipe Sales

Toronto.

Prices on wrought iron and steel pipe are being maintained at List No. 51. Sales are small and of an irregular nature. A constant sorting of stocks is apparent, with dealers ordering very sparingly. The market in these products, however, is still dull, and very little improvement has been noted.

Faucet Quotations Lower

Toronto.

A reduction has been announced in the price of Perfection faucets, and the discount on these products is now quoted at 35 per cent. off list.

Oil Prices Now Steady

Toronto.

Quotations on lubricating oils, gasoline, and coal oils, remain unchanged this week; the recent price reductions announced in these lines still being maintained on local markets.

Reduced Quotations On Copper And Brass

Toronto.

The sudden reaction evident in the primary metal markets, has resulted in a decrease in the price of copper and brass. A 2-cent reduction has been announced on copper and brass tubing, while the base price of sheets is also lower 2 cents per lb. The local market in these products has been dull, and due to the revisions, an improved demand is looked for. The new quotations follow:

BRASS	
Sheets, base, per lb.	$0.27
Rods, base, per pound	0.27
Tubing, base, per lb.	0.34
COPPER	
Rods, base, per pound	0.32
Soft sheets, plain, 16-oz. and heavier, lb.	0.32
Do., plain tinned 16-oz. and heavier, lb.	0.40
Do., polished and tinned 16-oz. and heavier, lb.	0.45
Tubing	0.37

Lead and Zinc Easier

Toronto.

The tone in lead products is now a little easier, due to the recent fluctuations on the primary markets. Current local quotations remain unchanged, and a firm demand continues. Whether the reaction in the price of ingot lead reflects the future strength of this market, or is just a temporary decline, is too early to ascertain. The tone in zinc is fair and easier. Following are prevailing prices :

LEAD AND ZINC GOODS

Lead pipe, list, per lb.	0 12½
Lead waste pipe, list, per lb.	0 13½
Do., over 8 in., list, per lb.	0 14½
Lead pipe is subject to a discount of	10%
Lead traps and bends	10%
Lead sheets, 4 to 6 lbs. sq. ft. in rolls, lb.	0 09½
Cut Sheets, ½c. to ¾c. lb. extra and cut sheets to size 1c. lb. extra.	
Solder, wire, per lb.	0 36½
Do., strictly, lb.	0 26
Do., commercial, lb.	0 23
Do., guaranteed, lb.	0 29
Do., wiping, lb.	0 23
Zinc sheets, per lb.	0 16

Binder Twine Orders In Smaller Quantities

Toronto.

The movement in binder twine for the domestic harvests is reported to be somewhat below the average at this season of the year. Consumers and merchants are not ordering in the same quantities as previously, and manufacturers report that they are likely to be handicapped in supplying requirements if an unexpectedly heavy demand should occur on the eve of harvesting.

No further change in rope and cordage prices has been recorded this week, the recent increases still being maintained. Distributors report that these price changes have stimulated business a little, but no outstanding demand is apparent.

Valve Discount Revised

Toronto.

A revision in the discounts bringing prices on Emco valves to a lower level, is the only change recorded on compression brass goods this week. The new discount on Emco J. D. and check valves is 20 per cent ; the previous quotation being only 10%. The reduction is in line with other revisions recently announced, and improved activity in sales of these products is looked for in the near future. The following quotations prevail locally :

Compression work, standard	37%
Fuller work, standard	30%
Bath cocks, compression	29%
Do., Fuller	25%
Flatway stop and waste cocks, standard	40%
Roundaway stop and waste cocks, standard	34%
Brass steam cocks, standard	10%
Globe, angle and check valves, standard	5%
J.M.T.	20%
J.M.T. C.	25%
J.M.T. Gate Valves	15%
Gate or straightway	16/10%
Jenkins Globe	10/10%
Radiator valves, standard	23%
Do,, removable disc	38%
BASIN COCKS	
No. 1 and 1, Fuller pattern	30%
Quick opening No. 3633	37%
Emco J. D. Valves	20%
Emco Check Valves	20%
Webber Gate Valves	15%

Sheet Demand Improves

Toronto.

The demand for corrugated sheets has improved and dealers report more satisfactory conditions now prevailing. Activity is evident in numerous small orders, seasonable business being anticipated in many quarters. Prices are unchanged and the present list follows :

CORRUGATED SHEETS

	Per 100 Sq. Ft.
No. 28 gauge	8 50
No. 26 gauge	9 25
No. 24 gauge	13 00
No. 22 gauge	16 00
No. 20 gauge	18 00
No. 18 gauge	24 00

Less 7½%.

Lighter than 24 gauge and wider than 27 inches, 75c. a square extra.

Slightly Better Demand For Pipe Fittings

Toronto.

The volume of sales in pipe fittings is now reported to be more satisfactory, and market conditions are returning to normal. Prices remain unchanged, and following are the current quotations :

Cast iron fittings	20%
Plugs, cast iron	27½%
Do., solid	10%
Do., countersunk	net
Bushings	30%
Unions, ¼-in. to 2-in.	40%
Do., ⅛ in., 2½ to 4 in.	35%
Flanged Unions	20%
Dart Unions, blk., ¼ to 2 in.	29%
Do., ⅛ in., 2½ to 4 in.	14%
Do., galvd., add to black	30%
Nipples, lbk. and galvd., ⅛ to 4 in., close and short	40%
Do., 4½ in. and larger	30%
Do., 4½ in. and larger	40%
Do., long, ⅛ in. to 4 in.	50%
Do., running thread	20%
Couplings, 4 in. and under	20%

MALLEABLE FITTINGS

	Black.	Galvanised
Class A	0 60	0 75
Class B	0 24	0 34
Class C	0 15	0 24

Eavestrough In Demand

Toronto.

A good demand for conductor pipe, eavestrough and conductor elbows is now reported. Better weather conditions, coupled with the erection of numerous small buildings and minor house repairs has resulted in this seasonable activity. The present movement in these products is now stated as more satisfactory. Price quotations still remain at the new discount levels recently announced. Following are current prices:

TROUGH (Eave)

O. G., Square Bead and half round. Size in girth :

Per 100 ft.		Per 100 ft.
8-in.	$15 90	15-in. $28 80
10-in.	17 70	18-in. 36 50
12-in.	21 20	

Less 60 per cent.

PIPE (Conductor)

Plain, round or corrugated.

	Per 100 ft. in 10 ft. lengths.
2 in., in 10-ft. lengths, list	$18 40
3 in., in 10-ft. lengths, list	22 30
4 in., in 10-ft. lengths, list	29 60
5 in., in 10-ft. lengths, list	40 00
6 in., in 10-ft. lengths, list	49 00

Less 60 per cent.

CONDUCTOR ELBOWS—

2 inch, list	$5 25
3 inch, list	6 00
4 inch, list	10 50
5 inch, list	24 00
6 inch, list	29 00

Less 55 per cent.

Demand Is Small For Sheets And Plates

Toronto.

While local prices of sheets and plates are being well maintained, yet it is intimated that the lack of a strong market keeps quotations at their present level. In the southern steel markets, some unsettlement over sheet prices is evident, a revision on a downward grade being looked for in some quarters. No declines generally are expected however, until an improvement in demand is shown. No changes have been noted in local conditions, the trend of orders being of the small variety. Nominal quotations remain as follows:

PLATES

10 gauge	from $5 00 to $6 00
12 gauge	5 05 6 05
14 gauge	5 10 6 10
16 gauge	5 20 6 20

BLACK SHEETS

14 gauge	5 10 to 6 10
16 gauge	5 20 6 20
18-20 gauge	5 75 6 75
22-24 gauge	5 80 6 80
26 gauge	5 85 6 85
28 gauge	6 00 7 00

Prices shown are for full cases. An extra charge of from 25c. per 100 lbs. is made for less than case lots. An extra 10c. per 100 lbs. is also charged on sheets 36 in. wide.

GALVANISED SHEETS

Premier and Apollo

10¾ oz.	8 40 to 9 40
U. S. 28	8 00 9 00
U. S. 26	7 90 8 90
22 and 24	7 75 8 75
18 and 20	7 60 8 60
16	7 45 8 45
12 and 14	7 40 8 40

An extra 40c. per 100 lbs. is charged for Keystone brand copper bearing sheets.

An extra is now charged on galvanised sheets, 10¾ oz. and 28 ga., when shipped out in sheets 3 feet wide. The extra charged over prices shown above is 20c. per 100 pounds. Other gauges show no change for different widths.

Prices shown are full cases. An extra charge of 25c. per 100 lbs. is made for less than case lots.

Boiler Tube Market Dull

Toronto.

A dull tone prevades the boiler tube markets, and present conditions are reported as slightly unsettled. Some price revisions have been looked for in certain quarters, but current quotations remain unchanged. The demand is light, and doubt whether price reductions would stimulate market activity is quoted as the reason for holding to the present list, which follows:

BOILER TUBES—	Seamless	Lapweld
1 inch	$26 00	.....
1¼ inch	27 25	.....
1½ inch	26 25	.....
1¾ inch	29 75	$25 00
2 inch	29 25	22 00
2¼ inch	33 00	25 00
2½ inch	41 75	27 00
3 inch	49 25	35 00
3½ inch	63 50	40 00
4 inch	85 00	50 25

Small Orders Prevalent In Iron And Steel

Toronto.

Local price quotations on bar iron and steel remain unchanged this week, and with an understanding having been reached among the dealers, future revisions are expected to be dependent upon conditions and changes prevailing on the Pittsburg markets. Present business continues to be chiefly composed of very small orders and no immediate improvement in demand is looked for.

Rumors that another price war is anticipated between the steel mills in the United States continue to slightly upset the stabilised markets, and consequently buying for future delivery is retarded in many lines. The present unsettled condition of the steel industry, is reflected in the small amount of new business, buyers declining to commit themselves in advance.

Current prices remain locally as follows:

STEEL AND IRON

Mild steel, 3-16 in.	4 50
Do., ¼ in. and heavier	4 00
Bar iron, 3-16 in.	4 50
Do., ¼ in. and heavier	3 75
Angle base	4 00
Horseshoe iron	4 10
Tire Steel	4 70 5 95
Band steel	4 50
Spring steel	10 75 12 75
Crucible cast sheet steel	30 00 35 00
Mining drill steel	23 00
Cast tool steel	20 00
Sleigh shoe steel	4 10 4 50
Norway iron	15 00
Toe caulk iron	5 40 6 40
Hoop steel	6 00

Scrap Prices Show Declines

Toronto.

Scrap metal prices are easier this week, due to the continued indifference of consumers. Quiet conditions prevail, and little interest is evident. Improvement in operations is very slow, and consumers are still purchasing according to immediate needs only. Sentiment is developing however, that an increase in the buying of some waste materials is anticipated in the future.

The following list shows a slightly lower range on certain prices, which are the average nominal quotations for fairly large quantities:

WASTE MATERIALS

No. 2 busheling		—	$13.00
Heavy melting steel, Gross ton	$13.50	—	14.50
R. Rd. wrought iron, No. 1, gr. ton	11.00	—	12.00
Sracp pipe, gr. ton	7.00	—	8.00
Stove plate, net ton	15.00	—	16.00
No. 1 machinery cast, net ton	22.50	—	23.50
Heavy lead	4.50	—	5.00
Tea lead	2.25	—	2.75
Red brass		—	10.00
Yellow brass	6.50	—	7.50
Light brass	4.00	—	4.50
Heavy copper	10.00	—	11.00
Scrap zinc	3.50	—	4.00
Old rubbers, boots and shoes	2.75	—	3.25
Lumbermen's rubber boots	1.75	—	2.25
Auto tires	0.50	—	1.00
Solid tires	0.75	—	1.25

Reaction In Ingot Metals

Toronto.

Easier market tones and some reductions are among the changes in ingot metals this week. A reaction has been evident in foreign buying, which for the past few weeks was the chief support of the strength recorded in the tone of copper, lead and tin.

COPPER—The copper market is reported much easier, and quotations are now holding steady. The presence of surplus stocks of scrap copper has had its effect on the market. The heavy slump in the exchange rate resulted in a decrease of foreign buying, which has been the main support of the domestic situation during recent weeks. Very few inquiries are in evidence, and reports indicate that ample stocks are available for present needs. Local quotations remain unchanged at 18 cents.

TIN—The recent fluctuations in exchange made foreign values of tin very uncertain. A corresponding weakening in the domestic markets has been noted, and a sagging in price resulted. This reduction brings the nominal quotation to 38 cents, and the demand at present is dull. Future recovery is looked for in some quarters.

LEAD—The lead market is reported dull and unsteady this week, and buyers are adopting a waiting policy pending future developments. Foreign quotations have declined slightly, and this has been reflected locally with a decline of 25 cents, the average price being $6.50.

SPELTER—Spelter is still selling below cost, with a feeble demand on all markets. Business is reported as very dull, and lower quotations have not served to bring any new buyers into the market. Surplus stocks are heavy. A reduction has been recorded locally, the price of $7.25 being made on recent inquiries.

ANTIMONY—Consumers are showing little interest in antimony at the present time. The slight concessions that have been made by some dealers failed to increase their business to any extent. Values are therefore unchanged from prevous levels, and the local current prices are maintained at from 8 to 10 cents.

ALUMINUM—This market is reported almost neglected, but prices are holding at previous levels. Foreign markets maintain that present quotations could be shaded for any large amount of business, but the price of 30 cents in still in effect locally.

London Markets

LONDON, June 9.—Some important hardware lines show a substantial price reduction this week. Among them are noted a reduction in spades and shovels of approximately 15 per cent., and also a reduction of $3.00 per dozen in lantern quotations for fall booking. Collections are reported good, and the excellent volume of business the hardware stores enjoyed during the month of May, is continuing well into the current month. Merchants report as being well satisfied with present sales and are optimistic as to future trade.

Turpentine Price Steady

London, Ont.

Turpentine prices remain unchanged this week, and the local demand is good. A slightly easier tone was anticipated in some quarters, but is not yet apparent. XQ. QT per gallon is still the prevailing quotation for 1 barrel lots.

White Lead Market Firm

London, Ont.

The exceptional good demand which was apparent in white lead in oil during the past two months, is reported as still continuing. The current price remains unchanged, and a firm tone has recently developed, due to the increase in linseed oil prices and the strength of lead on the primary markets.

Sorting Movement In Glass

London, Ont.

While orders for plate and window glass are reported fair, yet they are limited mostly to sorting and current stocks are well below the average. No change in price has been recorded, the prevailing quotation for single and double diamond being 50 per cent. off case list, and the cut light price being 60 and 10 per cent. off light list.

Lantern Prices Lower

London, Ont.

Reductions in lanterns have been announced for present and fall booking. The new prices have a lower range of $3.00 per dozen over previous quotations. Tin short or long pattern are now $12.00 per dozen, with the usual extras for coppered or japanned.

Nail Orders More Numerous

London, Ont.

Orders for nails are fairly numerous, but the purchases are mainly in small quantities, and the total sales are still light. There has been no change in prices at present, but some revision is looked for in some quarters. Current quotations are wire, $4.65 base, and cut nails $5.75 base.

Rope Demand Improves

London, Ont.

With the approach of harvest season, the current sales of rope and cordage are registering a steady improvement. Prices on these products are firm and unchanged at present.

Netting Prices Maintained

London, Ont.

The Canadian make of poultry netting is still in good demand, and the 1 and 2 inch mesh are the best selling sizes. Quotations remain unchanged at list plus 10 per cent.

More Lawn Mower Sales

London, Ont.

Seasonable weather conditions have stimulated the demand for lawn mowers, and dealers report that with improved sales, current stocks are moving nicely. Prices on the various lines are unchanged this week.

Brisk Sales In Wire Screen

London, Ont.

An excellent sale of screen wire cloth was reported by local dealers during the past week. Quotations on wire screen are being well maintained, the price for painted black being $3.50 per 100 square feet.

Demand For Paris Green

London, Ont.

The seasonable demand for insecticides is now apparent and numerous sales are recorded in paris green. Prices remain unchanged at 52 cents per lb. for ½ lb. packages, with a lower range of two cents being quoted on larger quantities.

Good Demand For Tools

London, Ont.

The current demand for garden and harvest tools continues good, and dealers report a fair amount of business in these seasonable lines. The quotations are unchanged: list less 50 and 10 per cent. being the prevailing prices.

Grass Hooks Sell Well

London, Ont.

Local dealers report that a brisk sale has ben noted in the Canadian make of grass hooks. A seasonable demand is looked for at this time of the year.

Scythes And Snaths In Demand

London, Ont.

A seasonable demand is now evident in scythes and snaths, and local dealers report numerous small sales in these lines.

Sprayer Prices Lower

London, Ont.

A reduction of approximately 10 per cent. has been announced in current quotations on Eureka sprayers.

Oil Stoves Reduced

London, Ont.

A new lower price is now recorded on hot blast oil stoves, and the prevailing quotations on the No. 200 stove is now $15.60 per dozen.

Revised Discounts on Scoops And Shovels

London, Ont.

Quotations on spades, scoops and shovels are now lower, a new revision in discounts reflecting fairly substantial reductions. The latest current price is now 45 per cent. off list.

Canvas Belting Reduced

London, Ont.

A substantial reduction has been announced in prices on canvas belting. The new discount on the Maple Leaf brand is now 67½ per cent. off list.

Winnipeg Markets

WINNIPEG, June 9.—Current price changes still show a downward tendency. Among the most important declines are noted bar, pig and block lead, stove pipe, tarred felt, lace leather and some lines of carpenters' tools. Hose clamps in some sizes are advanced. Hay tools, and cold blast lanterns have also been reduced. Business has improved considerably during the past week.

Stove Pipe Declines

Winnipeg.

Stove pipe has declined this week and following are the latest quotations:—Standard 6-inch, $21.10; 7 inch, $22.50; Ready to rivet,, 6-inch, $20.60; 7-inch, $22.00; Rivetted 6-inch, $20.60; 7-inch, $22.00.

Lead Prices Decline

Winnipeg.

Prices on bar, pig and block lead have been reduced this week although they have held firm for some time and it was expected an advance would be forthcoming. The market however took on an easier tone during the past few days and a slight reduction was the result. Latest prices are; Bar lead 7¾ cents; pig lead, 7½ cents, block lead, 7¾ cents.

Linseed Oil Market Firm

Winnipeg.

The linseed oil market is very firm with the demand continuing good in spite of recent advances. Prevailing prices are: raw, $1.15 per gallon; boiled, $1.18 per gallon.

Cold Blast Lanterns Reduced

Winnipeg.

Prices have been reduced on cold blast lanterns this week and current quotations are as follows, No. 2 plain $12.75; japanned, $13.50; coppered, $16.25.

Hose Clamps Advanced

Winnipeg.

While most price changes are downward, hose clamps show an advance this week in some sizes. Current prices are as follows;—1¼ inch, $1.45; 1½ inch, $1.75; 2 inch, $2.40; 2½ inch, $4.00; 3 inch, $5.75.

Lace Leather Reduced

Winnipeg.

Lace leather shows a reduction this week. Following are this week's prices, rawhide, $1.60 per lb; tanned, $1.60 per lb; cut laces, tanned, $1.90 per lb.

Sheet Demand Limited

Winnipeg.

The demand remains limited on sheets and plates and only small orders are being handled. Quotations are unchanged. The tendency was toward lower prices a few week's ago but buyers are now of the opinion that reduced prices would not help sales. Conditions and prices on the foreign market do not warrant lower levels at present. With the demand continuing small little change in prices is expected.

Range Boilers Moving Slowly

Winnipeg.

Sales of range boilers are only fair and the recent price reduction has had no stimulating effects as yet. Present prices are considered below the actual value and represent price cutting between various firms. Following are prevailing prices: 30 gallons, $11.25; 35 gallons, $15.00; 40 gallons, $17.00; 52 gallons, $24.00; 66 gallons, $32.00; 82 gallons, $40.00; 100 gallons, $50.00; 120 gallons, $60.00.

Turpentine May Decline

Winnipeg.

Although local quotations are maintained at $1.20 per gallon it would not be surprising if a decline of a few cents a gallon was made on turpentine in a few days as an easier tone is reported from other markets. Nominal price this week is $1.20 per gallon in barrel lots. 10 cents extra for less than barrel lots. Containers, 25 cents per gallon extra.

MILD OPTIMISM AMONG STEEL MAKERS

Although a mild undercurrent of optimism prevails among steelmakers, it is difficult to attribute it to any single factor. Slight encouragement is gained from the volume of new business, which is almost entirely composed of orders for carload or less than carload lots. Further releases on old bookings account for a goodly portion of present shipments. Satisfaction generally is expressed over the rounding out of wage reductions, which is seen in the 20 per cent. cut announced by other firms. Further adjustments at mills and mines by independents are expected. Although lower wages, corresponding more nearly to the cost of living, are deemed important in the gradual return to normalcy, producers on all sides agree that lower freight rates would help the steel industry more than any other single factor, says the Iron Trade Review. The announcement that the Algoma Steel Corporation has received an order from the Dominion Government for 50,000 tons of rails for the Canadian National Railways is interesting in view of the quoted price, which is said to be equal to the United States Steel Corporation price, plus duty.

Weekly Paint Markets

Montreal

MONTREAL, June 9—The paint markets this week are featured by both a decline and an advance. The decline is registered on turpentine which is 5 cents per gallon less and quotations are now $1.10 per gallon in one barrel lots. Shellac has advanced 25 cents per gallon on orange both in barrels and in one gallon jugs, and white is now 30 cents a gallon higher in both quantities. Linseed oil is held at quotations that were ruling last week, namely 89 cents per gallon for raw in one barrel lots. Fluctuations in the seed market still occur, the latest report being that it is now a little easier than formerly, and while this condition is prevailing the oil products will in all probability show slight changes in price, both up and down. However quotations are expected to remain fairly steady while the present demand is maintained.

White lead in oil and putty are unchanged this week and there is little new in either of these markets. Window glass is also unchanged in price, and the market is much the same. Paint manufacturers still report good business in their lines, and it is quite apparent that Spring painting in the outside country is not yet over. No price changes are made in paint, paint specialties, or varnishes.

Linseed Oil Quotations Held

Montreal.

Linseed oil is unchanged in price this week, 89 cents per gallon in one barrel lots being the ruling quotation. The domestic demand for this product is strong and this is expected to remain during the present month. Flaxseed continues to fluctuate. At the close of the week it was reported a little easier, but this had no reflection on the oil quotations, and while the demand is kept up to a fair amount, prices are expected to remain well around the 90 cent figure. Following are the present quotations.

LINSEED OIL—	Raw	Boiled
1 to 2 barrels	0 89	0 91½
3 to 4 barrels	0 87	0 89½

Broken lots, add 10c. gal.

Turpentine Down 5 Cents

Montreal.

Turpentine is again reduced 5 cents per gallon this week, and quotations are now $1.10 per gallon in one barrel lots. In the southern market the situation is much the same, and is reported a little easier again this week. The demand, both foreign and domestic, has fallen off considerably in the past two weeks, and while this is in evidence the market is more liable to show slightly easier quotations. Local prices are as follows:

TURPENTINE—	Per Imp. Gal.
1 barrel lots	1 10
2 to 4 barrel lots	1 08
Broken lots	1 20

Shellac Gains In Price

Montreal.

Shellac, both white and orange remains very firm, due to the strength of gum shellac. Prices on these products are advanced this week, orange now being quoted 25 cents per gallon higher in barrels and jugs, and white is advanced 30 cents per gallon in both quantities. Present quotations are the following:

Orange shellac, in barrels, $4.00, in one gal. jugs, $4.30; white, in barrels, or 5 gal. jugs, $4.40; in one gal. jugs, $4.80.

Putty Price Steady

Montreal.

Putty quotations remain unchanged. Linseed oil is holding the putty market considerably firmer than it was in the earlier months of the spring, and while oil is maintained around the present figures putty may be said as remaining quite firm. The demand for this product is light, but is anticipated at this season of the year. Putty quotations follow:

Standard Putty—	5 ton	1 ton	ton
Bulk barrels, 800 lbs.	$5 00	$5 25	$5 60
Bulk drums, 100 lbs.	6 00	6 25	6 60
Do., or tins, loose, 25 lbs.	6 25	6 50	6 85
Drums or tins, cased, 25 lbs.	7 00	7 25	7 60
1 lb. tins	9 75	10 00	10 35

Pure Linseed Oil Putty, $1.50 per 100 lbs. advance over above prices.

Firm Tendency In White Lead

Montreal.

Prices on white lead in oil remain unchanged and continue more or less firm. During the past few weeks the market tone has been very firm, due to the strength of pig lead, and also the higher range of prices quoted on linseed oil.

Window Glass Unchanged

Montreal.

Locally no change of importance has taken place in the window glass situation. Price cutting is not nearly so prevalent, and quotations are now well settled at 50 per cent. on the Montreal glass list. The Belgian market shows very little change, but it is notable that the Belgian franc has again made a gain on the exchange. The demand for both window glass and plate glass is still very limited.

Paris Green Now Active

Montreal.

Paris Green has now found an active market. Vegetation has advanced to the stage where it requires insecticides to help to protect the plants against the potato bug and other pests. No change has been made in the quotations on Paris Green since the prices were set early in the spring months.

Toronto

TORONTO, June 9—Another increase in shellac prices features the paint market quotations this week. Local prices on both orange and white shellac are not only on a higher level, but a range is shown between the various dealers. This is considered due to the increase in shellac gum, and became evident with the increase noted in last week's Hardware & Metal.

All lines of paint and paint products continue to move briskly, and dealers report an exceptionally busy season. Putty quotations remain unchanged, but a considerably firmer tone is now apparant due to the advance in linseed oil prices. Paris green is selling on an active market.

Shellac Prices Higher

Toronto.

A further advance in the price of both orange and white shellac is recorded this week. Current quotations now show a range, and the market tone is very firm. The revised prices are: pure white, $4.25—$4.50. Pure orange, $3.65—$4.25 per gallon in barrel lots. There is an extra charge of 50 cents for gallon jugs.

Turpentine Stocks Small

Toronto.

Prices on turpentine have remained steady, and the recent quotations are unchanged this week. There has been a slightly easier tone noted on the foreign markets, but the local shortage of turpentine, while not making supply difficult to obtain, has resulted in very little surplus being on hand. The current demand is reported firm and unchanged. Following are present quotations:

TURPENTINE—	Per Imp. Gal.
1 barrel lots	1 15
2 to 4 barrel lots	1 14
5 gallon lots	1 30



"Save the surface and you save all" *Paint & Varnish*

Only One JAP-A-LAC

And that is Glidden Jap-a-lac.

Like many another good product, Jap-a-lac is imitated. And as might be expected, its imitators fall far short of the original.

Because of these facts it is important that you sell the genuine Jap-a-lac. Its true, lasting colors, long-wearing qualities and worth of every kind assure satisfied customers for you and result in many repeat sales. It is in these repeat sales — sales without effort on your part — that your greatest profit lies.

There is a Jap-a-lac Household Finish for every home purpose. Stock up *now* with a complete line.

Write for our dealers' proposition.

THE GLIDDEN COMPANY, Ltd., Toronto, Ont.

Branches at Montreal and Winnipeg



The Brush Department

Pointers on Selling Shaving Brushes

Some details of materials used in shaving brushes showing what is best to recommend—Pointers on preservation of brushes.

By Roy C. Lewis of Roy C. Lewis Sales Co., Montreal.

WITH so many styles and qualities of shaving brushes on the market to-day, it is a hard proposition to know just what to recommend to a prospective customer.

Brushes made of pure French bristle and badger hair are the most serviceable, and if given the proper care will wear a lifetime.

When using brushes made of badger hair, they should be rinsed thoroughly after using, as the alkali in some soaps will rot same, causing the hair to break off and the brush gradually to lose its fullness.

There are made substitutes for badger, horse hair, goat hair and even fibre are dyed to imitate the rich color found in the badger, but when put into use, these brushes gradually curl and become flabby, the hair matting down, breaking off, and the dye fading out.

By holding the brush in the palm of the hand and allowing your thumb to run over the tip, you can determine if the brush has enough elasticity to make a lather, and none of the substitutes mentioned will spring up into place as quickly as the pure bristle or badger hair.

A new, pure bristle brush requires several days working before it will give the best of satisfaction, while a brush made of one of the before-mentioned imitations may feel very attractive because of its softness, before using, will become nothing but a tangled mass after being put into water.

If it is necessary to recommend a cheap brush, select one made of all white or black bristle. In the medium grades recommend one of badger and bristle mixed, and in the higher class, a pure badger brush.

The new processes now in use have revolutionized the shaving brush business, these methods enable the manufacturer to guarantee against the bristle or stock coming out of the brush. The stock is firmly embedded and no matter what usage the brush gets, it cannot fall apart; although, as said above, if the soap is left in the brush, the stock will rot and break off close to the setting.

The Canadian manufacturers are noted for making "honest brushes," and when comparing values, it is advisable to note if the brush is made full and not all "plug."

Pointers for Paint Selling

By H. S. Duncan, A. Ramsay & Son Co.

The slogan, 1921 the "Paint Up" Year, is not a catch phrase, but can be made real by every live merchant selling paint products. First is it needed?

Thousands, yes, tens of thousands of homes, stores, public buildings and factories answer with an emphatic "Yes." Go where you will, whether to our cities, towns or modest hamlets, the drab outlook of time-worn buildings meets you. Ask the average business man whether he believes in fire insurance and his answer is "Yes." Why not use paint insurance to stop that deterioration, caused by the ravages of time through lack of paint?

Mr. Businessman, do you know that the loss of property by the neglect of painting amounts to more than fire loss every year.

Paint is first of all a necessity because it protects your property. A house valued at $5,000 can be painted for about $125, and paint properly applied will protect this building for a period of from three to five years. The depreciation of a frame house not properly painted is about 5 per cent. a year. When the paint wears off the lumber is exposed to the elements. Rain and snow penetrate it, the lumber begins to decay and the expense of repairs is much greater than the expenditure for protection.

Now as to price—possibly your prospect is one of those looking for a drop in price. If so, show him that last year white paint cost $5.75 per gallon; to-day it is $4.60, or a decline of 20 per cent. Have any other building products made a decline of a like amount?

A close analization of building supply statistics will disclose that few, if any, have done so.

Why not, Mr. Hardware Merchant, get the "COMMUNITY SPIRIT?" Your stores, by their cleanliness and brightness show that you have it in you. Get that spirit moving among your townsfolk. Get behind a "clean-up" and "paint-up" campaign in your town and, if it needs it, start on your own store front. You will be surprised at the number of inquiries it will bring you and don't forget to make a memorandum of them to follow up. One merchant in a small Manitoba town told me that this suggestion brought him $2,000 worth of paint business as well as many other lines. Another question I should like to ask you: Is it fair for the manufacturer to do all his advertising promotion work, such as newspaper and magazine advertising, panels, cut-outs, cards, personal letters, etc.?

Remember, things are undergoing a change and instead of business coming to you, it is going to the man who is going after it. Keep in mind that the business is here and ask yourself to-day are you a "GO GETTER?"

Half Holiday Once a Week Can Be Now Compulsory

THE officers of the Manitoba Board of the Retail Merchants' Association of Canada, Inc., have secured legislation amending the Shops' Regulation Act, as follows:

1. The Shops' Regulation Act, being chapter 180 of the Revised Statutes of Manitoba, 1913, is hereby amended by inserting next after section 3 the following sections:

3A—The municipal council of any rural municipality, incorporated village or town may by bylaw require that all or any class or classes of shops within the municipality shall be closed and remain closed on Thursday of every week between the hours of 12 o'clock noon and 6 o'clock in the afternoon during the whole or any part of the year.

3B—The council of any incorporated city may by bylaw require that all or any class or classes of shops within the city shall be closed and remain closed between the hours of 12 o'clock noon and 6 o'clock in the afternoon on such day or days of every week as the council may determine, during the whole or any part of the year.

2. This Act shall come into force on March 27th.



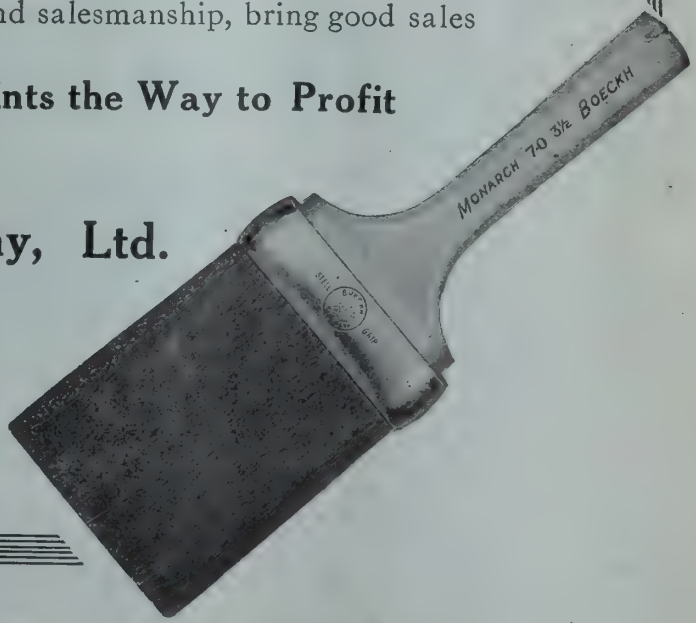
BOECKH'S BRUSHES ARE RUBBER SET

And further strengthened by the powerful grip of well-made ferrules. The bristles cannot come out of Boeckh's Brushes. The bristles are the finest of selected boar bristles, carefully sorted and skilfully set, to make a perfect brush. Boeckh's Brushes are reliable, dependable,

And Fully Guaranteed

There is no risk for the merchant in handling Boeckh's Brushes. He is supported by the co-operation of the whole Boeckh organization. Good, striking displays of Boeckh's Brushes, coupled with the hardware merchant's ability and salesmanship, bring good sales and profitable repeat business.

Boeckh's Catalogue Points the Way to Profit



The Boeckh Company, Ltd.

Toronto, Canada.

Established 1856.

Firm Tone In Lead

Toronto.

The fluctuations on the primary lead markets has not affected white lead in oil, and local quotations remain unchanged. A firm tone is still evident, and with linseed oil registering a further advance in price, the strength of white lead is expected to continue while these two raw materials maintain their present conditions, according to dealers' reports. Corroders are stated to be busy keeping stocks parallel with the present demand, which is good, and no great surplus of supplies is evident at this time. Local prices on white lead in oil are: $14.95 per 100 lbs. in ton lots, and $15.30 per 100 lbs. in smaller quantities.

Higher Prices Remain On Linseed Oil

Toronto.

The tendency of the linseed oil market continues decidedly firm, with a good seasonable demand. The increased quotation of 10 cents per gallon, announced in last week's issue of Hardware & Metal, is still being strongly maintained. This brings the current local price of raw to 97 cents per gallon, and $1.00 for boiled, in 1 and 2 barrel lots. The seed markets continue to show a higher range, and a brisk movement in flax seed is apparent. No further price change has been recorded this week, but the market is reported on an upward trend, with foreign oils on a higher level.

LINSEED OIL—	Raw	Boiled
1 to 2 barrels, per gal.	$0.97	$1.00
3 to 5 barrels, per gal.	0.96	0.99
6 to 9 barrels, per gal.	0.94	0.97
Less barrels, add 15 cents per gal.		

Glass Demand Is Limited

Toronto.

The window glass market is gradually settling, but the current demand is limited. However, with the continued strength in the Belgian franc rate and the United States protective tariff operating to higher levels, it is generally anticipated that the window glass market has reached its lowest ebb for some time. Re-action in conditions is looked for, and price changes are expected to follow in some quarters. Dealers and retail merchants are reported to have very low stocks on hand, and should the expected summer and fall demands materialise, an increase in market activity is anticipated in the late season.

(Continued from Page 42)

proved during the last few weeks because of abundant rains. "Retail prices," it says, "are slowly declining and there is room for further movement yet. Sales on the whole are on a smaller scale than last year, one correspondent estimating the total for the first three months of the year at least 25 per cent. below the corresponding period of last year. Stocks in the hands of retailers are generally much lower than at this time last year and Western retailers are not entering the markets freely for goods."

A correspondent from Kamsack, Sask., writes to the Financial Post as follows: Retailers are marking down their goods somewhat, but they have to mark them down a good deal yet before the public can be induced to see that they are getting real bargains. So far as I can see, retailers are buying very little, in fact, only enough to replace sold out lines. Payments of all kinds are very slow except among those merchants who have been conducting business on cash lines.

Ontario

The most hopeful phase of the situation in Ontario is the fact that the retail dealers are doing as large business as in the other provinces of the Dominion. At no time since the adverse turn in trade materialized last fall has the turnover of the retailer suffered any drastic decline. The turnover is without doubt above the average of the previous year. Profits have suffered, but in the fact that the dealer is able to sell his goods freely lies the solution of the present situation. With the distributing agencies rapidly depleting their own stocks, they must come into the market more and more for new goods and this will in time be reflected upon the industrial field.

The replies without exception indicated that retail trade was at or near last year's level, and in some few cases distinctly above. There appears to be room for a still further adjustment of prices, but on the whole merchants have made progress in the movement toward normal price levels. At the moment, however, retail buying is proceeding cautiously, and there is a tendency to buy only for immediate requirements.

Quebec

Reports from a number of centres in the province of Quebec lead to the conclusion that retail trade has on the whole been very satisfactory. As yet no decided improvement can be traced, but there is a feeling of hopefulness for the future. Accounts appear to have been met in a satisfactory manner in this province. At Gaspe, however, a town which depends largely on the fishing industry, the report is distinctly unfavorable. Our correspondent writes that business is largely at a standstill in this district. The flat failure of the fisheries last Summer coupled with the collapse of the market has wiped out a large number of the smaller merchants. Those that survive are not in a position to grant credit for fitting out boats, etc. Many fishermen will not be able to equip themselves in consequence.

The Maritimes

With the balance of the Dominion the Maritime provinces are suffering from the curtailment of business operations. No definite trend can as yet be traced, although there has been some slight indications of improvement. Retail trade is being conducted along fairly normal lines, and merchants have made progress in marking down their goods and stocks appear to be fairly well reduced. Orders for new goods are restricted as much as possible however. Accounts on the whole are being paid fairly well, but not as freely as during the previous year.

From the city of Sydney Mines, N.S., it is reported that business during the month of April has been far ahead of the previous months of the year.

"Lasters Wanted"

A big shoe manufacturer hung out a sign reading "Lasters Wanted."

What that company wanted specifically for a given time the world is needing generally all the time.

"Lasters Wanted"—not only the man who can shape up a last in a shoe factory—but the man who can be as good today as yesterday, and probably better tomorrow than today.

How often it is that some spellbinder comes into a business and shows, or thinks he shows, that present methods are antiquated, and proceeds to introduce innovations by the cart load. He is all white heat the first day. In two weeks there is a slight indication of "cooling off," and in two months the fires are running low. He cannot work normally in one place. He must work abnormally in many places. For him it is the "hurrahs" before the curtain, but the ding-dong of cleaning up the dishes behind the scenes—that's for other mortals.

The "lasters" are the salt of the earth, but because their work is never showy they are perpetually in eclipse.

A great publicist years ago said that those who know, work; those who don't, teach.

Irony, par excellence, you say—yes, really and truly a long-dated lampoon at the species who, especially in bully times, load up industries with "lame-duck" philosophy about psycho-analysis, subconscious suggestion, multi-vision, and what not. With this school of sophists a salesman is not a salesman but a merchandiser, a territory is not a territory but a zone, a diplomat is not a diplomat but a contact man, and so on.

It's a mighty good job for business that the "lasters" are always on deck, doing the real work of the world. The "lasters" know what David Harum said about the flea keeping the dog from thinking too much he was a dog, and, being dead sure they're not failures, they don't care a rap about how or why they are a success.—Dunlop Rubber Factory News.

D. A. McNab, Orillia, Ont.—Kindly give us the names of makers of sanding machines for removing paint and varnish and finishing floors?

Answer—The Elliot Woodworker Co., Belleville, Ont.

Muresco

In Whites and Tints for Decorating and Beautifying Walls and Ceilings



Can be Shipped Now

We have complete stocks of Muresco on hand, and can make prompt deliveries of this dependable Wall Finish.

We strongly urge dealers to book for Fall as early as possible. Prices are guaranteed.

Write for revised Price List for Fall booking.

Moore's Products include; "Impervo" Porch and Deck, "Tile-Like", Mooramel, Auto Finish, "Muresco", "Impervo", Varnishes, Morelustre Enamel, Barn Paint, Moore's Floor Paint, Sani-Flat, High Gloss Enamel, Carriage Enamel, Wagon and Implement Paint, Shingle Stain.

Ask about Our Agency Proposition

Benjamin Moore & Co.
LIMITED

Paints, Varnishes and Muresco

Toronto **Winnipeg**

"Save the surface and you save all" *Paint & Varnish*

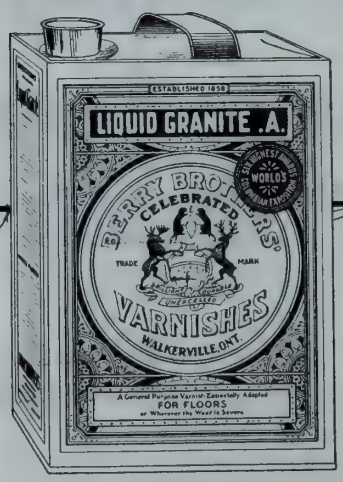
Liquid Granite

The Floor Varnish that Outlasts All Others

The sketches here indicate the rugged endurance under severe tests of Liquid Granite Floor Varnish. It is waterproof and grease proof and gives the beautiful lustrous finish desired.

These qualities make an ever-growing demand for Liquid Granite. Dealers handling this and other Berry Brothers' lines benefit by substantial profits and increased custom.

BERRY BROTHERS
Worlds Largest Makers
Varnishes and Paint Specialties
WALKERVILLE ONTARIO



Registered Floglaze

The Finish that Endures



ART SHADES

The Can with the Red and Yellow label

A line that appeals to the women.

And women's trade is from 60% to 80% of the average store business.

Art Shades gets the women coming. And then coming again for more.

It is a line adapted to general inside decoration of woodwork and furniture.

Gives a high gloss and long wear.

"Save the surface and you save all" *Paint & Varnish*

THE SEVEN FLOGLAZE LINES

Home & Farm Finishes
Velvet Finish
Art Shades
Auto Shades
Porch & Veranda Floors
Lac Shades
Exterior Finishes

Our dealers' booklet "A Guide to larger Profits" suggests numerous ways of increasing business with Art Shades. Write for copy.

THE IMPERIAL VARNISH & COLOR CO. LIMITED

HEAD OFFICE **TORONTO** CANADA

MONTREAL **WINNIPEG** **VANCOUVER**

Eastern Distributors:
Paint & Varnish Limited
243 Beaver Hall Hill
Montreal, Quebec.

Sole distributors for Manitoba, Saskatchewan, and Alberta.
Miller-Morse Hardware Co.

Distributors for British Columbia
The Callander Shore Co., Limited
155 Pender Street West
Vancouver, B. C.



Meakins Salesmaker Brushes

Someone called them that, appropriately enough. Retail brush salesmen, who handle Meakins Brushes, find them easy to sell, and their experience shows that customers appreciate the excellence of these reliable brushes. They enjoy remarkable success in repeat sales, because the good-will gained by their service in use is quite naturally reflected to your store.

Meakins & Sons, Limited

Hamilton, Ont.

Warehouses: **Winnipeg, London, Toronto, Montreal, Vancouver. Pilkington Bros., Calgary, Alta.**



Wa-Ko-Ver Stain
Beautifies All Woodwork

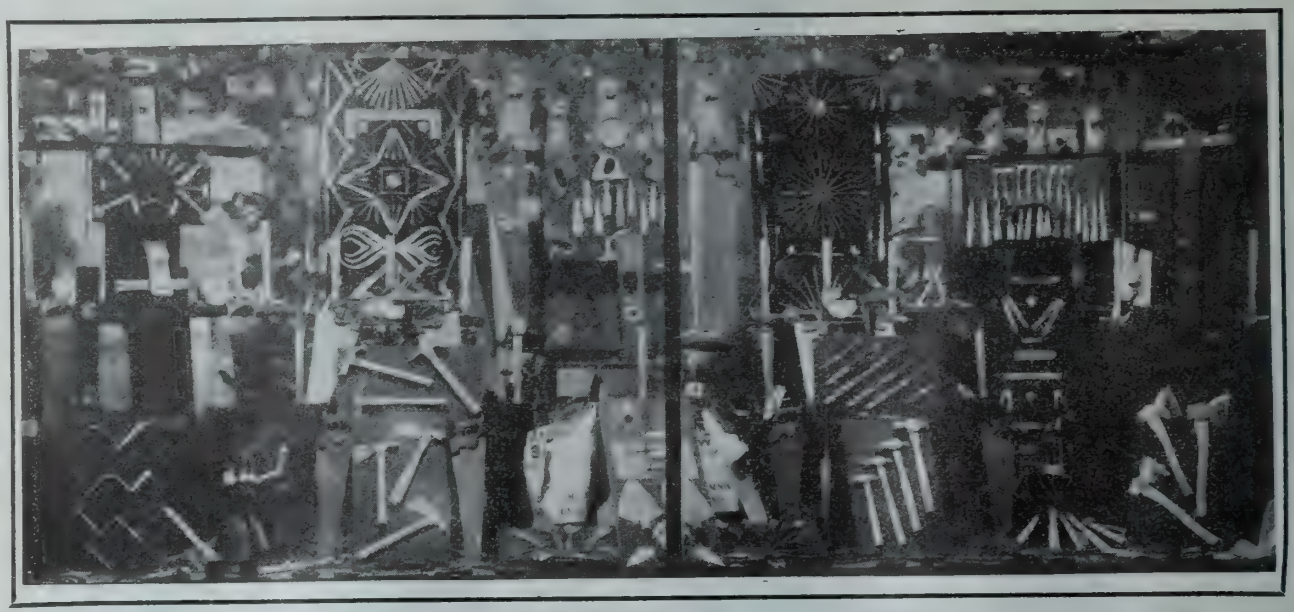
Not only does it beautify, but it wears like iron. You will find it pays in future sales always to recommend Wa-Ko-Ver Stain whenever your customers have worn floors or scratched woodwork to renovate. It restores the freshness of the floors or woodwork, pleases your customers, and makes permanent business for you. The established reputation of this effective, serviceable stain makes it a pleasure to sell. Good displays in your windows, on your counters, or other conspicuous places, remind visitors to your store, and people that would otherwise be "passers-by," of their need for Wa-Ko-Ver stain. This sales-maker will handsomely reward a little sales-effort on your part.

Write Us For Reasons Why You Should Handle This.

G. F. Stephens & Co., Limited

Paint and Varnish Makers

Winnipeg **Calgary** **Edmonton**



Should Retailers Display Your Goods?

Do You Set a Good Example?

RETAILERS have their displays in "silent salesmen," and in windows where the goods appeal silently to the desire of every passer-by.

And your goods—where do you display them to create desire in the buyers of the Canadian hardware trade?

There is one street, with one great national display window, where the hardware buyers of the Dominion throng each week eager and interested to see what new goods, new models or new messages are displayed to the trade there. This national display window is the advertising section of HARDWARE AND METAL. Its pages are intently studied each week by all the wholesale hardware buyers of Canada and over 90% of the retailers.

Let us show in detail that it pays you to display your goods in HARDWARE AND METAL's National Show Window.

HARDWARE AND METAL

"Canada's National Hardware Weekly"

143 University Avenue, Toronto, Canada

Montreal Branch, Southam Building **Winnipeg Branch, Union Trust Building**

Published every Saturday since 1888. The only weekly hardware paper in Canada and the only hardware paper in Canada that gives you a circulation statement audited by the Audit Bureau of Circulations.

The Trade Mark behind the "Hardware House of Quality"

DIAMOND A BRAND — ASHDOWN'S GUARANTEE

The Largest Wholesale Hardware Dealers in Canada

Superior Gasoline Lamps and Lanterns





The Storm King Lantern—the most efficient, safe, reliable, powerful and economical light on the market; simple in construction and operation; easy to light and extinguish, and absolutely storm-proof; can be taken apart in a few seconds if desired. The ideal lantern for campers, hunters, and summer resorts.

The Nulite Lamp is the Match Lighting Air-O-Lite. It gives a 300 candle-power light. It makes and burns its own gas from common gasoline—costs less than half a cent per hour to operate. Has no wicks to trim, no chimney to wash. Can't spill fuel or explode, even if upset. Can't be filled while lighted.



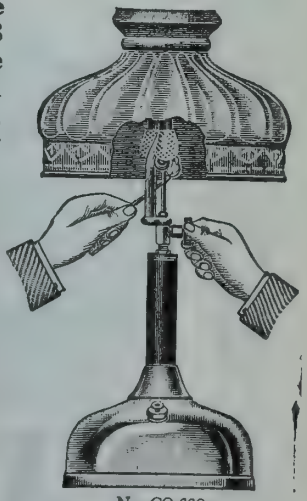
The Powerlight—The first and only Gasoline Table Lamp, proving conclusively its merit, efficiency, superiority and absolute safety. Passed and accepted by the National Board of Underwriters. Burns either Kerosene or Gasoline without adjustment.



No. LQ 327

The LQ. 327 Quick-Lite Lantern, with match generating burner, is the handiest outdoor lantern made. Gives same brilliant, pure white light of 300 candle-power at same cost. Is wind-proof, rain-proof and bug-proof. Holds a quart of fuel, enough for 12 hours' use on one filling. Just the thing for farmers, night-watchmen, plumbers, garages, builders, campers, auto-tourists, etc.

No. CQ329 Quick-Lite holds 3 pints and burns 18 hours on one filling. One in carton complete with shade, mantles, pump, wrench, hanger, cleaning pick and extra generator. Shipping weight, 9 lbs. A handsome, attractive lamp. Popular with users and easy to sell. It gives the greatest satisfaction in use and leads to many other sales. Ask for detailed information about this interesting lamp or any of the others shown here.



No. CQ 329

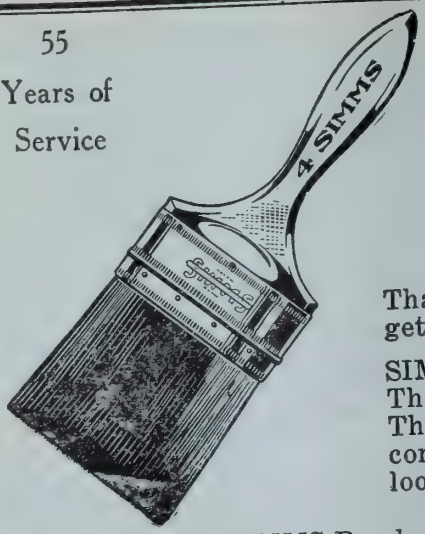
Dealers who have used or sold gasoline lamps will quickly recognize the big advantage a match-lighting lamp has over the torch-lighting styles.

The J. H. Ashdown Hardware Co., Limited

Winnipeg, Canada

Calgary **Saskatoon** **Edmonton**

55
Years of
Service



GIVING YOUR

Painter Customers

A BETTER SERVICE

That is the policy of the aggressive retailer; always on the lookout to get the **best** for his customers.

SIMMS **Better** Brushes—give **Better** Service!
They are more durable and do not shed their bristles.
The big feature is their rubber setting, which keeps the bristles from coming out; its composition will stand any bad usage, without the loosening or destroying the **brush.**

By stocking up on SIMMS Brushes—you give to your customers **the Better Service,** and incidentally secure for you the **extra** trade and goodwill which accompanies the sale of **all SIMMS** products.
Feature **SIMMS** Paint and Varnish Brushes with your paint displays.
This is the season to sell Brushes.

TRADE SIMMS SET IN RUBBER SIMMS MARK

T. S. SIMMS & CO., LIMITED
Makers of Better Brushes for 55 Years
HEAD OFFICE: ST. JOHN, N. B.
MONTREAL TORONTO LONDON
WINNIPEG OFFICE: Hammond Building, Winnipeg, Man.

GLASS

We are receiving quantities of Belgium Window Glass and can quote you very attractive prices for immediate deliveries or for import shipments. We stock or manufacture Plate, Bevelled Plate, Mirrors, Figured, Leaded, Wired and Prism Glass.

Write, Phone or Wire for Prices

Hobbs Manufacturing Company, Limited

MONTREAL TORONTO LONDON WINNIPEG



SHOT

All Sizes **25 Lb. Bags**

Kegs or any weight

Our Shot Tower overlooks the Toronto Exhibition Grounds. The highest tower in the Dominion.

Lowest Prices **Highest Quality** **Immediate Shipment**

ALSO

SHEET LEAD **BABBITT**
SOLDER **LEAD PIPE**
NAILS **WIRE**

THE CANADA METAL CO., LTD.

Toronto Montreal Winnipeg Vancouver



NORTH STAR

Dry Cells and Multiples

Can Be Relied On

---------- Always.



Made from the highest grade materials by expert workmen, every North Star Battery must give the user absolute satisfaction or we stand the loss of replacement.—No questions asked.

We guarantee North Star Batteries to give a stronger spark and last longer than any other Battery manufactured in Canada.

The "North Star" is a profitable line to sell.

Sold Everywhere by Leading Jobbers

Canada Dry Cells Limited

WINNIPEG MANITOBA

STEEL IRON METALS

WINNIPEG WAREHOUSE STOCK

REINFORCING BARS IN ALL SIZES, IN LENGTHS UP TO 60'
BOLTS: MACHINE, CARRIAGE, DRIFT, SHIPBUILDING, ELEVATOR
BAR IRON: FLAT, ROUND AND SQUARE, SMALLEST TO THE LARGEST
HEXAGON BARS MACHINE STEEL

BOILER TUBES	NUTS	RIVETS	SHAFTING
ANGLES	CHANNELS	RAILS	TEES
FORGING BILLETS	CAP SCREWS	WASHERS	SET SCREWS

GAUGE SHEETS, BLACK AND GALVANIZED, IN ALL GAUGES

GET OUR MONTHLY STOCK LIST

A COMPLETE LINE FOR
THE MANUFACTURER — THE WHOLESALER — THE CONSUMER

IF IT'S STEEL OR IRON WE HAVE IT

The MANITOBA STEEL & IRON COMPANY. LIMITED
WINNIPEG, MANITOBA

CARTER'S

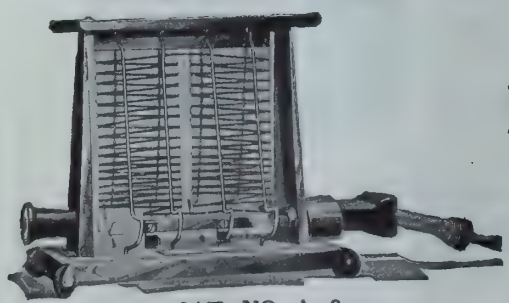
Always Recommend
CARTER'S GENUINE DRY RED LEAD

It is worth recommending. A highly oxidized and very finely ground Red Lead that is always pure, always uniform and very economical. The best protection paint for metal work, railway and marine work, steam pipes, etc.

Carter's Genuine Orange Lead, Genuine Dry White Lead and Litharge are of a similar high quality. Write for prices and particulars.

The Carter White Lead Company of Canada, Limited, 91 Delorimier Ave., Montreal

YOU CAN MAINTAIN YOUR PROFITS AT LOWER PRICES



CAT. NO. A. 8

WITH

EQUATOR PRODUCTS

A full line of dependable Appliances



CAT. NO. A. 5

EQUATOR MANUFACTURING CO., LTD. HAMILTON CANADA

TINKER TOM'S TALKS..

Tinker Tom Talk No. 315

Galvanized Seconds

You may be able to do two things by using our seconds.—

1st—Get your average cost down.

2nd—Land those "cheap jobs".

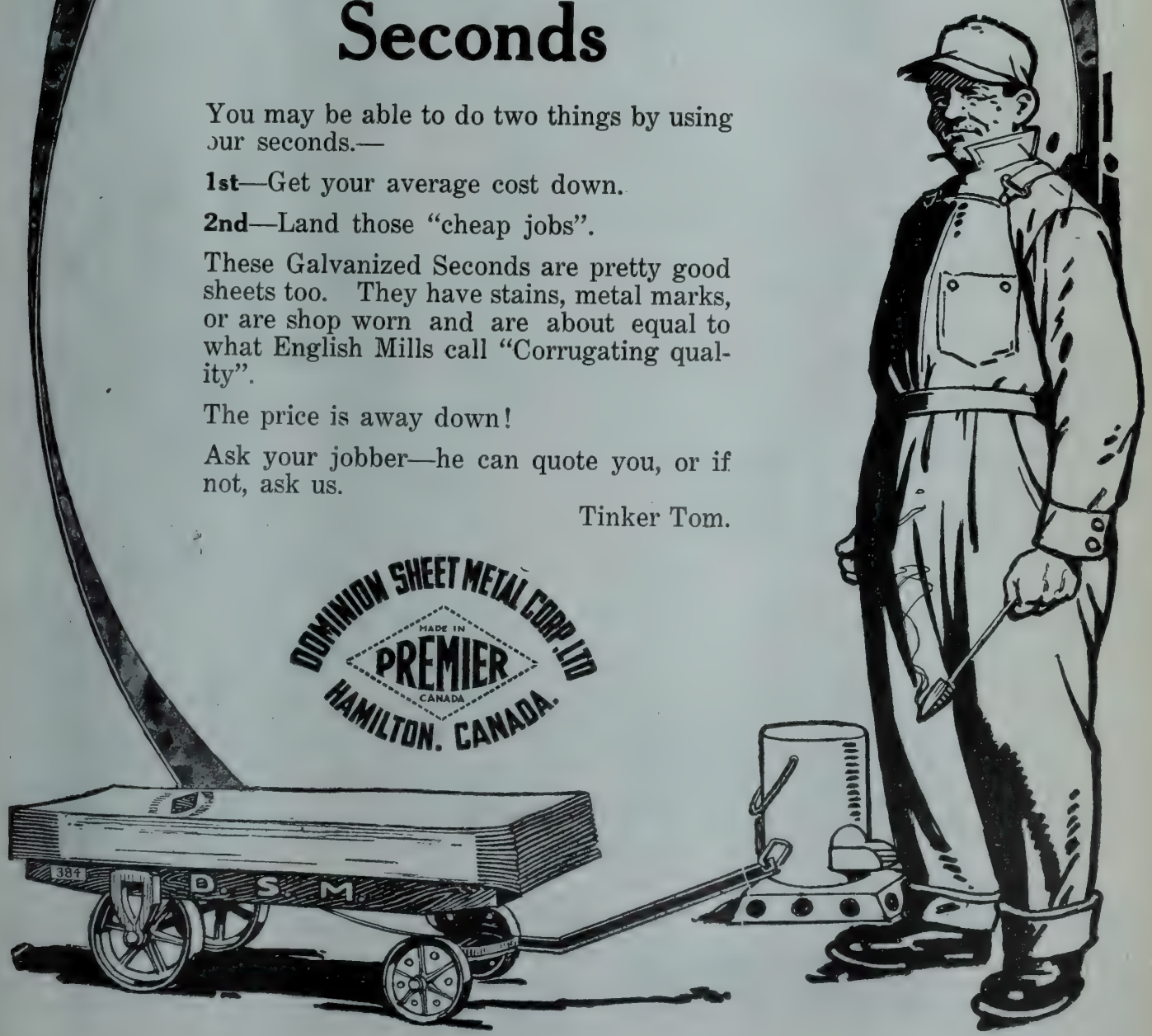
These Galvanized Seconds are pretty good sheets too. They have stains, metal marks, or are shop worn and are about equal to what English Mills call "Corrugating quality".

The price is away down!

Ask your jobber—he can quote you, or if not, ask us.

Tinker Tom.

DOMINION SHEET METAL CORP. LTD
MADE IN PREMIER CANADA
HAMILTON, CANADA.



Ford

Price $675

-Chassis Only-
Starting and Electric Lighting $85 Extra.
Price f. o. b. Ford, Ontario does not include 3% Federal Sales Tax.

The Truck for Short, Quick Hauls

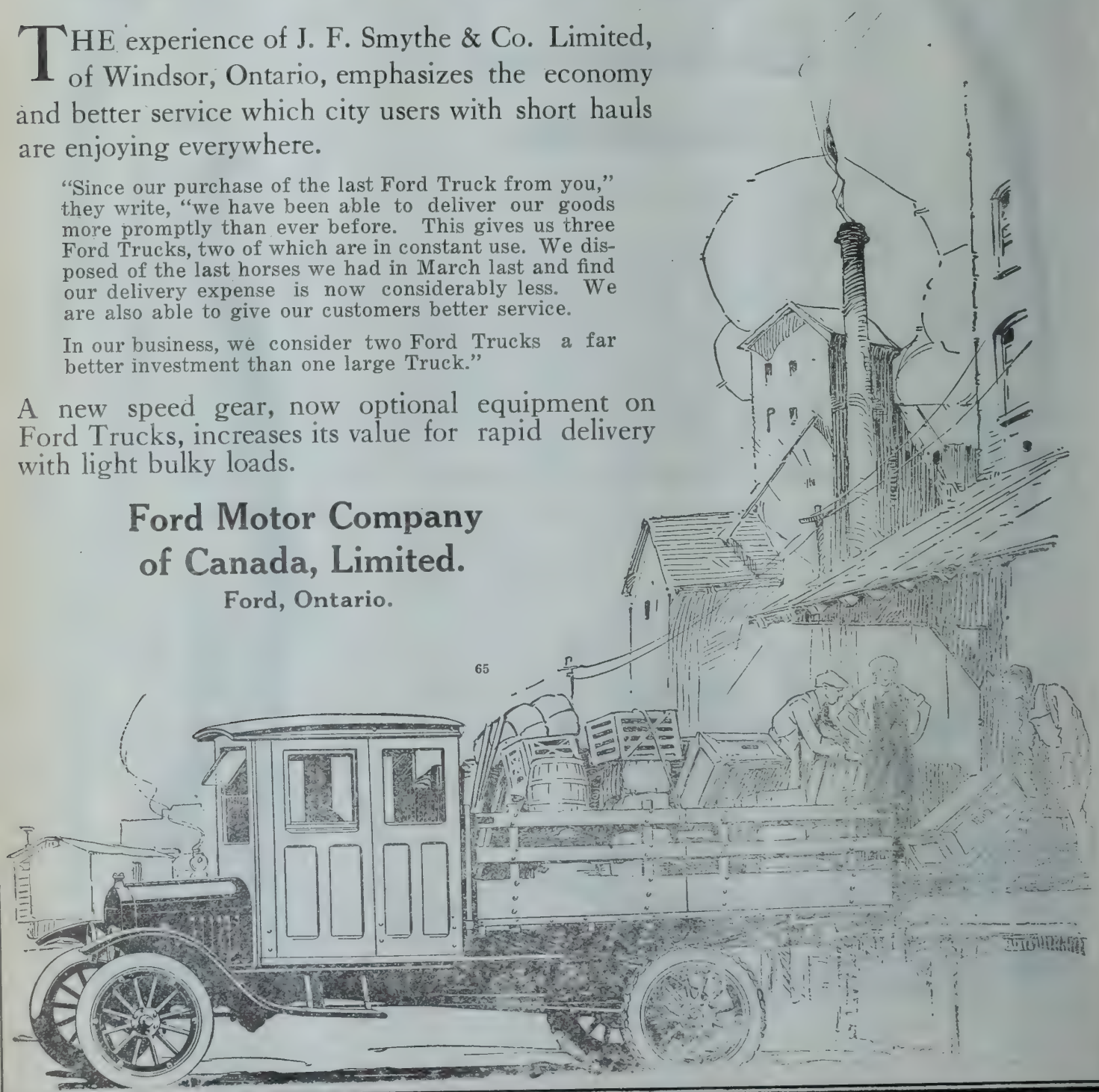
THE experience of J. F. Smythe & Co. Limited, of Windsor, Ontario, emphasizes the economy and better service which city users with short hauls are enjoying everywhere.

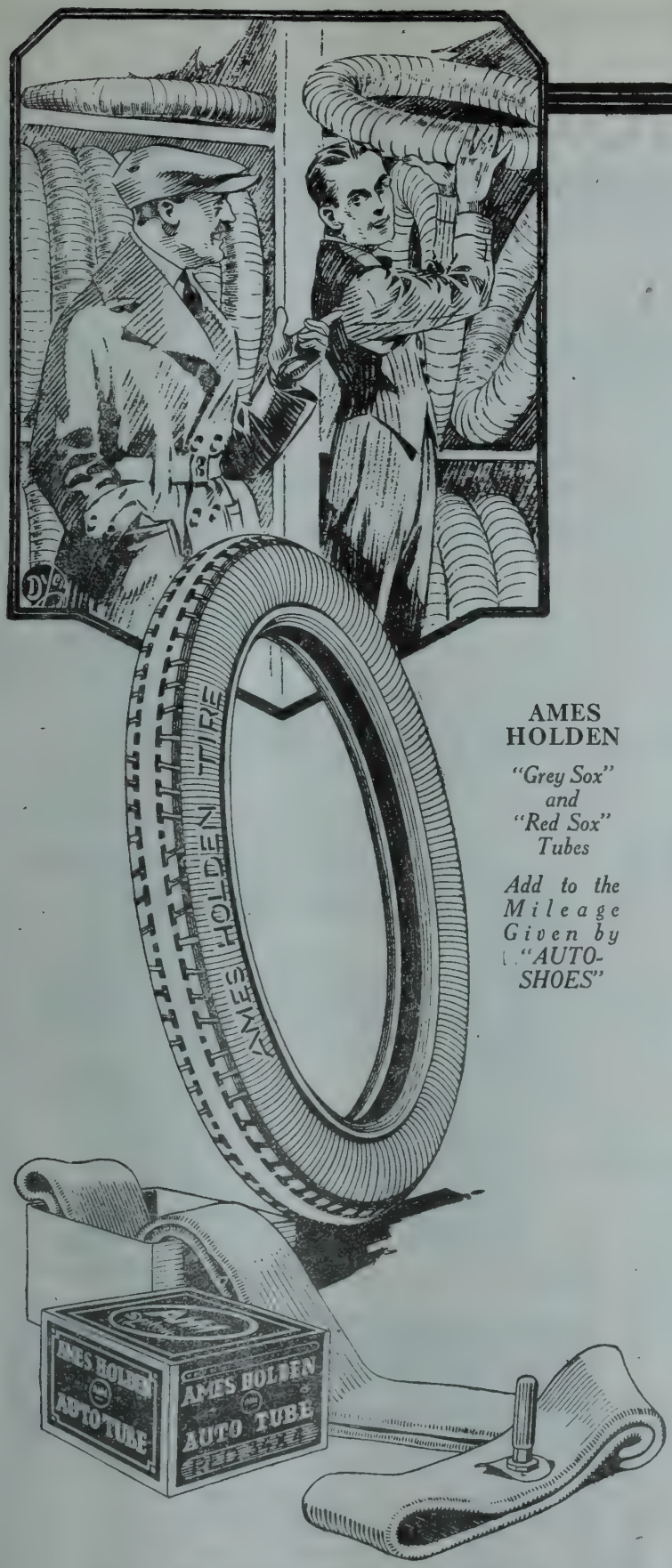
"Since our purchase of the last Ford Truck from you," they write, "we have been able to deliver our goods more promptly than ever before. This gives us three Ford Trucks, two of which are in constant use. We disposed of the last horses we had in March last and find our delivery expense is now considerably less. We are also able to give our customers better service.

In our business, we consider two Ford Trucks a far better investment than one large Truck."

A new speed gear, now optional equipment on Ford Trucks, increases its value for rapid delivery with light bulky loads.

Ford Motor Company of Canada, Limited.
Ford, Ontario.





AHM System

HERE ARE "AUTO-SHOES"

AMES HOLDEN

"Grey Sox" and "Red Sox" Tubes

Add to the Mileage Given by "AUTO-SHOES"

Any automobile casing has a right to be called a "tire"—the good, the bad, the indifferent.

The word "tire" contains nothing to indicate the origin of the casing, its character, value, mileage or reliability.

Ample reasons why we should desire a distinctive name for casings—built to give much greater than average mileage—Ames Holden "Auto-Shoes."

A name which will distinguish them from the hosts of ordinary tires indicate their superiority—identify them immediately as "the casings that give the cheapest mileage"—Ames Holden "Auto-Shoes."

The policy behind Ames Holden "Auto-Shoes" is as distinctive as the name—a policy that considers the dealer very largely—that aims at pleasant relationship and goodwill, free from irritating rules and red tape.

The reputation for excessive mileage established by Ames Holden "Auto-Shoes" is being talked of everywhere. Sales and distribution are increasing rapidly. We have a good proposition to make to you for your territory—a proposition you will be glad to consider and act upon. Write.

Ames Holden "Auto-Shoes"

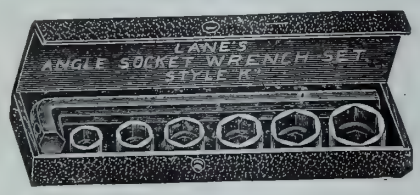
CORD AND FABRIC TIRES IN ALL STANDARD SIZES

AMES HOLDEN McCREADY LIMITED

HALIFAX, ST. JOHN, QUEBEC, MONTREAL, OTTAWA, TORONTO, LONDON
WINNIPEG, REGINA, SASKATOON, EDMONTON, CALGARY, VANCOUVER

LANE'S UNIQUE TOOLS

The Unique Angle Socket Wrench Set



Style "K" Set

Lane's Style "K" Angle Socket Wrench Set, consists of a right angle, hexagon key 8 in. long, and six round, cold rolled, hardened steel sockets, with broached hexagon openings. Size of socket openings: ½", 9/16", ⅝", also 11/16", ¾", and ⅞". Packed in Brown Karatol Case, weight 20 ozs.

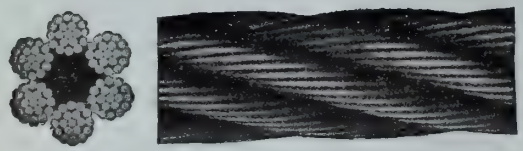
This little wrench sells splendidly because every man of mechanical intelligence appreciates its exceptional value for removing stubborn cap-screws and hexagon nuts. It is made entirely of steel, has powerful leverage, and, like all "Unique" Tools, is guaranteed against wear and breakage. It is built for speed, and never slips, or "chews up" screws or nuts.

Manufactured by

WILL B. LANE UNIQUE TOOL CO.

170 W. Randolph St., Chicago, Ill.

WIRE ROPE AND FITTINGS



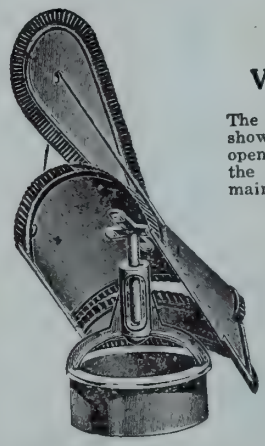
OF ALL CONSTRUCTIONS

The demand is steady. Are you getting your share of this business? We co-operate with you.

Have you a copy of our Catalogue?

We also manufacture Wire Cloth, Iron Stairways, Fire Place Screens, Window Guards

CANADA WIRE & IRON GOODS CO.
HAMILTON



O-Rib-O

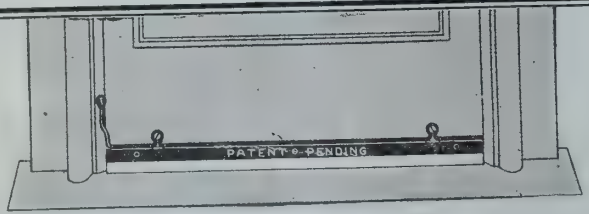
Volcano Chimney Top

The Deflector — the lower slanting part shown — receives wind through the sloped opening, directing it over the chimney on the "blow-pipe" principle, creating and maintaining a continuous draft.

Cures the worst chimneys, and closes sales with a bang. Homes, stores, churches, factories are all your prospects.

Order to-day.

O-Rib-O
Manufacturing Co.
Winnipeg, Manitoba



The Automatic Door Strip

A rubber attachment made in lengths to fit any door; works automatically; no friction; cannot wear out; no draughts; saves coal and time. Easily adjusted; satisfaction guaranteed. Write to-day.

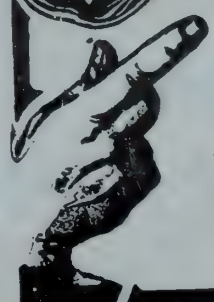
Atlas Iron, Wire and General Metal Works
815 Queen St. West, Toronto. **Phone Adel. 3889**

Manufacturers of

Elevator Enclosures; Works for Banks, Offices, etc., a specialty; Ornamental Iron Fence; Wire Window Screens; Guards for Machinery Protection.

"While we stand still we rust."

GERMANTOWN LAMPBLACK



THE L. MARTIN CO.

HEADQUARTERS FOR

LAMPBLACK

IN ENGLAND AND AMERICA

Originators of Eagle, Old Standard, Globe and Pyramid Germantown Brands.

Suppliers of Bulk Blacks to the highest class Grinding Trade.

Montreal, Toronto, Winnipeg, New York, Philadelphia, London, Eng.

"If I Were a Hardware Man"

Said a bright business man, when talking on the subject of **Opportunities,** "I would look upon the handling of some leading make of Automobile Tire as a most profitable line. A Tire represents a comparatively big turnover for a hardware sale, and the profit is in proportion. If I had to give **service,** that is, if I had to put a tire on the car for a customer, I would not consider it any more trouble than to help a customer load up his truck with a barrel of sugar, or of nails, or any other commodity that required a strong pair of hands for a few minutes. I would consider it just another way of getting a good customer to keep on coming."

"Gutta Percha"

(Cord) Tires (Fabric)

The Tires that any Hardware Man should be proud to Sell.

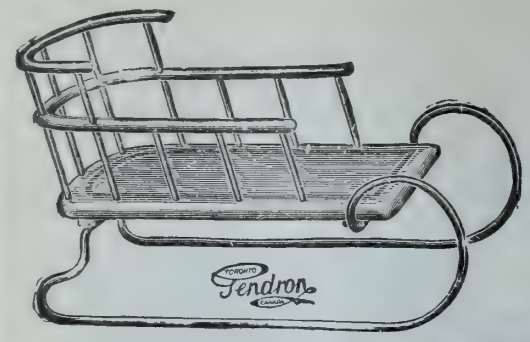
Write our nearest branch for full particulars.

Gutta Percha & Rubber, Limited

Head Offices and Factory, TORONTO

BRANCHES:

Halifax, Montreal, Ottawa, Hamilton, London, Fort William, Winnipeg, Regina, Saskatoon, Calgary, Edmonton, Lethbridge, Vancouver, Victoria



THE GENDRON MFG. CO., LIMITED

Makers of

Baby Sleighs
Boys' and Girls' Sleighs
Bob Sleighs

Order now for early delivery

THE GENDRON MFG. CO., Limited, TORONTO

BALE TIES
NAILS WIRE

Laidlaw

Time-Tested Efficiency

Laidlaw Bale-Ties are made from Bessemer Steel. Our Ties have been thoroughly tested in general use throughout the Dominion and most of the foreign countries of the world. Practical use has convinced buyers of Laidlaw efficiency. This has made Laidlaw Bale-Ties the

Dominion and World-Wide Choice

Strong, reliable and of practical design, Laidlaw Bale-Ties make good and prevent broken bales and consequent commercial loss. Laidlaw Bale-Ties are made in "Single-Loop" and "Cross-Head" styles of fastening.

The Laidlaw-Bale Tie Company
Limited
Hamilton Canada

Agencies:
A. T. Diggins, Stair Bldg., Toronto
H. E. O. Bull, 184 Mance St., Montreal
M. Bryan, 24 Aldgate, London, Eng.
Norman Jessiman, 505 Hastings St. West, Vancouver, B. C.



More Profitable Lines for the Hardware Dealer



Our products earn maximum profits for the dealer. A trial order will convince you of their great sales-producing qualities.

We manufacture—

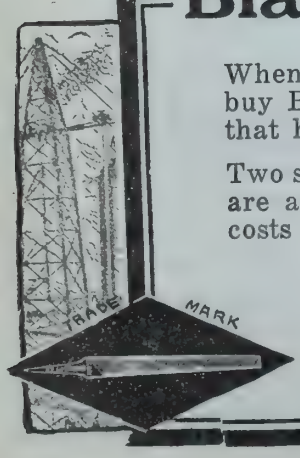
Iron, Copper and Brass Rivets
Small Washers and Burrs
Wire Nails
Countersunk Clout Nails
Escutcheon Pins (Brass and Steel)
Tubular and Bifurcated Rivets
Copper and Steel Boat and Canoe Nails, Etc.



The Parmenter & Bulloch Co., Ltd.
GANANOQUE, ONTARIO

John R. Anderson, 36 Dizier St., Montreal. E. Fielding & Son, 9 Front St. East, Toronto. David Philip, 138 Portage Ave. East, Winnipeg. W. O. Webster, 1220 Hamilton St., Vancouver.

Black Diamond for Cutting



When you buy a file, you buy cutting service For extra cutting value, buy Black Diamonds. Made since 1863 to a standard of file quality that has won highest honors at expositions and at the bench.

Two simple steps will lead to better filing except where Black Diamonds are already used. Our catalog is free for the asking. A shop trial costs nothing and will show convincing results.



Established 1863

Black Diamond File Works

G.& H. Barnett Company 1078 Frankford Ave. Philadelphia, Pa.
Owned and Operated by Nicholson File Co.



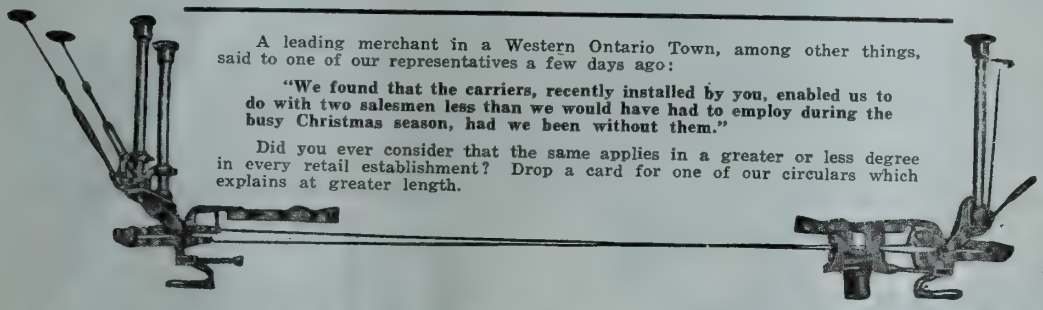
Order Northland Skis

Now for Next Season. Prices Are Down

New World's record jump is 229 feet Made by Henry Hall, February 9, 1921, at Revelstoke, B.C., on Northland Skis.

Write for Catalog

Northland Ski Mfg. Co.
St. Paul, Minn.



A leading merchant in a Western Ontario Town, among other things, said to one of our representatives a few days ago:

"We found that the carriers, recently installed by you, enabled us to do with two salesmen less than we would have had to employ during the busy Christmas season, had we been without them."

Did you ever consider that the same applies in a greater or less degree in every retail establishment? Drop a card for one of our circulars which explains at greater length.

Gipe-Hazard Store Service Co. Ltd.
113 Sumach St.
TORONTO, ONT.

FISHING TACKLE MEANS

ALLCOCK, LAIGHT AND WESTWOOD CO., LIMITED

70 King Street W. - - - - Toronto, Ontario

OUR COLORED GRADES
1B, 1A, 7, 1, 5

OUR WHITE GRADES
Jap, XC, X, XX, XXX

We can supply you with cotton waste at prices lower than any others for equal quality. Better write us your needs to-day.

ACME WASTE MFG. CO., LIMITED
492 Wellington St. W., Toronto

STERLING £ TWINES

Made in Canada by

The Sterling Twine Company, Limited
Walkerton, Ontario

Samples and prices upon application to

WILKINSON PAPER CO., LIMITED
76 Bay Street, TORONTO

Exclusive Selling Agents for Ontario

HARDWARE AND METAL is the logical medium to use if you have a message for the Canadian hardware trade.

ESTABLISHED 1849

BRADSTREET'S

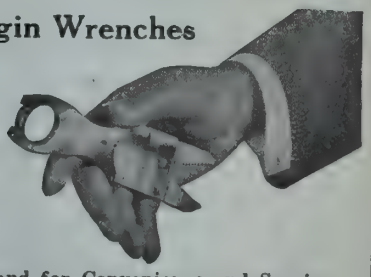
Offices Throughout the Civilized World
OFFICES IN CANADA:

Calgary, Alta.	Vancouver, B.C.
Edmonton, Alta.	Hamilton, Ont.
Halifax, N.S.	Montreal, Que.
London, Ont.	Quebec, Que.
Ottawa, Ont.	Toronto, Ont.
St. John, N.B.	Winnipeg, Man.
Victoria, B.C.	Sydney, N.S.
St. John's, Nfld.	

Reputation gained by long years of vigorous, conscientious and successful work.

John A. Thompson General Manager Western Canada
TORONTO

Elgin Wrenches



Stand for Convenience and Service.

Excel in appearance, finish, durability. The convenient wrench for inconvenient places. Convenient to use, easy to carry, effective in results.

STAR MANUFACTURING CO.
Carpentersville, Ill., U.S.A.

Premax Wall Ties



"20 Successful Years Old"

Niagara Wall Ties, of the Premax Line, are well designed, thoroughly dependable, and amply substantial for the most rigid demands.

SEE THAT YOU HAVE A GOOD STOCK OF PREMAX BUILDERS' HARDWARE, well advertised and profitable

Niagara Metal Stamping Corporation Division M **Niagara Falls, N.Y.**

Western Canadian Sales Agent, D. A. McDONALD, 141 Bannatyne Ave., Winnipeg, Man.

Window S RED Glass

Also Plate, Figured, Bent, and Ornamental Glass

Stained, Wired, Mirror

Order Early

The Toronto Plate Glass Importing Co., Limited

Don Roadway **Toronto**

THE CREDIT MAN of a manufacturing or commercial concern must know now the financial standing of the firms to whom his company extends credit. He has his Dun or Bradstreet.

The Purchasing Agent or the buyers of various departments must be convinced that the goods delivered are as represented in both weight and quality. They have their scales and testing apparatus.

The Advertising Man must know that the circulation claims of the papers with which he does business are justified by the facts. He has the reports of the Audit Bureau of Circulations.

Good firms invite investigation of their rating or their merchandise.

Good papers furnish A. B. C. reports to their advertisers.

Sanitary Engineer is a member of the Audit Bureau of Circulations.

MADE IN CANADA

Blacksmiths' Boiler Makers' Machinists' AND Pipe Fitters' Tools

Write for Catalogue

A. B. Jardine & Co.
LIMITED
HESPELER, ONT.

WHY EXPERIMENT?
WE DID IT FOR YOU YEARS AGO



IMPERIAL GENUINE



For Heavy Engines and Extraordinary Hard Work

HARRIS HEAVY PRESSURE

THE COPPER COATED CAKE

For Donkey Engines, Saw Carriages, Small Motors, Transmission Line Shafting and all stea y heavy pressure duty.



Matchless

Suitable For Slow-Moving Bearings
Write For Prices

THE CANADA METAL CO., Limited
TORONTO HAMILTON MONTREAL
WINNIPEG VANCOUVER

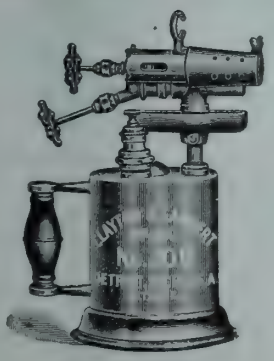
We Carry a Complete Stock of Thomas Goldsworthy & Sons

"GENUINE" Naxos Emery

All numbers from No. 8 to 140, also FF, and F, Flour Emery, English Blue Twill Emery Cloth, and English White Back Emery Cloth. All numbers.

Prices on Application ***Immediate Shipment***

JAMES HUTTON & CO.
706 Shaughnessy Building - MONTREAL



No. 208 TORCH
List Price Each $17.00
Ask for Discount

YOU CANNOT INJURE THE BURNER

of the No. 208 DOUBLE BLUNT NEEDLE TORCH by enlarging the orifice. The two BLUNT POINT NEEDLES do away with this trouble. The upper needle cleans. The lower needle regulates. This burner will burn either Kerosene or Gasoline, by changing the Jet Block, and will produce 200 to 300 degrees more heat than other makes. It is economical in the use of fuel. Jobbers supply at factory price. Send for catalog.

Clayton & Lambert Mfg. Co.
10615 Knodell Ave., Detroit, Mich., U.S.A.

MADE IN CANADA

UNIMECO WROUGHT WASHERS

Prompt Shipments

of this wide and useful range of wrought washers of every variety —in round and square, plain or galvanized.

Annealed Rivet Burrs of the same high degree of excellence can also be supplied.

"Unimeco" are the better kind with an unusual finish. They are profitable to handle. Write today for prices and information. It will pay you.

THE UNION IRON & METAL CO.
LIMITED
1951 DUNDAS ST. W.
TORONTO CANADA

Why has Hardware and Metal Such a Large Western Canada Circulation?

There are many reasons why Hardware and Metal covers Western Canada as thoroughly as the other parts of the Dominion. Some of the outstanding reasons are:—

Hardware and Metal is the *only* hardware paper giving a weekly market service from Winnipeg.

Hardware and Metal is the *only* hardware paper giving a weekly news section for Western Canada.

Hardware and Metal is the *only* hardware publication giving the trade in Western Canada a weekly market service from Montreal, Toronto, London and Pittsburgh — and Westerners are even more interested than any others in the activities in the primary markets of the East.

Hardware and Metal is the *only* publication in Canada giving the Western hardware trade a weekly service covering the activities of the hardware trade in a National way.

Hardware and Metal is the *only* hardware publication giving the Western Canada trade a weekly market service on paints, oils, varnishes, etc.

Hardware and Metal is the *only* hardware publication giving the trade any Western Canada weekly information regarding, "What Other Merchants Are Doing," Legislation, New Hardware Goods, Illustrated Articles on Display, Advertising, Etc.

Hardware and Metal during the twelve months of the year, supplies the Western Canada hardware trade with more market information, more new goods information, publishes more illustrations of window displays, store interiors, and retailers' advertisements than all the other Canadian hardware trade publications combined.

Incidentally, Hardware and Metal is the *only* hardware trade publication in Canada that will supply you with an Audit Bureau of Circulations statement, thus proving what it really has in the way of circulation in Western Canada.

MORAL—*If you are interested in Western Canada trade, advertise in the paper that is read by the Westerners and has gained its present dominating position in the West, as well as in other parts of Canada through 33 years of honest effort to give the trade each week the best in hardware trade newspaper service.*

HARDWARE AND METAL

"Canada's National Hardware Weekly"

143 University Avenue, Toronto, Canada

Montreal Branch, Southam Building **Winnipeg Branch, Union Trust Building**

Published every Saturday since 1888. The only weekly hardware paper in Canada and the only hardware paper in Canada that gives you a circulation statement audited by the Audit Bureau of Circulations.

NAILS
WIRE
BALE TIES

WIRE HOOPS FOR KEGS *and* BARRELS
STRAIGHTENED RODS
COPPERED AND TINNED WIRE

Are You a User? Did You Read This Ad.? If So, Ask for Prices.

THE GRAHAM NAIL WORKS

Operated by the CANADA METAL CO., Ltd.

TORONTO



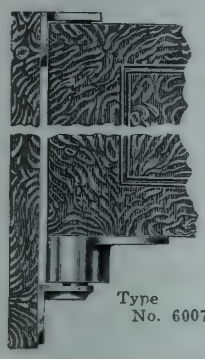
Service Counts!

Eavetrough, Conductor Pipe and Elbows, Ridge Roll, Valleys, Corrugated Iron, and a large stock of Galvanized and Black Sheets.

"We Ship While Others Are Thinking About It."

Wheeler & Bain

Toronto, Canada



Type No. 6007

TRADE CSB CO MARK

TRADE CHICAGO MARK

SPRING HINGES

This type of hinge is for office gates. It is known as the Chicago "Sagless" Gate Spring Pivot Hinge.

It has Ball Bearings.

No matter if the gate is **heavy** or **wide**, it will swing it **easily** without **sagging**.

The spring does not carry the weight of the gate and a very light tension is applied—a desirable feature on office gates.

Backed by a world-wide reputation.

Chicago Spring Butt Company,

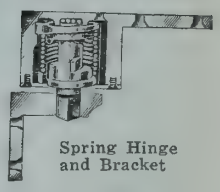
CHICAGO NEW YORK

Send for Catalogue 36



Top Pivot.

Top Socket



Spring Hinge and Bracket

PINK'S LUMBERING TOOLS

The Standard Tools in every province of the Dominion, New Zealand, Australia, etc.

We manufacture all kinds of lumber tools. Light and Durable.

LONG DISTANCE PHONE No. 87.

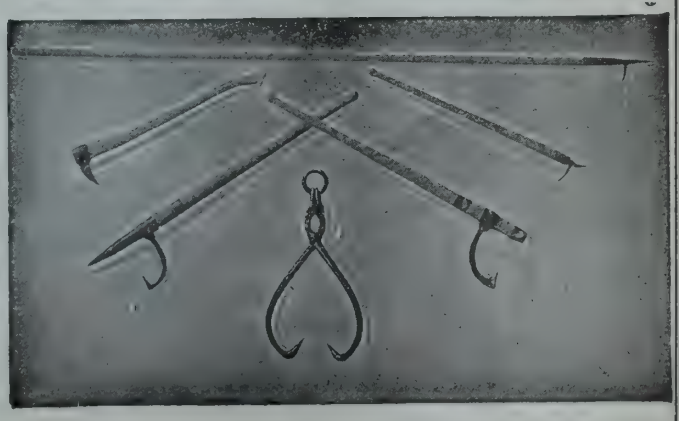
Send for Catalogue and Price List.

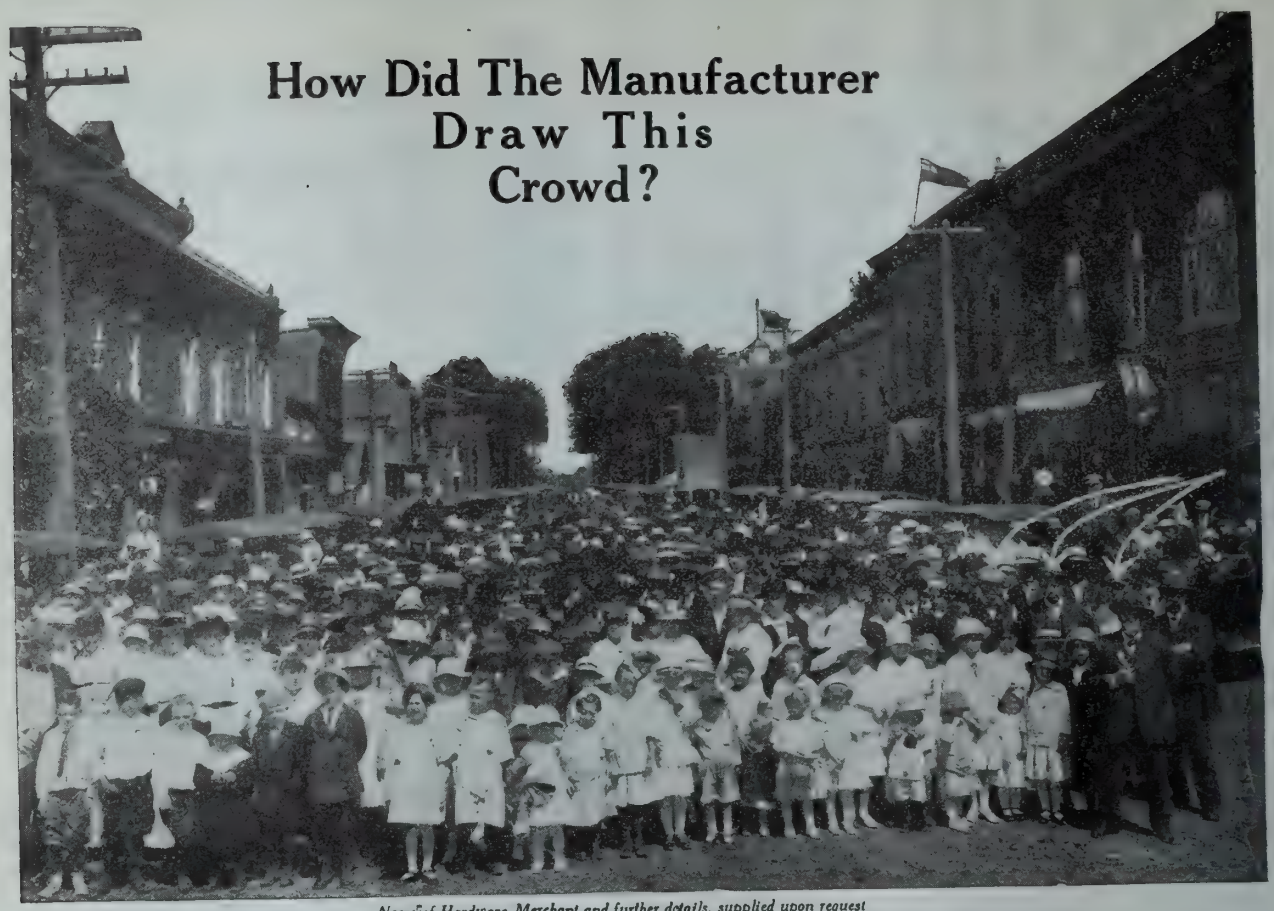
Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

THOS. PINK COMPANY, LIMITED

Manufacturers of Lumber Tools

Pembroke Ontario





Name of Hardware Merchant and further details, supplied upon request

The Answer is—He Didn't!

THE crowd was drawn by a hardware firm in an Ontario town of 700 population. This crowd of over 1,000 people represents customers of the store, drawn from miles around, to attend the picnic given by this firm to its customers. Surely this is evidence of the close relationship between this hardware firm and its customers.

The close relationship between retailer and customer in this instance is typical of conditions existing in hundreds of Canadian towns, villages and cities.

The average hardware merchant (particularly in the smaller cities and towns) has been established for many years. He has a big business connection built up through years of efficient service to his customers. He is well rated, and a desirable man with whom to do business. He influences the buying habits of the people in his community, and in over 90% of the sales made, he is the deciding factor. *"Which one do you recommend?"* is a question asked thousands of times each day in the hardware stores of Canada.

If you can get the effort and enthusiasm of the retail hardware merchants and their clerks, plus their window and interior displays and local advertising behind your goods, you will have secured the co-operation of one of the greatest available selling forces.

HARDWARE AND METAL is paid for, and read, by all the wholesale hardware buyers of Canada, and over 90% of the retailers from coast to coast. They are the men who control the sale of your products to the hardware consumers. HARDWARE AND METAL can put your story before, practically, the entire Canadian hardware trade. One of our representatives would be glad to give further details.

(Only hardware paper in Canada with membership in the Audit Bureau of Circulations).

HARDWARE & METAL

Canada's National Hardware Weekly since 1888

143-153 University Avenue - - Toronto, Canada

Published every Saturday since 1888. The only weekly hardware paper in Canada, and the only hardware paper in Canada that gives you a circulation statement audited by the Audit Bureau of Circulations

Montreal Branch, Southam Building **Winnipeg Branch, Union Trust Building**

An Axe is as Strong as its Handle

STILL'S

—will give you a stronger working tool, for **STILL'S HANDLES** are made from the best of Canadian Woods.

The sale of

STILL'S HANDLES

far exceeds all other makes.

There's a reason.

Axe, Pick, Sledge and Hammer Handles, Cant Hook and Peavie Handles.

It pays to sell **STILL'S.**

J. H. Still Mfg. Company
ST. THOMAS -:- ONTARIO



IMPERIAL
ACID CORE
ROSIN CORE
PASTE CORE
WIRE SOLDER
for AUTOMOBILE and GENERAL SOLDERING WORK, Canadian Made.

ALSO IMPERIAL SOLDERING PASTE

THE CANADA METAL CO., LIMITED
TORONTO HAMILTON MONTREAL WINNIPEG VANCOUVER



18 Kinds

Tubular, Steel Tray, Wood, *for* Contractors, Foundries, Machine Shops, Farm and Garden.

Here is illustrated the C-71 Favorite for General Purposes.

MADE BY

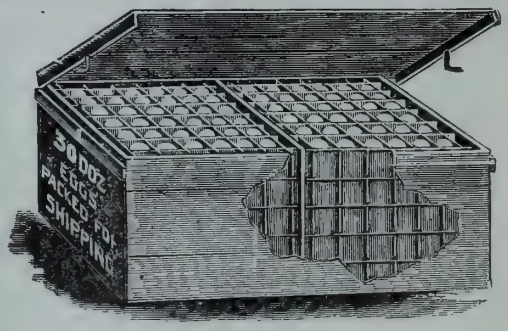
THE BATEMAN-WILKINSON CO., LTD.
TORONTO, ONTARIO

Staple and Nail Machines
High Grade, High Speed

LOCK WASHER EQUIPMENT
of the most up-to-date kind

Sleeper Hartley, Inc.
WORCESTER, MASS.

THE MILLER BROS. CO., LIMITED



Manufacturers of
White pulp egg case fillers and extra flats in standard and extra large sizes for 12 and 30 dozen egg crates.
20-38 DOWD STREET, - MONTREAL, CANADA



Mincing Machines

The knives and plates are made of wrought Swedish Steel of finest quality. The Mincers may be had tinned all over or enamelled white inside and japanned red outside. A line that sells on merit with profitable results. Write for more details.

Canadian Agent:
F. W. Lamplough & Co. *46 ALEXANDER ST., MONTREAL*

WANT ADS

If you want a buyer, clerk, salesman, traveler, position, you can reach the best men in the trade through these columns.

If you wish to buy or sell a business, or dispose of overstocks, you can reach a larger number of hardware men through this page than in any other way.

Rates (payable in advance) 2 cents per word. An additional charge of 10 cents for each insertion is made when Box Number is required. Each figure counts as one word. When panels are desired a charge of $2.20 is made for a panel 1 inch deep by 2⅛ inches wide.

Address all advertisements for this section to HARDWARE AND METAL, 143-153 University Ave., Toronto, Can.

HELP WANTED

MANAGER WANTED—A LARGE WHOLESALE Hardware concern in the East requires a capable and experienced man who can take complete charge of Order Department and handle large staff. Reply, stating qualifications, salary expected, etc., to Box 99, Hardware and Metal.

WANTED—SALESMAN TO SELL ELECTRICAL and Hardware dealers. Salary two hundred dollars monthly and expenses. Reply, stating lines sold and length of experience. Apply Box No. 11.

A BRIGHT YOUNG MAN WITH ONE TO two years' retail hardware experience. Splendid chance for improvement. Apply G. A. Binns, Newmarket, Ont.

MANAGER WANTED — EXCEPTIONAL OPportunity exists in Western wholesale business for capable hardware man experienced in organizing, selling and management, to act as joint general manager. Salary, five to seven thousand dollars, with later opportunity of purchasing interest in business. Replies will be treated in strict confidence. Address Box 129, Hardware and Metal.

WANTED — FIRST-CLASS HARDWARE clerk, married, seven years' experience. Could take charge. Advancement is what I am after. State salary. Write to J. Entwistle, Springside, Sask.

WANTED

WANTED—AGENT ON COMMISSION WITH good trade connection, in Provinces of Ontario and Quebec, to handle a line of British Pressed Steel Grease Cups, to manufacturers and wholesale hardware. Would also give territory for the Universal Hose Clamp and other lines. William M. Gordon & Co., 300 Chambers of Commerce, Winnipeg.

HARDWARE BUSINESS — ABOUT SEVEN thousand. Give particulars. Will pay cash, or will accept position with good firm. Have had hardware business experience. Box 65 Hardware and Metal.

HARDWARE BUSINESS — WANTED TO purchase in good town. Box 31 Hardware and Metal.

HARDWARE BUSINESS WANTED—I WANT to purchase a hardware business. Parties wishing to sell kindly give full particulars in first letter. L. O. Charlesworth, Wheatley, Ont.

WANTED—ONE TINNER'S 8-FOOT LIGHT Brake, One Tin Faulder, 30 in. J. E. Casson, 601 Esquimalt Road, Victoria, B.C.

SITUATIONS WANTED

EXPERIENCED HARDWARE SALESMAN and Stockkeeper. Box 82 Hardware and Metal.

STEADY, SINGLE MAN, 8 YEARS EXPERience, also bookkeeping experience, would like steady position with wholesale or retail store in city or town. Box 19 Hardware and Metal.

FIRST CLASS HARDWARE MAN WITH fourteen years' retail experience, three and a half years as store manager, open for position as manager in town or city. Best of references. Apply Box 106, Hardware and Metal.

FOR SALE

FOR SALE — SET OF TINSMITHS' TOOLS. John L. Wilson, Enterprise, Ont.

FOR SALE—HARDWARE BUSINESS IN GREY county. Stock about seven thousand. Can be reduced. Large store and dwelling under same roof. A real proposition, so act quickly. Ill-health reason for selling. Box 170 Hardware and Metal.

MISCELLANEOUS

NICKEL PLATING — ORDERS EXECUTED promptly. Prices on application. Communicate with F. W. Higginson, 173 William St., Montreal. Telephone Main 8144.

Advertisements on this page
2 cents a word
payable in advance

Opportunities are offered every week on this page.

Are you making use of them?

Have you any small needs?

Do you want to sell anything?

If so, advertise on this page and watch results.



THE PROGRESSIVE MANUFACTURING CO.
Torrington, Conn., U.S.A.

FORSTNER BITS

bore their way right through tough, hard, knotty, cross-grained wood and leave a smooth hole and clean surface. That's performance. THEY DIFFER FROM ALL OTHER BITS, BEING GUIDED BY THE RIM INSTEAD OF THE CENTRE. That's scientific construction. They bore any arc of a circle and can be guided in any direction. That's adaptability. Made for Brace-made Machines. Packed singly; packed in sets. That's convenience. And they sell to Wood Workers, Carpenters, Cabinet Makers and others. That's why you should sell them. Order through your jobber to-day.



TRADE MARKS

Any trade-mark shown on this page, when stamped on an article of hardware, is the manufacturer's personal "O.K.," guaranteeing the quality of the product.

Metal Stamping and Press Work to Order

Also name plates, embossed trade checks, time checks, badges, steel stamps and stencils or anything in steel or brass lettered or embossed to order.

The Hamilton Stamp and Stencil Works, Limited, Hamilton, Ont.

"Dazee Brand" Woodenware

Buy Western-made Washboards, Step Ladders, Bake Boards, Ironing Boards, Clothes Horses, Tub Stands, etc. For sale by all jobbers. We guarantee the quality will please you. If jobber does not supply you write us direct.

The Brett Mfg. Co., Limited
WINNIPEG, MAN.

DOON TWINES, LIMITED
KITCHENER, ONT.

Manufacturers of all kinds of Twines and Cordage, Plow Lines, Clothes Lines, Ropes, etc. Write for samples and prices.

MILLS AT DOON and KITCHENER, ONT.

Look for the full name
RUSSELL JENNINGS
stamped on the round of our
AUGER BITS
The original double twist auger bit, Patented by Mr. Russell Jennings in 1855.
RUSSELL JENNINGS MFG. CO.
Chester, Conn., U.S.A.

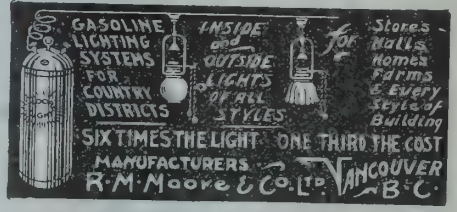
STERLING
Hack Saw Blades and Machines
Manufactured by
Diamond Saw & Stamping Works
BUFFALO, N.Y.

"Monarch" & "Safe-Lock" Fencing

We make Farm, Lawn and Poultry Fencing, Gates, etc., and *sell exclusively to the Hardware Trade.* Write for Agency.

Owen Sound Wire Fence Co. Ltd.
OWEN SOUND, ONT.

Sash Weights
Wall Washers
All Kinds of
Plain Duplicate Gray Iron Castings
CANADIAN DIE CASTING CO., LIMITED
Drummond Building, Montreal



WILKINSON & KOMPASS
TORONTO HAMILTON WINNIPEG
IRON AND STEEL
HEAVY HARDWARE
MILL SUPPLIES
AUTOMOBILE ACCESSORIES
WE SHIP PROMPTLY

BATH ROOM FITTINGS
K NIAGARA
KINZINGER, BRUCE & CO., LIMITED
NIAGARA FALLS, CANADA
WHAT WE MAKE WE GUARANTEE
AUTO ACCESSORIES

PETERBOROUGH CANOES



High Grade Canvas Covered and Wooden Canoes, Row Boats etc. Paddles and Oars
Peterborough Canoe Company Limited
255 Water Street Peterborough, Canada.



Cameron Metal Drawers
LONGER WEAR, BETTER SERVICE
Write us for Prices and Particulars of Cameron Wall Cases and Fixtures
Cameron & Co.
74 Logan Ave. Toronto, Ont.



POULTRY LEG BANDS, EAR TAGS AND BUTTONS FOR STOCK



Retail Prices
Single Spiral Colored Bands . . . $1.00 for 100
Ribbon Bands Colored . . . . . $1.65 for 100
Challenge Adjustable Bands . . . .90 for 100



Cattle Ear Tags and Buttons, prices according to amount of printing required. Catalogue Free
RIDEAU SPECIALTY CO.
MANUFACTURERS. SMITHS FALLS, ONT.



INDEX TO ADVERTISERS

Acme Waste Mfg. Co., Ltd. ... 71
Aero Mfg. Co., Limited 24
Allcock, Laight & Westwood .. 71
Aluminum Goods Mfg. Co. 31
Ames Holden McCready, Ltd. . 67
Ashdown Hardware Co., J. H. 61
Atlas Iron, Wire and General Metal Works 68
Austin, James & Sons, Ltd. .. 26

Banwell Hoxie Wire Fence Co. Limited 14
Barrett Co., Ltd. 19
Barnett Co., Ltd., G. & H. .. 70
Berry Bros., Inc. 56
Brett Co., The 79
Birkett, Thos. & Son, Limited 20
Bradstreets 71
Brantford Cordage Co., Ltd. .. 12
Boeckh Co., Ltd. 53
Butler & Co., Geo. 29
Butterfield & Co. 7

Cameron & Co. 79
Canada Metal Co. 63-73-77
Canada Steel Goods Co., The .. 3
Cane & Sons Co., Ltd., Wm. .. 25
Can. Wire & Iron Goods Co. .. 68
Canada Dry Cells, Limited .. 63
Canadian National Carbon Co., Limited 60
Canada Die Casting Co. 79
Can. Foundries & Forgings Co., Limited 11
Canadian Oil Companies, Ltd.. 13
Chamberlain Desolvo Co. 30
Channell Chemical Co. .. .. Inside front cover
Cartland, Jas., & Son 27
Carborundum Company 00
Carter White Lead Company of Canada, Ltd. 64
Colts' Patent Fire Arms Mfg. Co. 12
Clayton & Lambert Mfg. Co. .. 73

Chicago Solder Co. 16
Crane, Limited 6
Chicago Spring Butt Co., Ltd. 75
Clemson Bros., Inc. 18
Crookes & Son, John 29
Collette Mfg. Company 15
Commercial Oil Company, Ltd. 24
Continental Paper Products, Ltd. 10

Davidson Mfg. Co., Ltd., The .. 10
Diamond Saw & Stamp. Wks. 79
Disston, Henry & Sons 22
Dominion Cartridge Co. 32
Dominion Rubber System, Ltd. 21
Doon Twines, Ltd. 79
Dominion Sheet Metal Corp. .. 65
Dowswell Lees & Co., Ltd 8
Dustbane Mfg. Co. 12

Ellin, Thos. & Co., Ltd. 28
Empire Level Mfg. Co. 30
Equator Mfg. Co. 64

Fenton Brothers & Ellin, Ltd. 29
Fittings, Limited 24
Ford Motor Co., Ltd. 66
Fraser Company 17

Gipe-Hazard Store Service 71
Gutta Percha & Rubber, Ltd... 69
Gendron Mfg. Co. 70
Glidden Co., The 51
Graham Nail Works 75
Great Western Smelting and Refining Co. 24

Hamilton Stamp & Stencil Works Ltd. 79
Hamilton Stove & Heater Co. 16
Hobbs Mfg. Co. 62
Hutton & Co., James 73
Hoyt Metal Co. 30

Imperial Varnish & Color Co. Limited 57
International Business Machines Back Cover

Jardine & Co., A. B. 73
Jennings Mfg. Co., Russell .. 79
Johnson Inc., Edward E. 20

Kinzinger, Bruce & Co., Ltd.. 70

Laidlaw Bale & Tie Co. 70
Lamplough & Co., F. W. 77
Lane Unique Tool Co., Will B. 68
Leslie & Co., Ltd., A. C. 34
London Rolling Mill Co. 25
Lufkin Rule Co. of Can., Ltd. 80

Manitoba Steel & Iron 64
Marples & Co. 28
Martin & Co., L. 68
Mica Co. of Canada, Ltd. 30
Miller Bros. Co., Limited 77
Mitchell, R. S. 29
Maxwells, Limited 20
Meakins & Sons, Ltd. 58
Moore & Co., Benj., Ltd. 55
Moore & Co., R. M. .. .,.... 79
Morrison Brass Co., James .. 10
Myers & Bro., F. E. 25

Napper & Davenport 27
Nicholson File Co. 23
Northland Ski Mfg. Co. 71
Niagara Metal Stamp Corp. .. 72
Nova Scotia Steel & Coal Co. . 25

Oakey & Sons, John 30
O-Rib-O Mfg. Co. 68
Owen Sound Wire Fence 79

Peterborough Canoe Co., Ltd. 79
Parmenter, Bulloch & Co. .. 70
Pedlar People, Limited 30
Pink Co., Thos. 75
Progressive Mfg. Co. 78

Russell Jennings Mfg. Co. .. 79
Rideau Specialty Co. 79
Rice Lewis & Sons, Ltd. 1

Sanderson-Harold Co., Ltd. .. 24
Sharratt & Newth 29
Shambrook, W. D. & Co. 5
Sheet Metal Products 2
Sleeper Hartley, Inc. 77
Simms, F. S. & Co. 62
Specialty Mfg. Co. 24
Star Mfg. Company 71
Standard Paint Co., of Canada Front Cover
Starrett Co., L. S. 15
Stephens & Co., G. F. 59
Steel Trough Machine Co., Ltd. 18
Steel Co. of Canada, Ltd. 9
Still Mfg. Co., J. H. 77
Stratford Brass Co., Ltd. 112

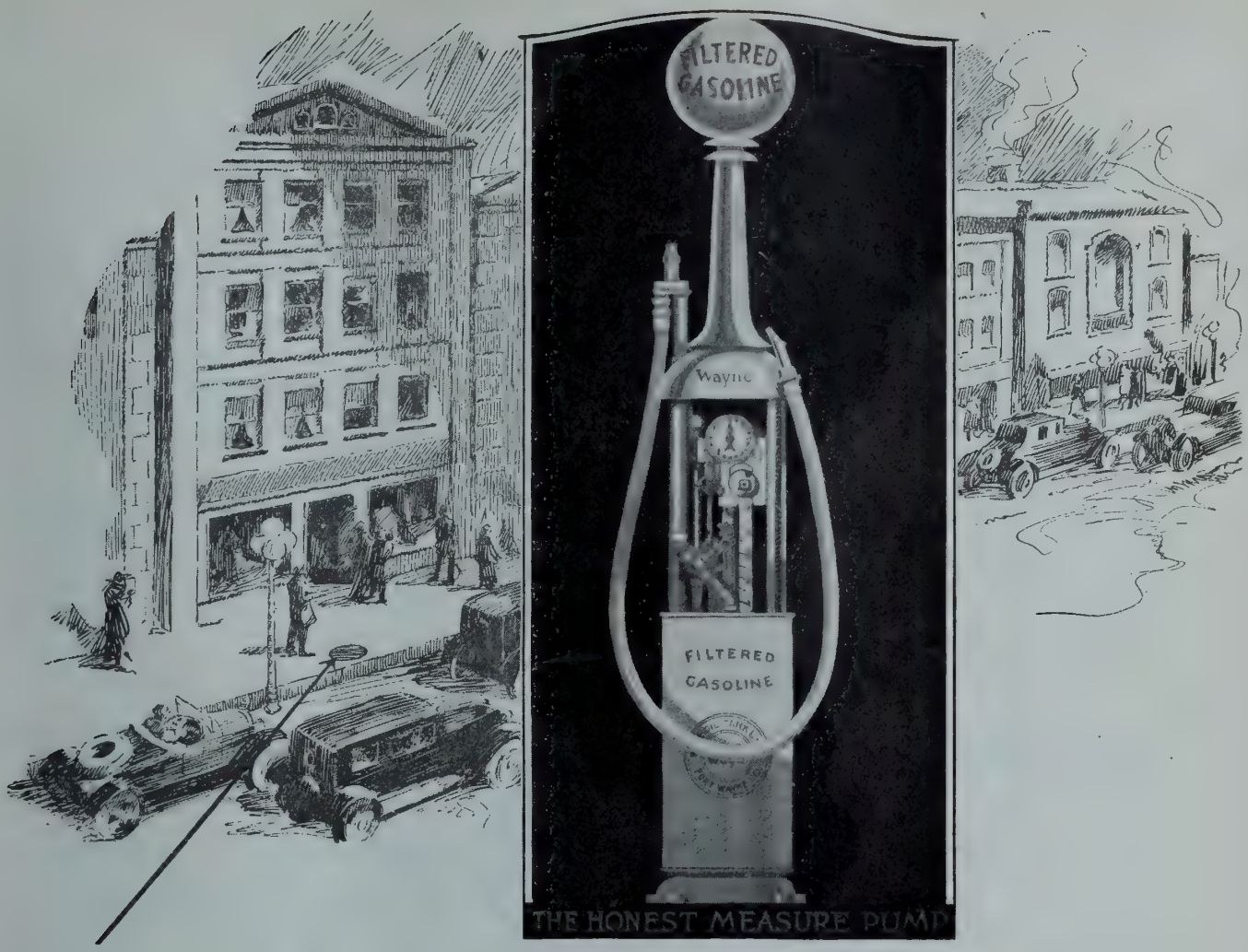
Taylor-Forbes Co., Ltd. 34
Toronto Plate Glass Imp. Co. 72
Trees & Co., Samuel 17
Trimont Mfg. Co. 18

Union Transit Co. 30
Union Iron & Metal Co. 73
United Brass Founders & Engineers 26

Vono Company, The 28

Wayne Oil Tank & Pump Co. Inside Back Cover
Want Ad. Page 78
Wentworth Mfg. Co. 20
Western Hdwe. Mfg. Co. 23
Wheeler & Bain, Ltd. 75
Wiebusch & Hilger, Ltd. 14
Wilkinson Paper Co., Limited . 71
Wrought Washer Mfg. Co. .. 23
Wilkinson & Kompass 79
Wyatt's Products 25





People Walk Over It — Hundreds of Cars Drive By It—Only YOU Can Make It Profitable

It's that spot at your curb. Just 1½ square feet in front of your store.

Put a Wayne Honest Measure Pump out there and get the profit that naturally belongs to you. Not only will a Wayne pump create business for itself, it also directs trade to your store and is responsible for increased sales.

With the model shown above, twenty gallons per minute are readily obtained—40% faster than any one-gallon model. This means 40% more trade waited upon in the same length of time, 40% less labor, an equal saving in wear and tear on pump. Rapid in delivery, accurate in measure, easy to operate.

Remember: A Wayne Pump in front of a store is the sign of a dealer who believes in *clean* gasoline and *clean* business.

We are always glad to give Hardware dealers full information about our pumps, and we co-operate with them to the limit to build good will through 100% service to customers.

In writing ask for Bulletins 276 HM, 310 HM and 2500 HM.

CANADIAN TANK & PUMP COMPANY

121 Adelaide Street **Toronto, Ontario, Canada**

Wayne

TRADE MARK

OIL CONSERVATION SYSTEMS

Gasoline and Oil Storage Systems	**Heavy Metal Storage Tanks**	**Oil Filtration Systems**	**Oil Burning Systems**	**Furnaces for Metal Melting Forging and Heat Treating**

DAYTON

For Lighter Work



For Larger Profits

Business that stays is Business that Pays

Build it with the

DAYTON HARDWARE SCALE

Don't tell people you're honest and efficient. PROVE IT all day and every day by using Dayton Hardware Scales and plenty of them. Dayton means

HONEST SERVICE.

The International Dayton Scale gives accurate weight to the fraction of an ounce.

It computes to the fraction of a cent the money value of the goods weighed.

It saves time and prevents errors, enabling the merchant to get the profit to which he is entitled, and insures the customer that he gets full value for the money he expends.

EFFICIENT SERVICE.

The International Dayton Scale saves the time of the clerks and the time of customers every time anything is weighed.

It engenders confidence in the customer's mind in the integrity of the store that uses it.

It is the standing medium of good-will between merchant and customer. It brings the business that stays.

International Business Machines — SPEED ACCURACY ECONOMY

INTERNATIONAL BUSINESS MACHINES CO., LIMITED.

FRANK E. MUTTON, Vice-President and General Manager. Head Office and Factory—Royce and Campbell Avenues, Toronto.

For your convenience we have Service and Sales Offices in Vancouver, Calgary, Edmonton, Saskatoon, Winnipeg, Walkerville, London, Hamilton, Toronto, Ottawa, Montreal, Quebec, Halifax, St. John's, Nfld.

Also manufacturers of International Time Recorders and International Electric Tabulators and Sorters.

TRADE MARK AND RETAIL SALESMEN'S NUMBER

Published Every Saturday Since 1888

Hardware and Metal

Vol. XXXIII. No. 25 THE MACLEAN PUBLISHING COMPANY, LIMITED PUBLICATION OFFICE: TORONTO, CANADA JUNE 18, 1921

Tinker Tom Prophesies

TALK NO. 316

Just a year ago

We were hoping for relief from Railway troubles and predicting better deliveries soon. Everybody was pressing us for rush deliveries at top-notch prices, but—

Oh, what a change !

When the Summer passed all the business in the World passed too, and you'll recall we predicted lower prices and changed conditions when others "hooted" the idea.

and Now ?

The Prince is now a Pauper! That's exactly what we said, January 20th, 1920, in the old reliable Hardware & Metal, would occur. Fortunately the swing has started back, maybe not so vigorously but it's on the way! If you're wise, you'll begin to think seriously of buying at the bottom which will soon be here, if it isn't here now.

—Tinker Tom

Who Works (Lucky!) For

Dominion Sheet Metal Corpn.,
Limited, Hamilton





A Trial Convinces

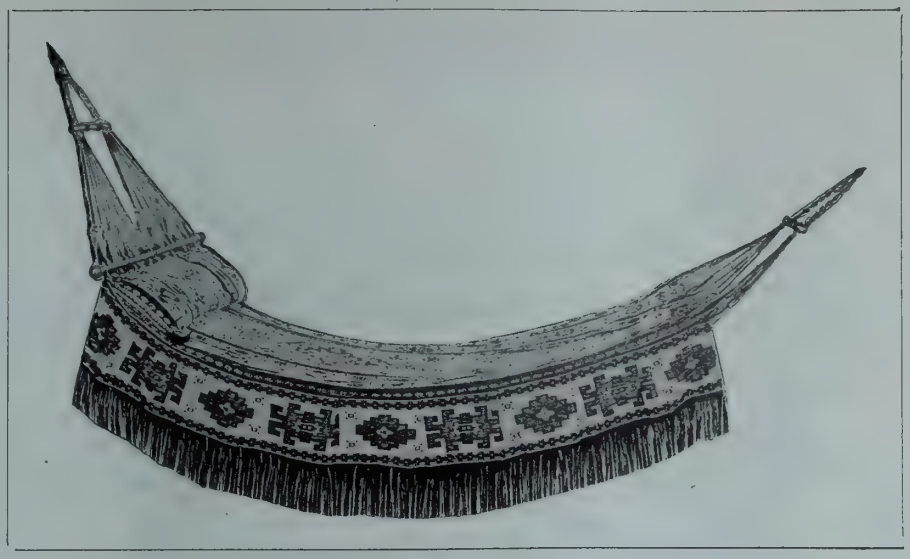
and your customer comes back for more

Our Advertising is daily inducing more women to try O-Cedar products. The quality of these goods is constantly making repeat sales to those who once give them a chance to reveal their advantages as economizers of time and labor in the home.

CHANNELL LIMITED - Toronto

O-Cedar Polish

In Bottles	In Tins	O-Cedar Polish Mop
20c and 60c.	$1.50 to $3.50	Sells at $2.00



SAMSON HAMMOCKS

Superior quality hammocks woven in a variety of attractive and pleasing designs

Prices upon application

H. S. HOWLAND, SONS & CO
LIMITED

TORONTO



NO. 905
UNIVERSAL STANDARD
IRON

THE most curious thing in the world is a woman who isn't. The wise woman doesn't buy an iron as the result of sudden impulse. She satisfies her curiosity as to its origin, construction, quality and reputation. She is careful where she places her confidence—then watches the place.

WHEN you sell the UNIVERSAL Iron every sale proves a boom, not a boomerang. There is no aftermath of complaints, no calls for alibis or sugar-coated excuses. The profit you make, you *keep*. It isn't returned to the customer because the iron is returned to you. National advertising has firmly established the merits of UNIVERSAL Irons in the minds of housewives. They sell on the basis of distinctive merit to careful and exacting buyers.

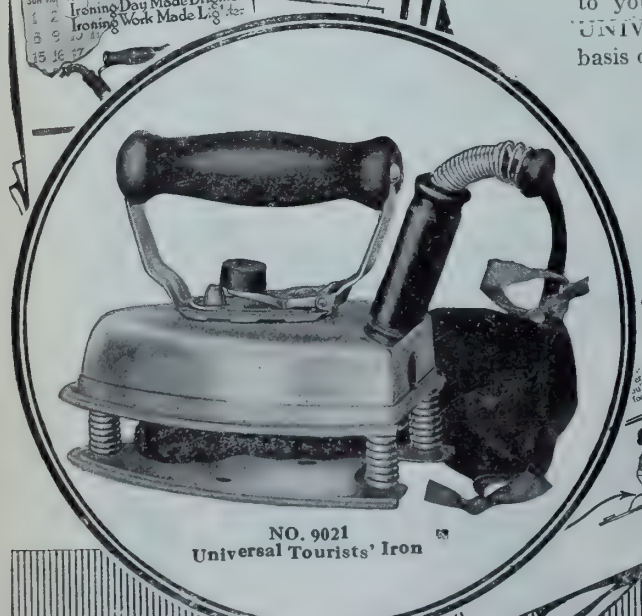
IF your sales are lagging behind instead of leaping ahead, stock and feature UNIVERSAL Tourist's Iron No. 905 for home use and UNIVERSAL Tourist's Iron No. 9021—the little iron in big demand by travelers and vacationists.

Newspaper Ads, Folders, Car Cards—all the sales helps you want are yours for the asking.

LANDERS, FRARY & CLARK

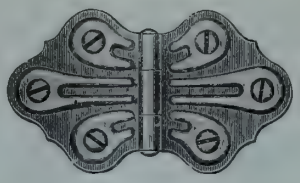
NEW BRITAIN, - CONNECTICUT

Canadian Representatives
A. MACFARLANE & CO., LIMITED.
Montreal **Quebec**

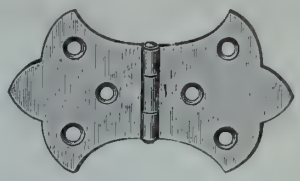


NO. 9021
Universal Tourists' Iron

UNIVERSAL
ELECTRIC
IRON

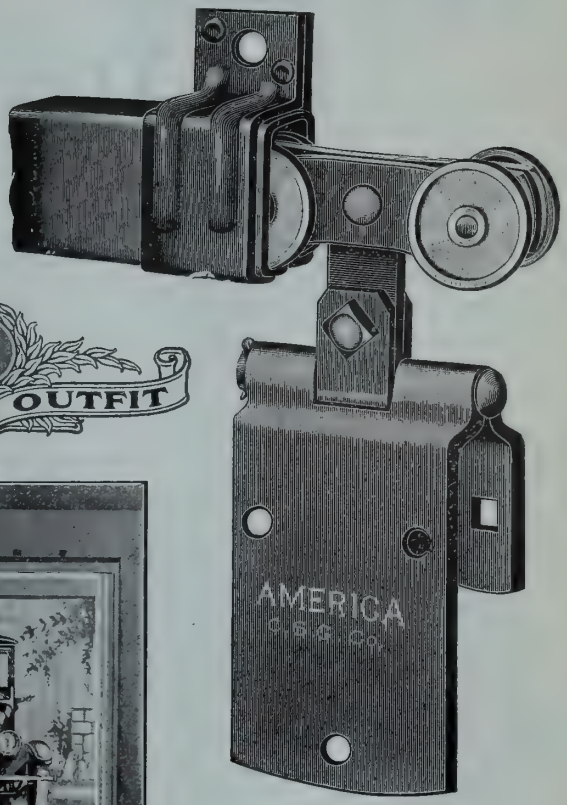


"Butterfly" Pattern No. 1431



"Clover Leaf" Pattern No. 1490





THE HATCH GARAGE DOOR OUTFIT



Things That Sell Every Day

These few articles, selected at random from the extensive lines of the Canada Steel Goods Company, Limited, are merely suggestions of "things you sell every day."

This is a line of dependable, reliable articles that brings steady and worth-while returns to the merchant. We suggest that you send for Catalogue "D"; examine it well, and then sort up your lines of Builders' Wrought and Garage Hardware.

Canada Steel Goods Co., Limited

Hamilton - - - Canada

If interested, tear out this page and place with letters to be answered.

Better Closets for Your Customers--

Bigger Sales for You



RITE-WAY Garment Fixtures provide double the room for clothes in half the space required by the old-fashioned closets.

On new work, smaller closets can be used, allowing better arrangement of rooms and reduced outside dimensions with a corresponding reduction of building costs.

Old closets equipped with Rite-Way Fixtures will accommodate more clothes and keep them in better condition than where they are hung back in dark, inaccessible corners.

A touch brings the whole wardrobe out into light and air. No chance for moths to gather. The carrier works on fibre rollers that will not rust or stick, and will support a surprising weight.



Hangers are kept at even distances from each other so that garments can be hung and removed easily, without mussing or tearing.

Easy to Install

A screw driver is the only tool needed. Can be fastened to the underside of a shelf or directly to the ceiling. Made in various lengths to suit any depth of closet.

Rite-Way Fixtures Are Quick Sellers

Did you ever see a woman who did not want additional closet space? Just let her see the Rite-Way Fixtures and she will be enthusiastic over the compact and convenient arrangement they provide. Strongly made and heavily nickel-plated. The price is within reach of every one. That makes a rapid turn-over. The margin of profit for you is much larger than you expect in quick-moving merchandise.

The Rite-Way Field is Unlimited

From the largest office or apartment building to the smallest home there is a demand for Rite-Way Garment Fixtures. Architects and builders everywhere are using them on new work. Retail customers want them for their own homes. The Hardware store that doesn't carry Rite-Way Fixtures is now old-fashioned.

We have taken over from the Barney Moore Co. the manufacture and sale of Rite-Way Garment Fixtures. They will continue to be made with the same excellence of design and construction that you know now **you can depend upon in Lawson Spring Hinges.**

Write Today

for detailed information and prices. Let us show you how Rite-Way Garment Fixtures will save space and money for your customers. Let us prove that they will increase sales and profits for you. This is worth while looking into. Write to-day to

Lawson Manufacturing Co.

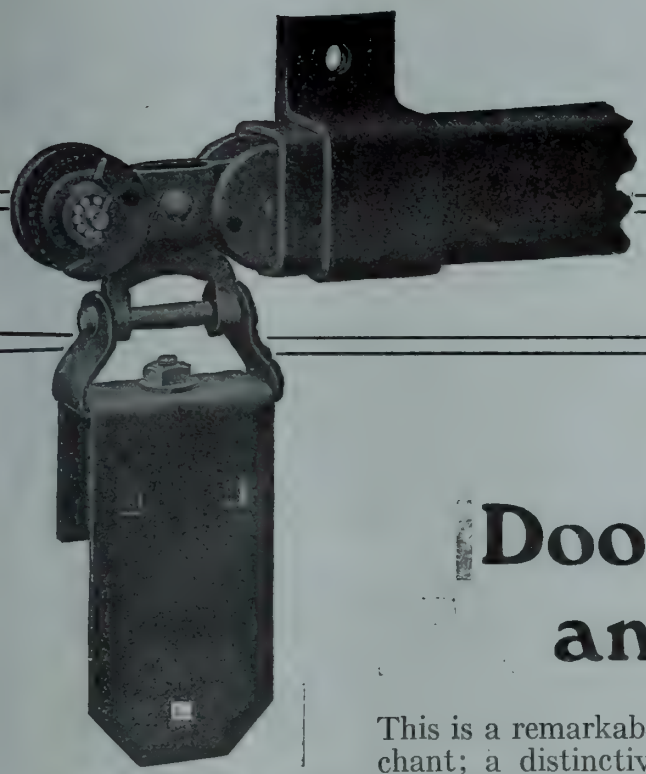
DEPT. 00000

230 W. Superior St. Chicago, Ill.

LAWSON RITE-WAY GARMENT FIXTURE

If interested, tear out this page and place with letters to be answered.

The Mark of a Good Article *And Your Best Advertisement*



1915 Door Hangers and Track

This is a remarkably interesting proposition to the merchant; a distinctive Door Hanger with pulling, sales-features that give it marked individuality. Observe the oiling device, the bearings, the enclosed carriage, in its weather proof track, and the flexible joint that allows Whe door to swing.

It is Easy to Sell S-B Door Hangers

because of their superior selling points. The 1915 Hangers are packed one pair in a carton, complete with bolts and special oiling track support; 1915 Track and 1915 Brackets.

Canadian Made Hardware—Ask for the New Catalog.

N. Slater Company, Limited

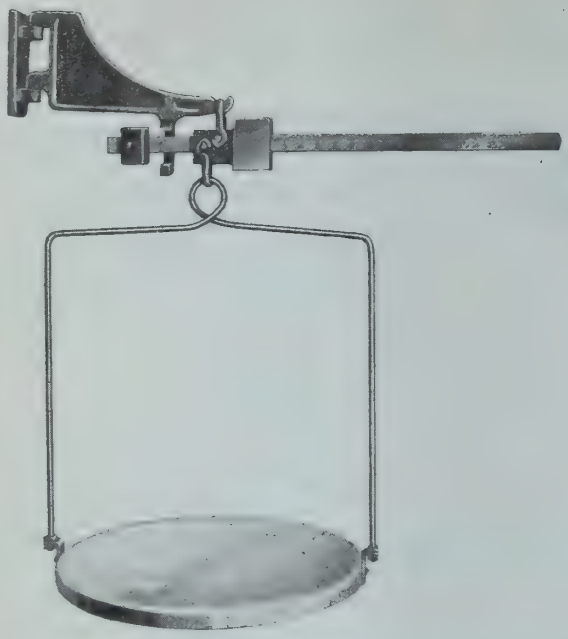
SUCCESSORS TO SLATER & BARNARD, LIMITED

Hamilton, Canada

Representatives:

N. J. Dinnen, Winnipeg, Man. A. T. Chambers, Vancouver, B.C.
T. Mortimer & Co., Toronto. H. E. O. Bull, Montreal, Quebec.

If interested, tear out this page and place with letters to be answered.



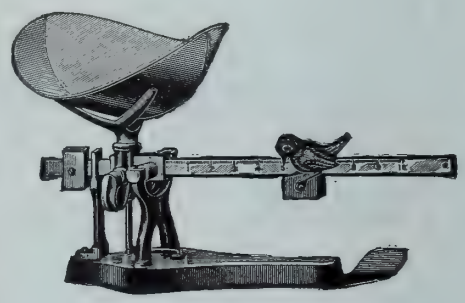
Hanging Household

and Other Useful Scales

In these days of modern efficiency, the housewife insists on her kitchen scale. With this she checks the accuracy of weight received from the grocer, the butcher, the ice man, etc.

The hanging model shown is a neatly Designed Scale with a capacity of 16 lbs. All the weighing is done without any loose weights, which are easily mislaid or lost.

The beam is nicely nickel-plated, and the figuring on it is clear and distinct. The Pan is of heavy white porcelain, easily cleaned, and kept clean.



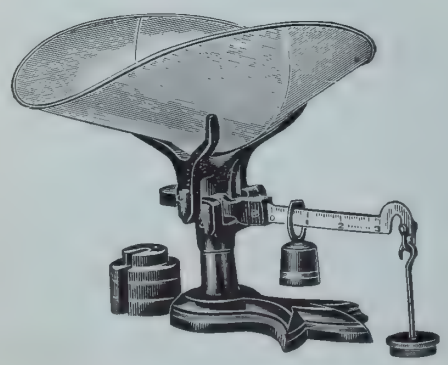
No. 212

No. 212 has capacity from one ounce to ten pounds. The Scale has nickel-plated beam and strong tin scoop.

It is light, neat and durable, reliable and accurate. Inspected and stamped by a Government official.

It is easily handled, and when not in use, takes up very little shelf room.

No. 214, with capacity of one-half ounce to 25 pounds, has a brass beam, marked to three pounds in half ounce notches.



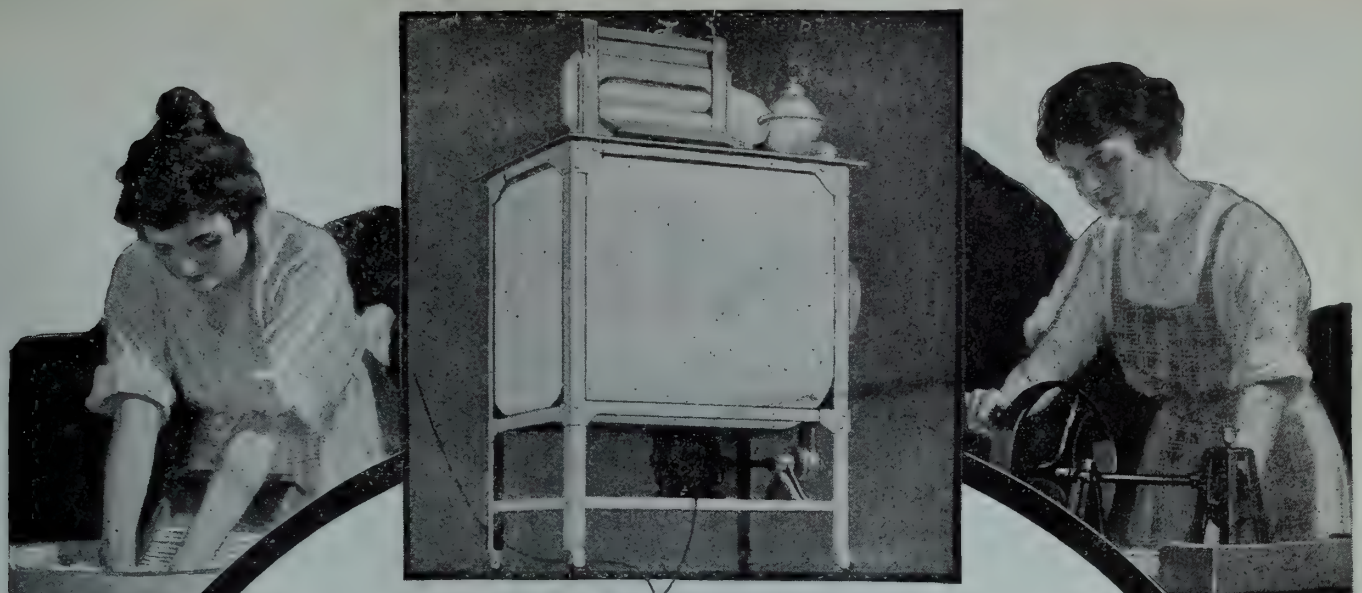
No. 214

Extra weights supplied—Two 8-lb., one 4-lb., and one 2-lb., making the total capacity of scale 25 pounds.

This is a new scale, made to meet the demand for a Household scale of larger weighing capacity than No. 212. The scoop is made of heavy tin and is quite large. Government inspected and stamped. Can be used for commercial purposes.

The BURROW, STEWART & MILNE CO., Limited

Hamilton Canada



Muscle or Motor?

The years are left behind that bound women in drudging peonage to household tasks. The electric motor, always a stimulant to progress, has made possible the development of household devices which have brought about an astonishing reduction in the amount of human energy expended on the washing, the cleaning, and the sewing of the nation.

Women have been quick to see the possibilities in motor-driven labor-savers for the home, and those who have had experience with these machines realize how important to their success is the reliability of the motor.

Reliability is the Westinghouse watchword.

Canadian Westinghouse Co., Limited, Hamilton, Ontario

TORONTO—Bank of Hamilton Bldg.
HALIFAX—105 Hollis St.
CALGARY—Canada Life Bldg.

MONTREAL—285 Beaver Hall Hill.
FT. WILLIAM—Cuthbertson Block.
VANCOUVER—Bank of Ottawa Bldg.

OTTAWA—Ahearn & Soper, Ltd.
WINNIPEG—158 Portage Ave. E.
EDMONTON—211 McLeod Bldg.

Repair Shops:

MONTREAL—10 St. Sophie Lane.
TORONTO—366 Adelaide St. W.

VANCOUVER—1090 Mainland St.

WINNIPEG—158 Portage Ave. E.
CALGARY—316 Third Ave. E.



The Westinghouse Trouble Proof Motor. Look for it on the machine you buy.

Westinghouse

SMALL MOTORS FOR HOUSEHOLD PURPOSES

If interested, tear out this page and place with letters to be answered.

Westclox

—that's Big Ben's family name



Getting Pocket Ben turnover

THE illustration above will appear on page one of the June 4 issue of the Saturday Evening Post. This will be the first time that Pocket Ben has had this preferred position all to himself.

It is the fourth time Pocket Ben has been on page one of the Post, each time under the Westclox banner—March 12, April 9, May 6, and June 4.

Now the readers of the Post are familiar with the name Pocket Ben and what it stands for. They know everything about him that the Post advertisements can tell them, particularly that he's a Westclox product.

The information they lack is the kind that nobody but you can supply—where to get Pocket Ben. If you have Pocket Ben in stock, our advertising does not do you one bit of good until the people in your town know that you have Pocket Ben to sell.

As soon as they know that, you begin to take in the money for Pocket Ben sales. When your stock moves we get repeat orders, and everybody is happy.

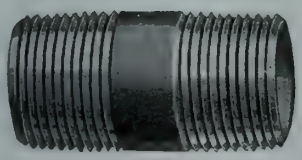
Western Clock Co., Limited, makers of Westclox
Peterborough, Ontario

WROUGHT PIPE

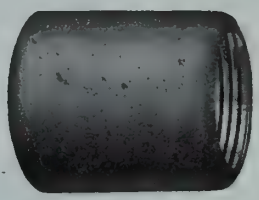


COUPLINGS and NIPPLES

Each length of our



M.R.M. PIPE



is tested to withstand a pressure of 700 pounds per square inch

— BLACK or GALVANIZED —

THE STEEL COMPANY OF CANADA LIMITED

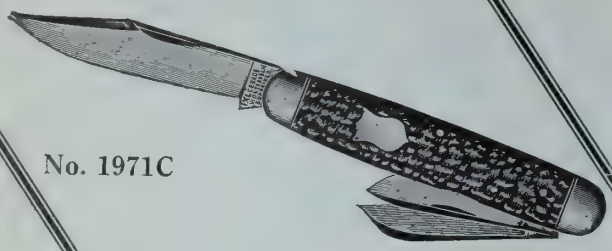
HAMILTON MONTREAL

If interested, tear out this page and place with letters to be answered.

I-XL POCKET KNIVES

GEORGE WOSTENHOLM & SON, LTD.

SHEFFIELD, ENGLAND



No. 1971C

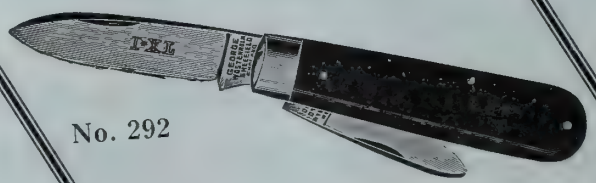


No. 1975

SELECTION OF OVER FOUR THOUSAND PATTERNS. EVERY BLADE GUARANTEED

I-XL CUTLERY

is the acme of quality. Our modern methods now permit us, with a most select class of skilled mechanics, to obtain the highest point of efficiency in quality, finish, grinding, tempering and general appearance. Each knife passes through a most vigorous inspection before leaving the factory, and carries our personal guarantee on to the consumer.



No. 292



No. 292T

Let I-XL Cutlery help build your reputation for quality.

Create satisfied customers—they are the best friends you have.



No. 611



No. 1944B

A. MACFARLANE & CO. LTD.

MONTREAL, QUEBEC

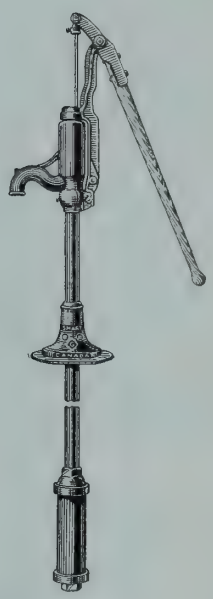
Sole Agents for Canada

CANADA
FOUNDRIES & FORGINGS
LIMITED

QUICKSHIP



Is the name of a Really Good line of Well Pumps made by the Smart People at Brockville and sold by them at very moderate prices.



JAMES SMART PLANT
BROCKVILLE, CANADA

If interested, tear out this page and place with letters to be answered.

DU PONT THE STANDARD SHOTGUN POWDER

The Best Powder Makes the Best Loads —And the Best Loads Sell Fastest

—simple truths that have a great bearing on the question of "How fast can I turn over my stock of shotgun shells?"

The verdict is in the hands of the shooters themselves—and the vast majority use Du Pont Shotgun Powders, recognized as standard in this country for one hundred and nineteen years.

Meet this demand—carry a highly condensed stock of shotgun shells in the Standard Loads listed in the table below—cut down your investment by eliminating dead or slow-moving loads—speed up your turnover and increase your profits.

Keep this fact in mind—

Most Shooters Use Du Pont Shotgun Powders

STOCK THEM IN THESE STANDARD LOADS

Facts that Every Dealer Should Know about Du Pont

It is a fact that "Du Pont" is very hard-grained—more so than any other bulk powder—and is therefore highly resistant to moisture which tends to attack powders and gradually disintegrate them.

Other reasons why "Du Pont" has the largest sale of any powder made:

—it gives the highest velocity.

* * *

—it gives the closest patterns.

* * *

—it develops the lowest initial pressure, which means less strain on the gun.

* * *

—it is the cleanest burning powder made.

* * *

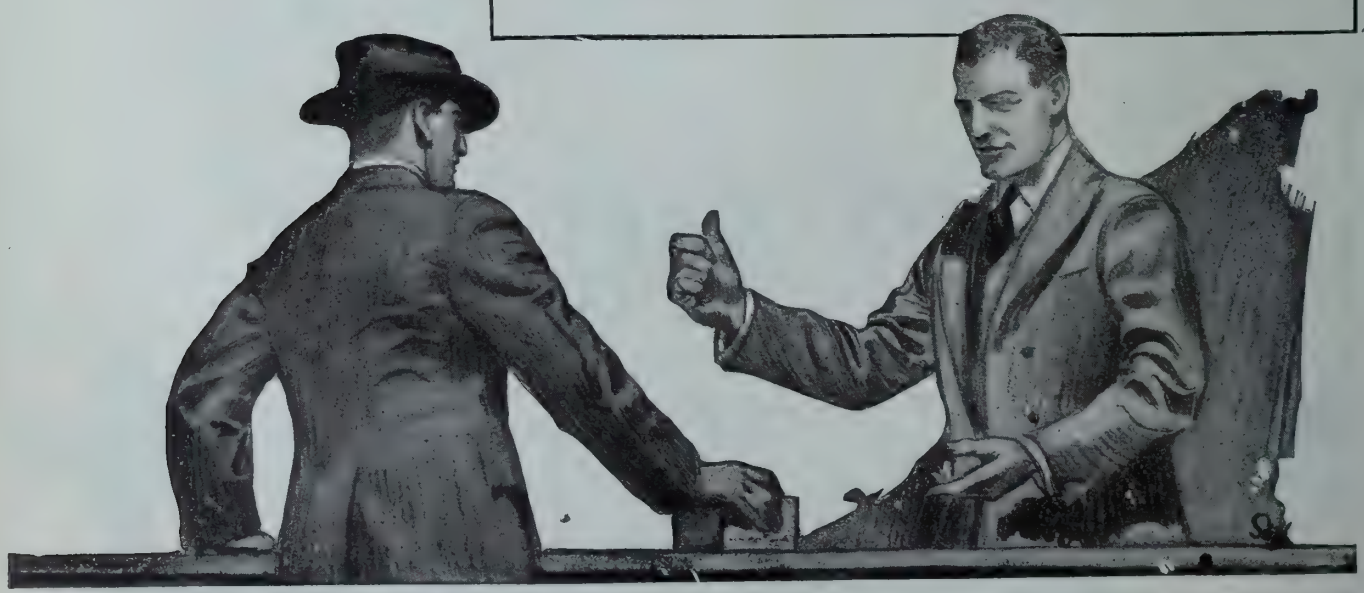
A shell is only as good as the powder it contains.

E. I. du Pont de Nemours & Co., Inc.
Sales Dept.:
Rifle and Shotgun Powders Division
WILMINGTON, DEL.

DU PONT

Standard Twelve Gauge Loads

	DUPONT SMOKELESS Drams	DUPONT BLACK Drams	OUNCES Shot
Large Ducks	3, 3¼ or 3½	3½	1⅛ or 1¼
Small and Medium Ducks	3, 3¼ or 3½	3½	1⅛ or 1¼
Grouse, Partridge, Prairie Chicken	3 or 3¼	3¼	1⅛
Pheasants	3	3¼	1⅛
Geese	3½	3½	1⅛
Wild Turkey	3½	3½	1⅛
Squirrel, Rabbits	3	3¼	1⅛
Doves, Pigeons	3 or 3¼	3¼	1⅛
Quail	3 or 3¼	3¼	1 or 1⅛
Snipe, Woodcock	2¾ or 3	3	1 or 1⅛
Shore Birds	2¾ or 3	3	1 or 1⅛
Sora Rail	2¾ or 3	3	1 or 1⅛
Trap Loads	3 or 3⅛		1⅛ or 1¼



If interested, tear out this page and place with letters to be answered.



Made in Canada

Hart Mower Files

Make Clean-cutting Tools and Clean-cut Sales

Sharp, durable, abrasive quality makes Hart Mower Files supreme. They are honestly made, by Canadian workmen. Your money, and the goods, remain in Canada, helping to build Canadian industry.

The presence of Hart Mower Files in your windows or on your counters is a reminder that induces action and closes sales. Let your customers know that you sell Hart Mower Files.

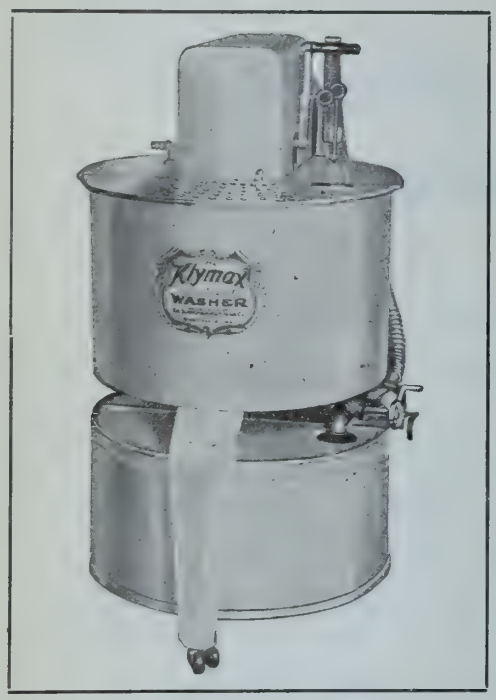
Hart Products are backed by 34 years' experience in the manufacture of abrasives.

Ask Your Jobber

Canadian Hart Products Limited
Hamilton - Canada

If interested, tear out this page and place with letters to be answered.

WHAT WILL SELL?



There are always buyers for the BEST article in every field of manufacture, whether it be an automobile, a pair of socks or a home utility.

TO EFFECT SALES IN DIFFICULT TIMES you must be able to prove to your customer the SUPERIORITY of the article you can show and demonstrate the advantages of ownership.

THERE ARE 147 DIFFERENT MAKES OF electric washers. Some are CHEAP machines.

Some are good machines.

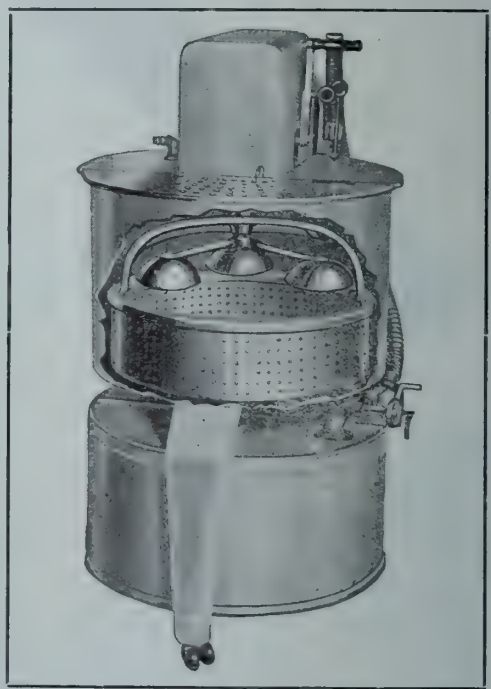
ONE IS THE BEST MACHINE.

There is very little difference between the many good machines, but even a casual comparison of any or all of them with the BEST WASHER MADE will convince one of the fact that the KLYMAX is the washing machine PERFECT.

There is no other washer made which requires so little selling and servicing on the part of the dealer and so little attention from the operator on wash days.

Think what it means when you can tell a prospective customer, and show her, that with a KLYMAX ELECTRIC VACUUM WASHER she puts the clothes in dirty and takes them out in less than half an hour washed, rinsed, blued and wringer-dried ready for the line. And all this without having to touch the clothes, handle water or even get her hands wet.

The KLYMAX is the latest development in home washing machines successfully combines every BEST feature of the 147 different makes. It has no equal for efficiency, construction, saleability and serviceability. There is big money for dealers in handling the KLYMAX because of the rapidity with which they are turned over and the advertisements of satisfied customers. Write for fuller details.



THE SLADE MANUFACTURING COMPANY, LIMITED
OWEN SOUND, ONTARIO

If interested, tear out this page and place with letters to be answered.

GOODELL-PRATT
1500 GOOD TOOLS



OLD CARS NEED
NEW TOOLS

Never before has there been such a need of good tools for motorists. The less new cars are bought, the more old cars are run; the more old cars are run, the more new tools are needed to keep them going. Old tools are lost cheap tools are broken, new ones are needed to make repairs.

The Store With a Stock Sells the Tools

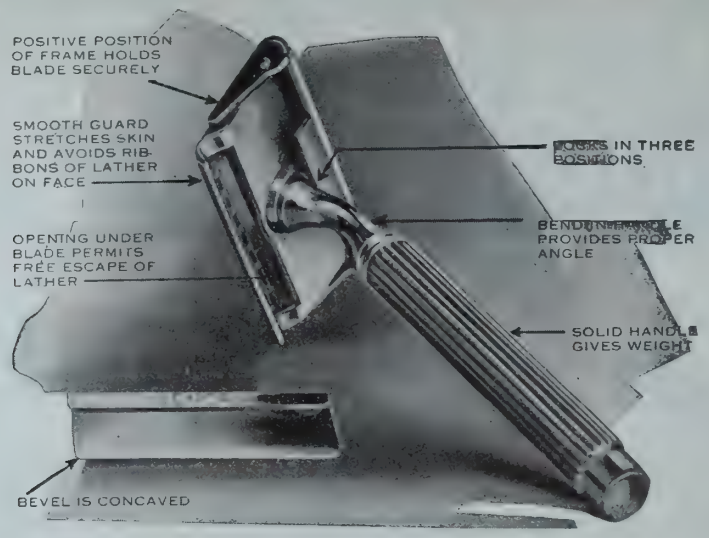
Motor car repairs can't wait. When a tool is needed it is needed at once. If you don't have the necessary tool in stock, someone else makes the sales. Check over your stock. Have a well balanced assortment of

GOODELL-PRATT TOOLS FOR MOTORISTS AND GARAGES

Adjustable Wrenches
Bearing Scrapers
Bench Drills
Bench Grinders
Bench Lathes
Brass Hammers
Breast Drills
Calipers
Cape Chisels
Carbon Scrapers
Centre Punches
Chain Drills
Chisel and Punch Sets
Circular Glass Cutters
Cold Chisels
Combination Pliers
Cotter Pin Pullers
Double End Wrenches
Grinding Heads
Hack Saw Blades
Hack Saw Frames
Hand Drills
Machinists' Hammers
Motor Sets
Offset Screw Drivers
Pin Punches
Prick Punches
Rim Wrenches
Screw Drivers
Screw Pitch Gauges
Single End Wrenches
Socket Wrenches
Steel Rules
Thickness Gauge
Valve Grinders
Valve Lifters
Vises
Washer Cutters

GOODELL-PRATT COMPANY *Tool Smiths* Greenfield, Mass., U.S.A.

If interested, tear out this page and place with letters to be answered.



SENCA
Safety Razors

Note the many features of the Senca Razor. Every detail necessary for ease and comfort in shaving has been provided for.

For twenty years the makers of the Senca razor have been manufacturers of the famous Genco standard (barber type) blades.

This experience in producing shaving edges will in itself guarantee high quality in Senca blades—the most important of the many points in which the Senca is superior.

Senca Model "A," which is the razor illustrated, is made of brass heavily nickel-plated.

Razor is packed complete with six blades in a black leatherette box lettered in gold and lined with purple plush. Cartons are provided for sharp and dull blades.

A curve in the handle throws the shaving edge at the proper position against the face and weight attained through the use of solid metal gives a natural and comfortable balance. The handle can be set in three positions providing slanting as well as the straight stroke. The guard is flat and leaves no ribbons of lather on the face after shaving, while the opening between the guard and blade permits the free passage of lather and avoids clogging.

Handle is permanently attached to the frame which opens wide, permitting the insertion and removing of the blades without danger of cutting the fingers and making the razor easy to clean.

To Sell For $1.00 Each to the Shaver

Sold through the regular Jobbing and Retail trade in keeping with recognized merchandising practices.

"There is a profit on the razor as well as on the blades"

If your jobber cannot supply you, write us.

GENEVA CUTLERY CORPORATION

Makers of the famous Genco Razors

159 GATES AVE., GENEVA, N.Y.

WINNIPEG:—C. C. CRAIG COMPANY, 332 Bannatyne Avenue

Largest Manufacturers of Standard Razors in the World

SENCA RAZORS AND BLADES—"Made by Shaving-Edge Specialists"

If interested, tear out this page and place with letters to be answered.

1847 ROGERS BROS.
SILVERPLATE





Ambassador
THE NEWEST PATTERN IN A FAMOUS SILVERPLATE

The dignity and beauty of this new design are most happily suggested by its name. Like the true ambassador—at ease wherever he may be; distinguished, whatever his surroundings—the Ambassador pattern worthily represents the great line of which it is a part.

NOW READY FOR DELIVERY

MERIDEN BRITANNIA CO., LIMITED

Ambassador



AMBASSADOR SUGAR SHELL

A New Pattern

True to Old Ideals of Quality

COMBINING a distinctly new decorative design with a graceful outline, and of that high standard which characterizes all 1847 ROGERS BROS. Silverplate and makes it the best—

THE *Ambassador* PATTERN

is the latest product of the world's largest makers of fine silverplate, and worthy indeed of bearing the trademark that has long identified the most extensively advertised, the best known, and the easiest sold brand.

The Ambassador Pattern makes a strong appeal to lovers of quality silverware and it can be offered with absolute assurance. Noteworthy for its freshness of design and authoritative style, its high quality insures years of faithful service.

Your customers are bound to see and read the dominant Ambassador announcements appearing regularly in publications of national circulation, and all are possible buyers.

In handling 1847 ROGERS BROS. Silverplate, you handle the brand that the great majority of the public wants.

Include in your stock a representative assortment of staple and fancy pieces in the Ambassador Pattern. Be prepared for and profit by the demand for this design.

Link Your Store to the Big Advertising Campaign

We will forward a variety of advertising helps and attractive sales-compelling display material.

Tell your customers about the new Ambassador design. Display this pleasing and attractive pattern in your windows and your store, feature it in your newspaper announcements and get your full share of the benefits.

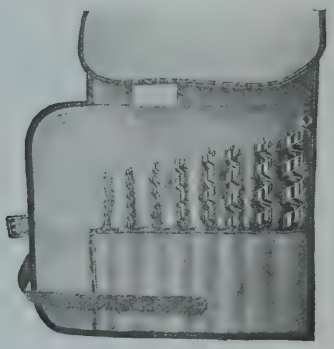
MERIDEN BRITANNIA CO., Limited
HAMILTON, CANADA

1847 ROGERS BROS.
SILVERWARE

Millers Falls



Ford Auger Bits





Solid Center Pattern No. 542

Sizes in sixteenths: 3-4-5-6-7-8-9-10-11-12-13-14-15-16-17-18-19-20-21-22-24. Packed one-half dozen in a paste board box up to and including 24/16 in. Also put up in wooden boxes and canvas roll sets.

The solid center auger bit is popular with most mechanics. This is especially true in its smaller sizes, because its strength is so clearly apparent, and because it is a great improvement over the old style twisted bit in its ability to clear itself.

This type of bit also made in car bits and ship auger car bits.

Single Lip Auger Bit No. 531

Sizes in sixteenths: 3-4-5-6-7-8-9-10-11-12 13-14-15-16-17-18-19-20-21-22-24-26-28-30-32. Packed one-half dozen in a paste board box up to and including 24/16 in., also put up in wooden boxes and canvas roll sets.

In perfecting these bits, we cast aside all tradition of auger bit making and scientifically designed a type of bit that would give the greatest cutting power with the least friction. The concave spiral draws the chips towards the center of the bit, and carries them to the surface, instead of driving them to the sides of the hole where they tend to bind and choke the bit. This feature alone distinguishes this line of bits, for it accomplishes this purpose better than any other bit.

This type also made in car bits, ship auger car bits, ship augers, machine bits and boring machine augers.



Your stock is incomplete without these Ford Bits. Ask your jobber to show them to you.

MILLERS FALLS COMPANY

MILLERS FALLS, MASSACHUSETTS

Makers of "Miller Falls" and "Universal" Hack Saw Blades

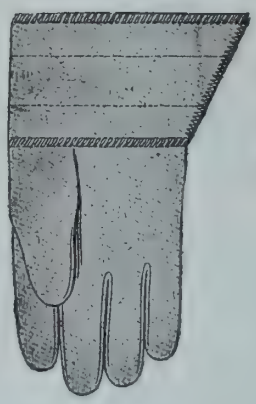
MILLERS FALLS TOOLS

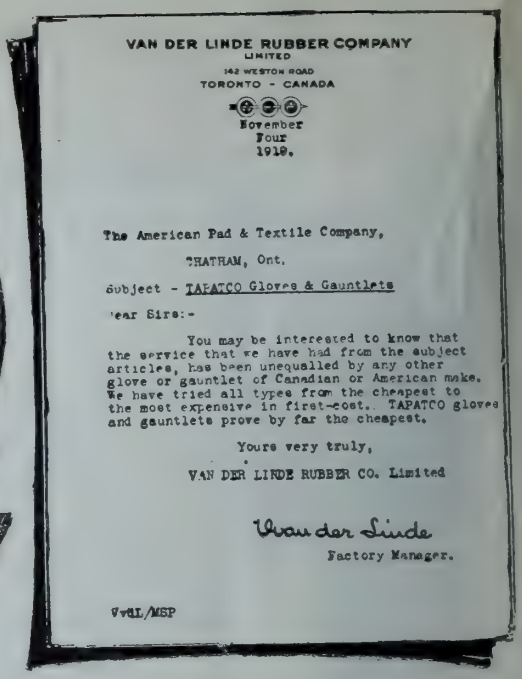
SINCE 1868

Canadian Sales Office
ADCOCK & BREWER
LIMITED
222 St. James Street
Montreal, Que

If interested, tear out this page and place with letters to be answered.







VAN DER LINDE RUBBER COMPANY
LIMITED
142 WESTON ROAD
TORONTO - CANADA

November
Four
1919.

The American Pad & Textile Company,

CHATHAM, Ont.

Subject - TAPATCO Gloves & Gauntlets

Dear Sirs:-

You may be interested to know that the service that we have had from the subject articles, has been unequalled by any other glove or gauntlet of Canadian or American make. We have tried all types from the cheapest to the most expensive in first-cost. TAPATCO gloves and gauntlets prove by far the cheapest.

Yours very truly,

VAN DER LINDE RUBBER CO. Limited

Van der Linde
Factory Manager.

VvdL/MSP

What Users Think

Read the letter

Here is proof that the wearing qualities, and service, of Tapatco Brand Work Gloves makes them the cheapest in the end. They give the most wear per dollar invested for consumers, and the best sales for merchants.

Tapatco Gloves are made in Gauntlet, Knit Wrist and Band Top. In Heavy, Medium and Light Weights. Also Leather Tip and Leather-faced Gloves, Jersey Gloves and Mitts in Tan, Slate or Oxfords. Made of best grade Cantons.



Why Horse Owners Buy Tapatco Brand Horse Collar Pads

Because horses disabled and idle are an expense every minute they remain so. The soft, cushion-like Tapatco Collar Pads prevent bruised, chafed, or galled shoulders. They keep horses well and fit, producing profits every day.

An exclusive feature of Tapatco Pads is the Tapatco Stapling Device for attaching hooks. (U.S. Patent Dec. 1, 1914) Canadian Patent April 6, 1915). This gives a firm hold that outlasts even the splendid wearing qualities of the fabric itself.

Made by

The American Pad & Textile Company

Chatham, Ontario

If interested, tear out this page and place with letters to be answered.





CONCRETE FACTS ABOUT YOUR PLIER BUSINESS!

Stop and think for just a minute about your plier business!

If you are a wise hardware dealer, you have gotten your plier business down to one "quality line" and have a line or two lower in price for general demand.

Your "quality line" sells largely to mechanics, linemen and electricians—who demand only the best—"Klein Pliers."

The "Klein line" has been built out of the experience of 64 years of supplying the quality trade—every tool is right, and our proposition is confined to the few patterns and sizes in demand.

We back you with the right kind of advertising helps—counter displays, window displays and enamel signs.

Put "Klein Pliers" in as your **quality line**—sell the tools the expert mechanics buy—write for our proposition No. 4 to day.

Eastern Canada Agent:
Rose & O'Hearn, 293 King Street West, Toronto, Ontario, Canada
Western Canada Agent:
L. T. Walls Sales, Ltd., 702 Confederation Life Bldg., Winnipeg, Manitoba, Canada

Mathias KLEIN & Sons

Established 1857 — Chicago, Ill. U.S.A.

If interested, tear out this page and place with letters to be answered.



You Can Make 40% Profit

THE secret of successful merchandising is quick turn-over. To keep our factory working up to top notch, and to boost "Made in Canada" electrical goods, we are inaugurating a merchandising campaign, featuring our celebrated Sovereign Electric Iron. It's going to be a winner. Thousands of women will be attracted to the electrical stores, who are displaying the

Sovereign Electric Iron

in their windows.

The margin of profit on the Sovereign Iron is particularly generous. The new list price of $6.00, and the special discounts, enable you to make 40 per cent. profit on this appliance.

Specially prepared advertising matter, suitable for your use, with your name and address printed, free of charge, is available. Sales letters printed on attractive dealer letterheads, ready-prepared newspaper advertisements, window cards, folders, etc., are yours for the asking.

Boost "Made in Canada" electrical goods

Canadian General Electric Co., Limited

Head Office TORONTO

Branch Offices: Halifax, Sydney, St, John, Montreal, Quebec, Sherbrooke, Ottawa, Hamilton, London, Windsor, Cobalt, South Porcupine, Winnipeg, Calgary. Edmonton, Vancouver, Nelson and Victoria.

If interested, tear out this page and place with letters to be answered.

A Selling Point That Sells

Kopper King Spark Plugs are anti-fouling and rust-proof. This is a selling feature that really appeals to the car owner. A Kopper King Plug will not rust into the cylinder head.

This enables you to sell your customers a Spark Plug that ensures freedom from trouble.

The Kopper King is a Sales-builder --- once a car owner buys his first one, he will, in future, enthusiastically specify Kopper King Spark Plugs throughout.



Rust-proof

A heavy coating of copper protects the body of the plug. This prevents carbon deposits; carbon under electrical heat will not adhere to copper.

KOPPER KING

Kopper King Spark Plugs ensure you a better margin of profit than any competing plug. They meet every requirement. Once sold they stay sold.

"Tested for Service"

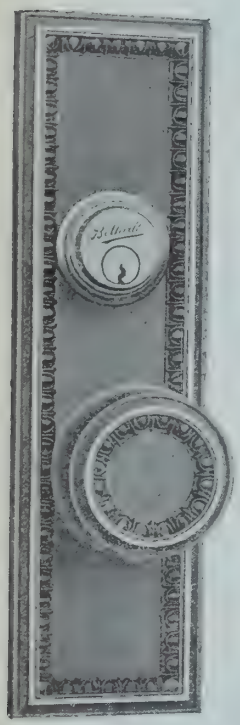
Canadian General Electric Company, Limited

Head Office: - TORONTO

Branch Offices: Montreal, Sherbrooke, Quebec, Halifax, Sydney, St. John, Ottawa, Hamilton, London, Windsor, Cobalt, South Porcupine, Winnipeg, Calgary, Edmonton, Nelson, Vancouver and Victoria.

If interested, tear out this page and place with letters to be answered.

Some of the Many Cast Design Sets



Olympus

We make Complete Sets of Trims of Every Design, including Door Bells, Push Plates, Pulls, etc.

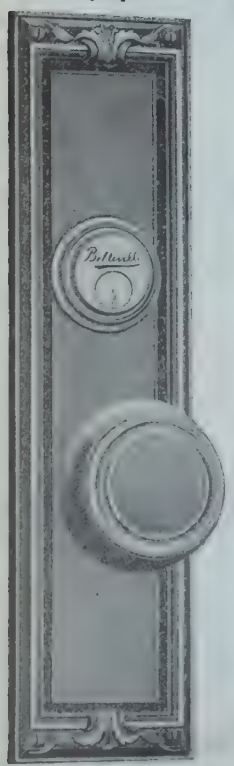


Rheims

Special Attention Is Given to Master Key Work, Both to Cylinder and Bit Key Locks



Sherwood



Verdun

We make complete sets of trims of every design, including Door Bells, Push Plates, Pulls, etc.

Special attention is given to master-key work, both in Cylinder and Bit Key locks.

Our high quality Builder's Hardware is kept strictly up-to-date. Frequently we add new designs that assure Belleville Hardware always being in the lead, and offering the most desirable choice of goods to make satisfactory sales.

The plant is equipped with modern machinery for producing exceptionally high-grade hardware. The Belleville skilled mechanics make Belleville quality certain by selected materials. With model shipping facilities we are fully qualified to make prompt shipments.

The Belleville Hardware & Lock Mfg. Company, Limited

Bellville, Ontario, Canada

AGENCIES:

A. T. Chambers, 705 Dominion Bldg., Vancouver, B.C.

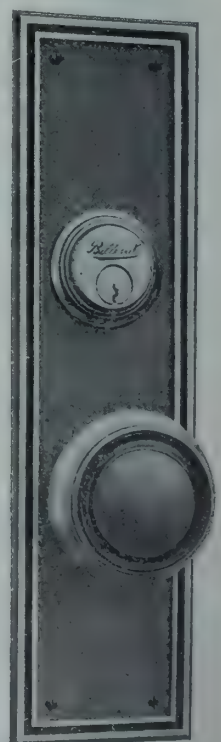
R. H. Falkiner, 34 Victoria St., Toronto, Ont.

A. E. Hanna, 708 Lindsay Bldg., Winnipeg.

J. H. Roper Co., 133 Coristine Bldg., Montreal, Que.

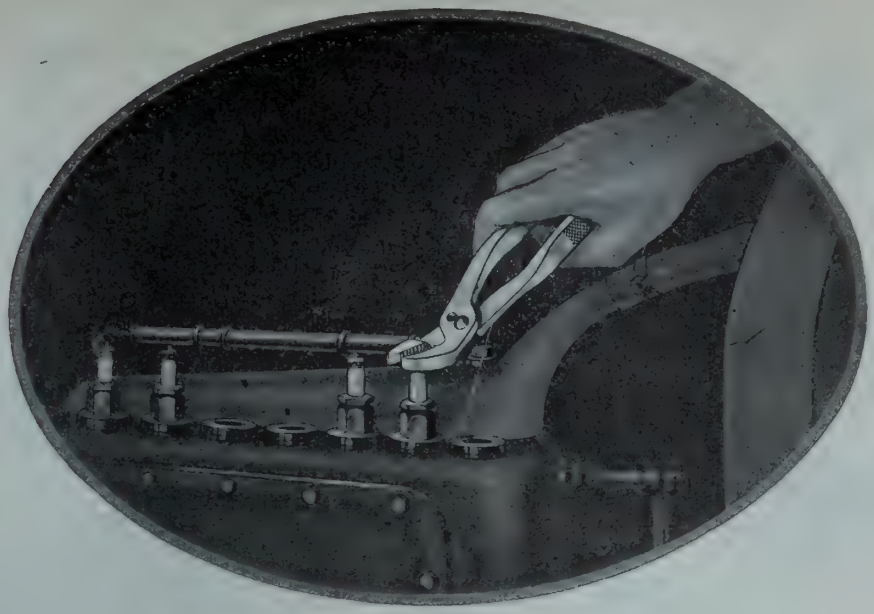
W. A. MacLauchlan, St. John, N.B.

Belleville

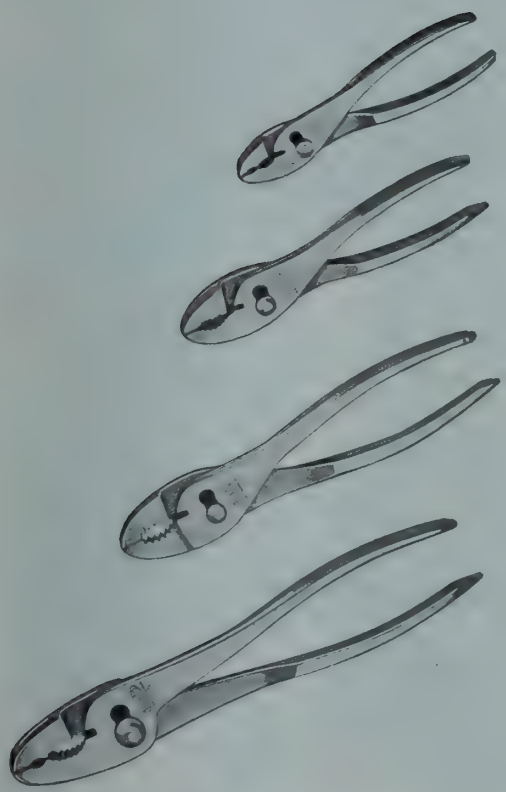


Beaverton

If interested, tear out this page and place with letters to be answered.



Rapid Turnovers Mean Bigger Profits



The new and complete line of *PEXTO SLIP JOINT PLIERS* will gather but little dust on your shelves.

These pliers can be had in nine different styles.

They are stamped with the *PEXTO OVAL*, which means that they are fully guaranteed, and are manufactured from the highest grade steel by skilled workmen.

The finish produced on these pliers is exceptionally attractive, and they can be furnished in *FULL NICKEL PLATE* or with *POLISHED HEAD* and *GUN BARREL FINISHED HANDLES.*

Do not hesitate to stock this line of Pexto Slip Joint Pliers. They will sell themselves.

Our line of Mechanics' Hand Tools and Builders Hardware is fully illustrated and described in our No. 20 Catalog.

Send for your copy.

We also manufacture a complete line of Machines and Tools for Sheet Metal Work. If interested in this line send for our 20A Catalog.

Pexto goods can be obtained through representative Canadian Jobbers.

PEXTO

WORTH-WHILE TOOLS

THE PECK, STOW & WILCOX CO.
Southington, Connecticut, U.S.A.

If interested, tear out this page and place with letters to be answered.

SAVAGE



A Rifle And a Shotgun in One

All Model '99 Take-Down Savage Rifles Can Now Be Made Into a Shotgun With The New Interchangeable .410 Gauge Savage Barrel

NO DELAY—you don't need to send it to the factory for adjustment. In two minutes you can change it yourself. It's the most common-sense, useful, and convenient addition that has ever been introduced with any line of rifles.

Every owner of a Model '99 Savage Take-Down Rifle will want a .410 gauge barrel, because with it he can hunt big game or spend an off day at Camp shooting partridge or rabbit.

And remember the .410 gauge barrel is interchangeable with any regular barrel in any caliber on any Model '99 Take-Down Savage Rifle. But it has to be a Savage!

In ordering be sure to specify whether rifle is a featherweight model or a regular model.

Model '99 Take-Down Savage Rifles to which the .410 Gauge Barrel can be adjusted

.30-30 Savage Regular
.303 Savage Regular
.22 Savage Hi-Power Fwt.
.250-3000 Savage
.30-30 Savage Fwt.
.303 Savage Fwt.

The .410 Barrel is also adjustable to the old Savage rifles caliber, .25-35, .33-55 and .32-40, which are no longer manufactured.

SAVAGE ARMS CORPORATION
UTICA, N.Y.

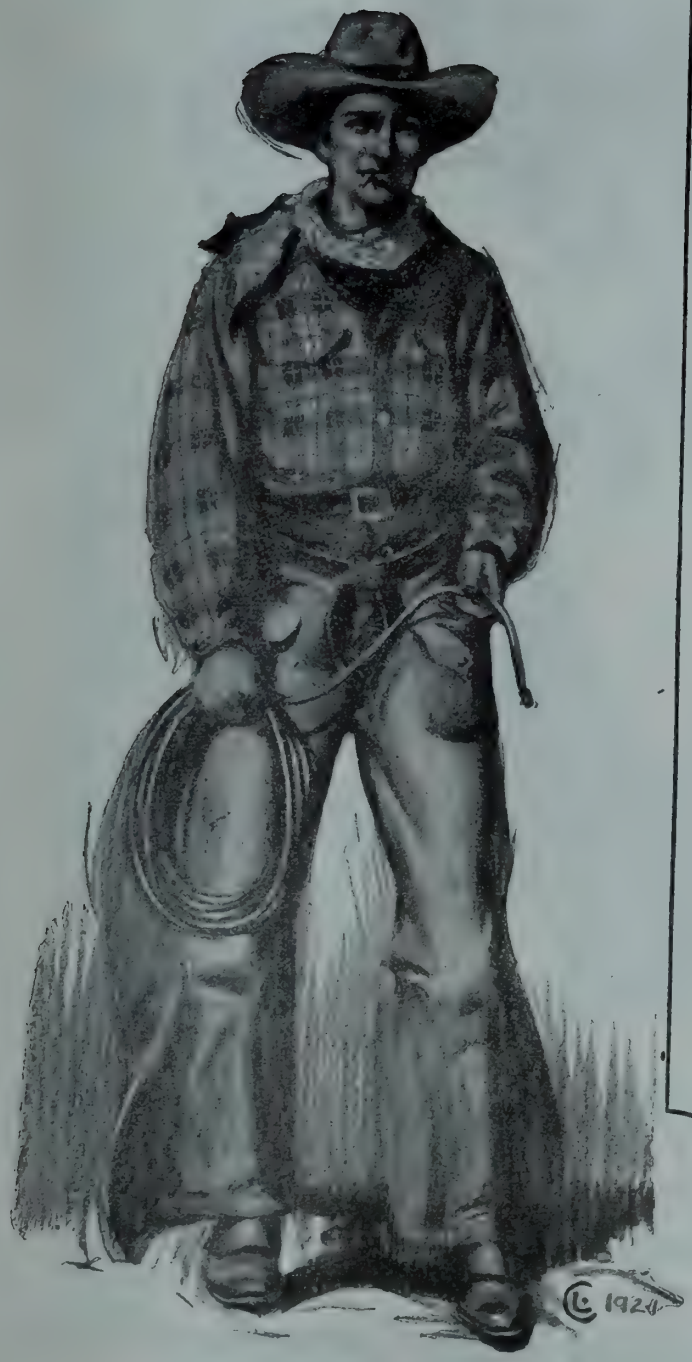
EXECUTIVE AND EXPORT OFFICES: 50 CHURCH ST., NEW YORK

Owners and Operators of
J. Stevens Arms Company, Chicopee Falls, Mass.



REG. U.S. PAT. OFF.

If interested, tear out this page and place with letters to be answered.



Next to His Horse

The cowboy's rope is his closest friend.

Under his expert guidance, it instantly obeys the dictates of his will. To do this, the cowboy's lariat must possess the qualities of lightness, strength, softness, flexibility. It cannot be just rope.

And because all Plymouth Rope is made with a real appreciation of the work it is to do, Plymouth lariat is the choice of most expert ropers.

So Plymouth Yacht Rope, and hay rope, drilling cables, transmission rope, tow lines, etc., give that characteristic measure of service and satisfaction.

Plymouth Rope is pure Manilla; more than that, it is good rope. Your customers will find it is the ROPE YOU CAN TRUST.

PLYMOUTH CORDAGE COMPANY
North Plymouth, Mass. - - - Welland, Can.

INDEPENDENT CORDAGE CO., LIMITED
Toronto, Canada Canadian Sales Agents

PLYMOUTH TRADE MARK 1824

PLYMOUTH ROPE

If interested, tear out this page and place with letters to be answered.



INGOT
IRON
SHEETS

RESIST
RUST

The uniform quality of "ARMCO" Ingot Iron sheets saves labor in fabrication. The service rendered by this long-life metal means satisfied customers and helps to build up trade

The American Rolling Mill Company

MIDDLETOWN, . OHIO

Canadian Office—2 Colborne St., Toronto, Ontario.

If interested, tear out this page and place with letters to be answered.

"If It Is 'IDEAL'—It Is Perfection"

Give Satisfaction and Increase Your Business

Once Used, Always Demanded.



An "Ideal" Sample

Our Advanced Aluminum Products for the Kitchen Give Unequalled Service and Unsurpassed Satisfaction.

"IDEAL" ALUMINUM PRODUCTS LIMITED

SUCCESSORS TO

THE LOUIS McLAIN COMPANY, LIMITED

Manufacturers of Aluminumware

Head Office and Factories:

2480 Dundas Street West, Toronto, Ont.

SEND FOR OUR CATALOGS TO-DAY.

"Kitchen Utensils of Every Description"

If interested, tear out this page and place with letters to be answered.

"Is Business Pretty Good?"

The Hardware man who is Selling Auto Tires, has a good word to say for business. The tires that pile up good-will and bring good profit, are the

"Gutta Percha"

(Cord) TIRES (Fabric)

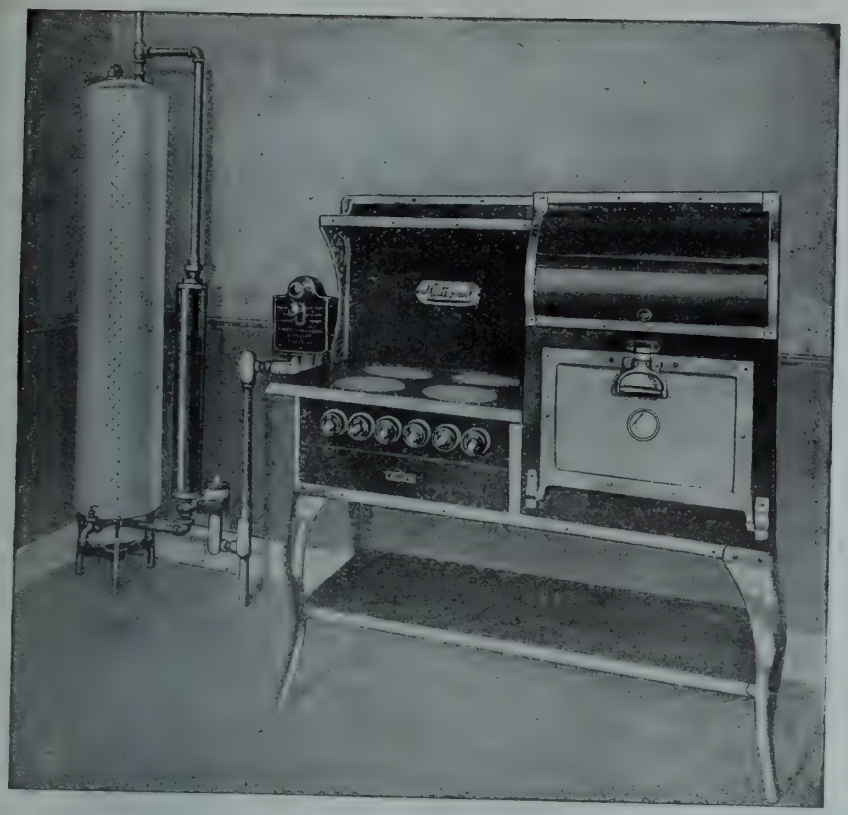
Write to our nearest Branch for terms to dealers

GUTTA PERCHA & RUBBER, LIMITED

Head Office and Factory: TORONTO

Branches: Halifax, Montreal, Ottawa, Fort William, Winnipeg, Regina, Saskatoon, Edmonton, Calgary, Lethbridge, Vancouver, Victoria

If interested, tear out this page and place with letters to be answered.



C. 6 Range **National ELECTRIC** Water Heater

With the cost of living receding, the housewife finds herself in the best position in years to buy household appliances such as the National Electric Range.

The National is a handsome, efficient range, well finished throughout in black enamel, nickel trimmings and white enamel splashers. ***It makes an exceptional gift for the June bride.***

Write to-day for prices on C 6 Range or any of the National line. Catalog on request.

The National Electric Heating Co.
Limited

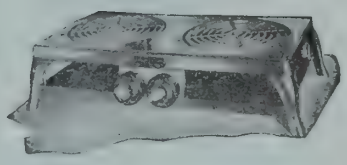
249 Mountain Street
MONTREAL, QUE.

702 Confederation Life Bldg.
WINNIPEG, MAN.

627 Vancouver Block
VANCOUVER, B. C.



National ELECTRIC Electric Iron



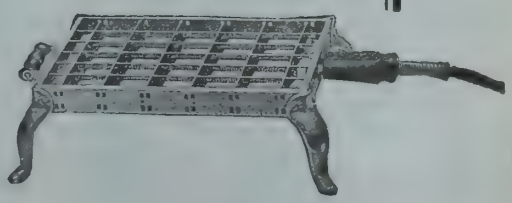
National ELECTRIC Two-Burner Hot Plate



National ELECTRIC One-Burner Hot Plate



National ELECTRIC Electric Toaster



Toaster Stove

If interested, tear out this page and place with letters to be answered.

Save Your Time and Save You Trouble

"KASEMENT"

Screen Doors

The Easiest to Hang



They are easy to hang because they are made oversize, and hang against the door frame, not in it.

"Kasement" doors will not sag, because they are better constructed than ordinary doors. They have 26 mortise and tenon joints. They cannot pull apart and are guaranteed not to sag. Complete hardware comes with them. Holes are already bored in each stile for hinges. "Kasement" Doors save you a lot of trouble and bother. Come into the store to-day and let us show you how much Kasement Screen Doors will simplify your Screen Door Problem this season.

A Hardware Store

156 West St. **Phone No.**

Easternton, N.S.

Let Us Help With Your Newspaper Advertising

Here are two suggestions for single column newspaper advertisements sixty-three lines deep (4½"). They are suggestions only. Any good printer can alter them to suit local conditions. You will find it effective to use the general style suggested. The lower case letters are more quickly and easily read than capitals; the borders attract attention among other advertisements; the small illustration adds interest, shows the product, and the ease of hanging "Kasement" Doors—an inducement to consumers.

Write for information

Kasement

Skrene Dore Co., Limited

269 Richmond Street

Toronto, Canada

Buy a Screen Door That Will Serve You Just as Well Again Next Summer

"KASEMENT"

Screen Doors Are Built to Last



Consider your Screen Door purchase as an investment. You don't want doors that are only "made to sell." Come in and let us show you the 26 mortise and tenon joints in the superior construction of Kasement Screen Doors. They cannot pull apart and they are guaranteed not to sag.

They are made oversize and fit against the door so that you are not bothered with a lot of difficult fitting. Everything is done to make them easy to hang—even the holes are already bored in each stile for hinges! Kasement Screen Doors can be put up in 10 minutes and taken down in a jiffy—a fact busy householders will appreciate. Stop in at the store and let us show the easy way to equip your house with screen doors this season.

The Hardware Store

136 Church St. **Phone No.**

Newton, Man.



Trulite and BANNER

LANTERNS

We are ready to give you prompt delivery of any of these Lanterns. They are all well-known standard types, and have become familiar to Canadian consumers through years of satisfactory usage.

Extensively advertised, and with firmly established reputation, they are what the people want, and are quick sellers.

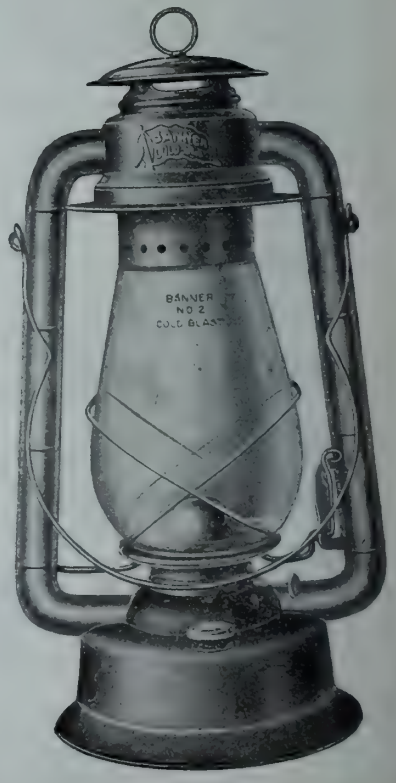
The Trulite and Banner, formerly made by the Ontario Lantern & Lamp Co. are now manufactured exclusively by us.

Write for complete Price List.

E. T. WRIGHT Co.

LIMITED

HAMILTON, CANADA

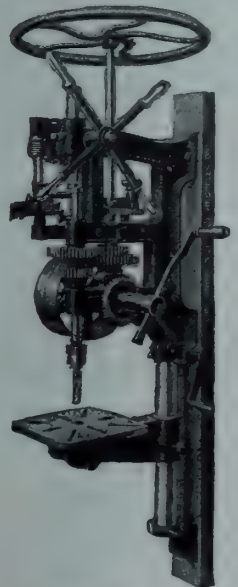


If interested, tear out this page and place with letters to be answered.

JARDINE



No 3 Horseshoer's Vise and Bolt-Header



No 6 Hand and Power Drilling Machine

Made in Canada

Blacksmiths' Boiler Makers' Machinists' and Pipe-Fitters' Tools

A. B. Jardine & Co.
Limited

Hespeler - - Ontario

Sole Makers of "Jardine" Pipe-Threading Tools.

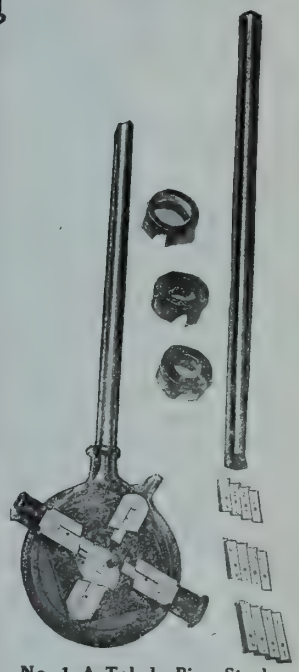
Sole Licensees to manufacture and sell Toledo Pipe-Threading Tools in Canada.

Agents, Winnipeg and West—Stanley Brock, Ltd Winnipeg, Man

Brockville and East—J. R. Devereux, New Birks Buildings, Montreal.

Belleville and West—W. H. Cunningham & Co., 269 Richmond St. West, Toronto, Ont.

Write for Catalogue



No. 1 A Toledo Pipe Stock



Canadian Giant Power Hammer

No. 18—Machinists', Blacksmiths' and Boilermakers' Tools

No. P3—Pipe-Fitters' Tools

*Name*_____ *Address*_____

If interested, tear out this page and place with letters to be answered.

SELL BOTH—

STANLEY

WROUGHT STEEL HARDWARE
CARPENTERS' TOOLS

WHEN you are handling the best Wrought Steel Hardware and the best Carpenters' Tools in the world, both bearing the Stanley name, the sale of an item from one line leads easily to a sale from the other. Often nothing more than a mere suggestion is needed.

When a man comes in to buy a set of Stanley Ball Bearing Butts, for instance, sell him a Stanley Screw Driver and Butt Gauge with which to put them on his door. Any piece of hardware naturally suggests the tools to apply it with.

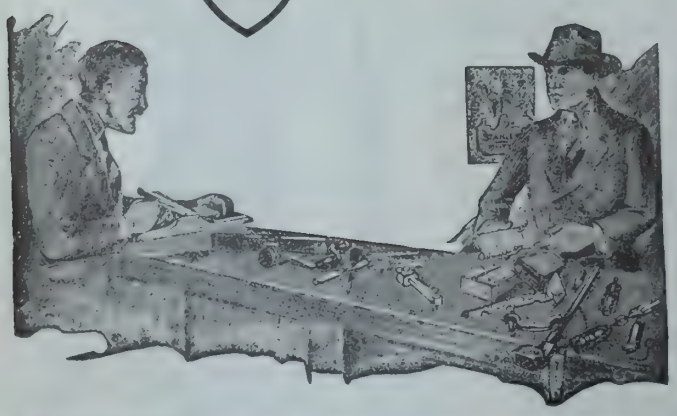
Don't lose this additional profit—

SELL BOTH

Send for information regarding our line of attractive dealer helps —all free.

OUR NEW TRADE MARK

STANLEY S.W.





Canadian Representative:
A. MACFARLANE & CO., Coristine Building, Montreal

Did You Ever See A Guarantee Like This

Here is the manufacturer's guarantee attached to every



ALL-STEEL HATCHETS



We guarantee this Bur-Nor All-Steel Hatchet Handle to be **unbreakable** except by deliberate abuse. If it should break or the head become loose at **any time** or from **any legitimate cause**—return it to us with this guarantee tag and we will send you a new hatchet without charge.

Burgess-Norton Mfg. Co.,
GENEVA, ILL.

(Dealer must sign on other side.)

This proves that the Bur-Nor All-Steel Hatchets are

UNBREAKABLE

Tubular steel handles and high carbon steel, blades securely riveted into a one-piece steel tool.

Heads cannot come loose, fly off, nor handles break.

Black enamel finish, which is rust-proof. Claw or solid heads.

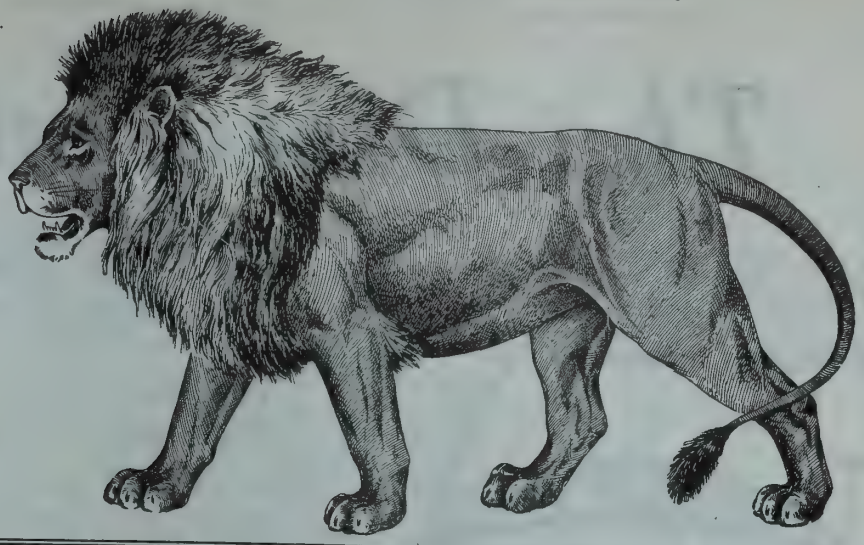
Make a fight for the hatchet business of your town. Stimulate it with Bur-Nor Wall Cards, Window Displays, Special Testing Exhibit and other Effective Advertising.

Write for Details To-Day

BURGESS-NORTON MFG. CO.

507 Peyton Street

GENEVA, ILL.



The Trade-Mark

Of a Product Tried and Tested Over 90 Years

LION BRAND CORDAGE

Time is the most thorough test. High quality is much, but superiority consistently maintained for approximately a century is far more.

During this period Consumers Cordage has been the choice of many leading Canadian industries over long periods of time, as well as by the farming community.

Early in the 19th century Consumers Cordage towlines were used to tow the "Accommodation" the first steamboat in the British Empire—along the St. Lawrence River navigation route is used extensively by the various elevators, and has been used by vessels of the Montreal Transportation Company, and the Hastings Saw Mills (owned by the B. C. Mills and Trading Co.) more than a quarter century. This record makes greater sales, a reason why you should handle Consumers Cordage.

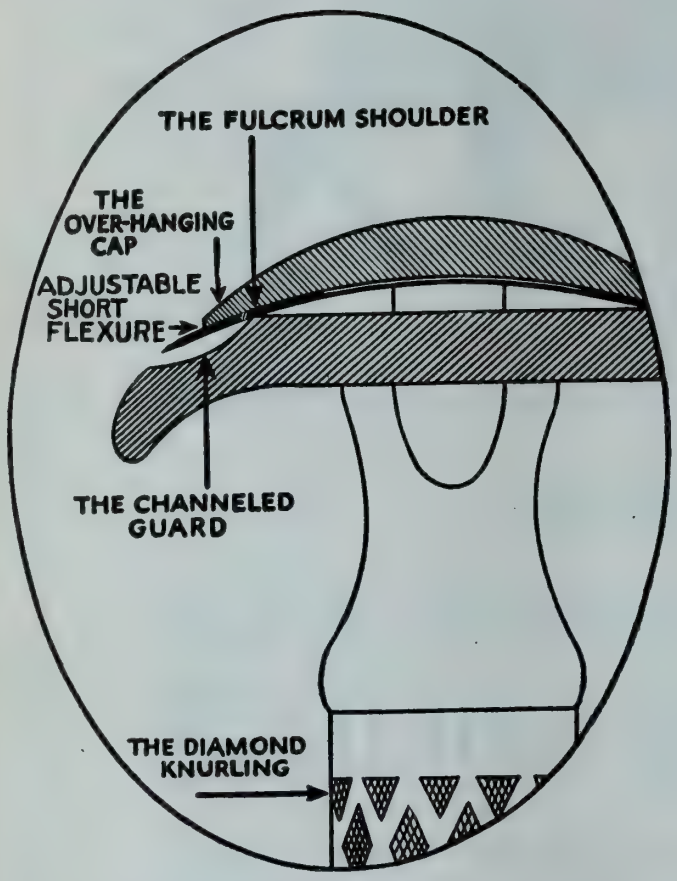
Consumers Cordage Co., Limited

Halifax Montreal Toronto

Agents and Stocks:

Tees and Persse Limited—Winnipeg, Regina,
Saskatoon, Moose Jaw, Calgary, Edmonton and Fo:t William.
Jas. Bisset & Co., Quebec, Macgowan & Co., Vancouver.

The Difference



Uses the same fine Gillette Blades as the old-type razor, but now your customer gets ALL the luxury of the finest shaving edge in the world.

The main difference between the New Improved Gillette Safety Razor and the old-type Gillette are two:

The Shave Itself;
The Service of the Blades.

The shave is quicker, cleaner, smoother and infinitely more comfortable.

The Gillette Standard blades, when used in the new razor, give many more shaves than when used in the old-type razor.

The Overhanging Cap, Fulcrum Shoulder, Adjustable Short Flexure and Channelled Guard are the new features that give these results.

Retails at $5.00 and up

MADE IN CANADA — TRADE Gillette MARK — KNOWN THE WORLD OVER

The New Improved Gillette Safety Razor

Patented Canada August 31, 1920

GILLETTE SAFETY RAZOR CO. OF CANADA, LIMITED, MONTREAL, CANADA

The Only Weekly Hardware Paper in Canada

Member Audit Bureau of Circulations *Member Associated Business Papers*

Hardware and Metal

CANADA'S NATIONAL HARDWARE WEEKLY

Vol. XXXII. TORONTO, JUNE 18, 1921 No. 25

Value of Trade Marks in Merchandising— ... 39
Price Reductions on Steel Products ... 40
Substantial Reductions on Enamelware, etc., ... 41
Retailer's Relation to Present Prices ... 42
$2,000,000 Turnover in Town of 3000 ... 43
Official Text of Sales Tax Legislation ... 46
The Outlook in Hardware and Metals ... 47
Further Curtail Steel Production ... 48
Legislation Regarding Firearms ... 49
New Department "For the Man Behind the Counter"
Some Adventures with Salesmen
Helps for the Retail Hardware Salesman ... 50–51
Editorial Comment ... 52–53
Events in the Trade ... 54
Weekly Hardware Market Reports, Montreal, Toronto, London, Winnipeg ... 55–59
New Hardware Goods ... 60
"Save the Surface and you Save All" ... 61
Weekly Paint Markets ... 62–64
Linseed Oil and Turpentine Feature Markets ... 64

The MacLean Publishing Company, Limited

JOHN BAYNE MACLEAN, President. H. T. HUNTER, Vice-President.
H. V. TYRRELL, General Manager.

Publishers of Hardware and Metal, The Financial Post, MacLean's Magazine, Farmers' Magazine, Canadian Grocer, Dry Goods Review, Men's Wear Review, Printer and Publisher, Bookseller and Stationer, Canadian Machinery and Manufacturing News, Power House, Sanitary Engineer, Canadian Foundryman, Marine Engineering of Canada, Canadian Motor, Tractor and Implement Trade Journal, Druggists' Weekly.

Cable Address, Macpubco, Toronto; Atabek, London, Eng.

ESTABLISHED 1887.

HARDWARE AND METAL

GEO. D. DAVIS, Manager.

CHIEF OFFICES:

CANADA—Montreal, Southam Bldg., 128 Bleury St., Phone Plateau 946. Toronto, 143-153 University Ave., Telephone Adel. 5740; Winnipeg, 901 Confederation Life Bldg., Telephone A. 3773; Vancouver, 314 Carter-Cotton Building, 198 Hastings St. West.

GREAT BRITAIN—London, The MacLean Company of Great Britain, Limited, 88 Fleet Street, E.C., E. J. Dodd, Director, Telephone Central 12960. Cable Address: Atabek, London, England.

UNITED STATES—New York, A. R. Lowe, Room 1606, St. James Building 1133 Broadway (corner 26th St.), Telephone Watkins 5869; Boston, C. L. Morton, Room 734, Old South Building, Telephone Main 1024; Chicago, H. A. Maguire, 405-6 Transportation Bldg., 608 So. Dearborn St., Telephone Wabash 9430.

SUBSCRIPTION PRICE—Canada, $4 a year; Great Britain, South Africa and West Indies, 16s. 6d. a year; United States, $4.50 a year; other countries, $5 a year. Invariably in advance.

QUALITY COUNTS

YOUR customer invariably wonders, "Am I getting my money's worth?" whenever she buys.

At the moment she doesn't know. She can't tell. But in a week, or a month, or a year, she **will** know, because the **quality** of the article will have made itself felt.

If the quality proves to be high, your one-time buyer will come back for more, because she "got her money's worth" the first time.

But if the quality was lacking she'll start nosing around looking for a **qua.ity shop.**

This is especially true of electrical appliances. What is your stock like? They may **look** fine, but what will they **do?**

If you carry the new Canadian Beauty line you are perfectly safe, for we have rigidly insisted on turning out appliances of the very highest quality only.

The public will spot the new Canadian Beauty Appliances right away for their "good looks." They have a smooth finish, brilliant polish, graceful lines, atmosphere—

Their "good looks" will **sell** them and their splendid quality will **keep** them sold. Your customers get "their money's worth." They'll surely come back for more new Canadian Beauty Electrical Appliances.

And they are right up to the minute in improvements. No worth-while feature is lacking. The new Canadian Beauty line is the last word in electrical appliance perfection.

Order through your jobber, or, if he cannot supply you, direct from us.

THE RENFREW ELECTRIC PRODUCTS LIMITED
Head Office and Works: Renfrew, Ont.

29 Richmond St. W., Toronto, Ont. **803 Lindsay Building., Winnipeg, Man.**

The New
Canadian Beauty
Electrical Appliances



Canada's National Hardware Weekly

Hardware and Metal

Published Every Saturday Since 1888

Vol. XXXIII. TORONTO, JUNE 18, 1921 No. 25

Value of Trade Marks in Merchandizing

Development of Trade Mark or Trade Names has been Important Factor in Perfecting and Extending means of Production and Distribution—Giving the Product Individuality—Protecting the Buyer and the Manufacturer—Value of Color in Trade Marks.

ONE of the outstanding features in connection with the development of efficient merchandising methods has been in the extension of the principle of the trade mark or trade name. Manufacturers were quick to see the value of giving their products individuality, for it singled out the line which stood for the highest in quality and workmanship and assisted the retailer and the consumer in their buying. The principle has been much extended in recent years along the lines of adopting trade names which not only single out a particular product, but which give, at the same time, some indication of their purpose or merit. Some of these names are designed to convey a vivid impression to the mind, and to make it easy to remember. It is therefore said that ability to recognize a certain product and the facility of recalling certain claims made for the article bearing that name, are the chief functions of a trade mark. This being the case, the more easily and correctly the mark can be recalled and the more quickly it is recognized, the better will be the result from its use.

Forms of Trade Marks.

Trade marks come under one or more of the following headings: pictures, words, geometrical forms, syllables or groups of letters. Naturally these differ much in their value from the standpoint of securing attention and their being retained in the memory. For memory value and recognition, pictures have the best result. Forms come next, then words and syllables come last. It is said that syllables are six times as difficult to recognize as pictures, and words are nearly three times as hard.

The functions of a trade mark, briefly, are as follows: Simplify purchasing, help identification, recognition and recall; protect the consumer, merchant and manufacturer against substitutes; crystallizes good-will and reputation as marketable qualities; acts as a sales force through its suggestiveness. It also protects the consumer from the standpoint that once a manufacturer has established a certain standard for his product he will be forced to maintain that standard throughout every article which bears the name.

Easy to Infringe.

In past years there has been some difficulty over the registration of trade-marks, due to the fact that it is not difficult to infringe upon some other mark already established, and also partly due to the fact that there are some traders who will deliberately infringe on a well-known trade-mark in order to take advantage of the market already established by that line. Therefore in the selection of a trade mark great care must be employed to see that no infringement takes place.

Advertising Enhances Value of Marks.

The development of advertising as a force in selling has enhanced the value of a good trade mark for it has greatly widened the field in which the product can be marketed. The development of various channels of distribution has also removed the final sale of the goods so far from the manufacturer that some such means of ultimate identification is necessary.

The law regards the trade-mark as a protection to the buyer, and only incidentally a protection to the manufacturer. The reason that foremost manufacturers have trade-marked goods is that the mark is valuable only to a permanent organization which gives uniform value in its products, and, being given to assist the repeat buyer or permanent customer, there would be no

FEATURES IN THIS ISSUE

"VALUE OF TRADE MARKS IN MERCHANDISING" An outline of the development of trade marks as an important factor in distributing merchandise.

"TURNOVER OF $2,000,000 IN TOWN OF 3,000"—Interesting and valuable selling helps as proved by R. T. Holman Ltd., Summerside, Prince Edward Island.

"RETAILER'S RELATION TO PRESENT PRICES"—Dealing with popular sentiment of blaming retailer for holding up price levels.

"REVIEW OF THE IRON AND STEEL MARKETS"—Authoritative survey of conditions in this industry by one of the leading authorities.

"FOR THE MAN BEHIND THE COUNTER"—Starting a new series of articles to help the retail hardware salesman, with special attention to current problems in the trade.

"NEW HARDWARE GOODS"—Brief illustrated review of new goods offered to the Canadian hardware trade.

"SAVE THE SURFACE AND YOU SAVE ALL"—How the merchant can link up this trade name with trade marked paints.

"WEEKLY PAINT MARKETS"—Timely comment on movements in the markets, on paints and kindred lines.

use identifying the product unless value was always given.

Trade marks are not property, they are merely an identification and cannot be transferred, bought or sold, as among individuals. They can be transferred only as part of a business.

Registering Color.

The question of registering colors in trade marks is one which is grossly misunderstood by many firms. A popular notion exists that a trade mark registered merely in black and white, is protected against marks of similar design in any colors. It has frequently occurred, therefore, that marks usually used in colors have been registered without any statement as to color, those registering them in this way doing so either through ignorance or with the idea that they were enlarging the scope of the trade-mark and making it an infringement to use the same or a similar mark in any colors whatsoever.

Value of Color.

Color is an essential element of a trade-mark when color is used and it is equally important to get the proper color and see that it is properly registered as to see that the name is spelled properly and the design the correct proportions.

The value of color in a trade-mark is vouched for by many manufacturers who use it to attract more attention. True the average person has an eye for coloring in a suitable design, but unfortunately the idea is overdone in some cases and there are freak advertisers who employ colors to attract attention but which ultimately displease. Shrewd advertisers do not make such use of color, but plan to blend the shades in a pleasing manner, and put the reader in a receptive mood.

Where the Merchant Comes in.

The use of trade-marks in the merchandising plan of to-day is an important factor. For many years merchandise had little to distinguish the product of one manufacturer from that of another, and later there were private brands which had little meaning in the channels of distribution. This situation has been changed, until now the trade-marked product with its backing of national advertising and its definite standards of quality is the backbone of all trade. Here is where the retail merchant's interests are closely allied with the marketing of trade-marked goods. The merchant accepts the goods so marked with the knowledge that they are of a certain standard, and he feels safe in recommending such goods to his customers. Through national advertising the customer is more or less acquainted with the goods and is more ready to accept the recommendation of the merchant. Some merchants realize the value of trade-marked goods to such an extent as to confine their stocks to such lines. This condition is not altogether general but the importance of the trade-marked goods is such as to direct the tendency in that direction.

Price Recessions on Steel Products

Lower prices this week on certain Steel Products Maintains Tendency toward Lower Price Levels on Hardware—Reflection of Conditions in Iron and Steel Industry—Steel Production below ratio of Consumption due to Large Stocks held by Manufacturers —Another Price War is Rumored.

WITH many price quotations on hardware commodities inclining towards lower levels during the past few months, the reductions in certain steel products, announced this week, are of vital interest to the trade. Revisions on a downward grade are noted in the new list prices on double-pointed tacks, and a similar new list with lower quotations has been issued, covering bright and coppered staples.

The decrease in the base price of wire is a feature of the current steel product situation, the extent of the reduction being 35 cents. Wire nails also register a new lower base price, and stove-pipe wire prices are included in the list of present declines. Quotations on cut nails are also lowered, and other lines on which decreases have been announced are coppered-split clinch rivets, and both bright and galvanized fence staples.

These reductions in finished steel products are heralded in some quarters as the forerunner of general lower levels in basic iron and steel. The fact is noticeable that the great increase in capacity of steel production during war time, now operates adversely to prevailing market conditions. Recent months have witnessed a gradual decline in the percentage of mill operation, and this current depression is generally expected to continue until August.

Production Lower Than Consumption.

With the low rate of operation in evidence, a corresponding movement to reduce stocks is apparent. In fact, production of steel is reported to have sunk below the ratio of consumption, a condition, which if continued, is expected to eventually lead towards a revival in the industry during the fall months. No great demand for steel is evident however, although the average demands this spring have shown a slight increase over the very poor conditions that prevailed early in the year.

May be Another Price War.

Rumors of another price war between the steel mills are being circulated, but no great reliance is placed by dealers upon this phase of the current situation, as it is pointed out that with the production of steel down to within almost one quarter of capacity, the cost of operation is correspondingly high. Lower prices are looked for when the demand has revived, and a consequent increase in production has resulted. The ratio of cost by the steel mills should then be lowered, and price reductions are more likely to be in order under such conditions.

The fact that price cutting would neither create nor stimulate demand was generally thought to have been amply demonstrated during the price war, launched by the independent steel mills this spring. Owing to the recent gradual revision in conditions, including the wage adjustment of the Steel Corporation during May, it is now indicated that a serious effort to locate buyers would probably materialize. In some quarters, buyers and consumers of steel and steel products, are reported to be awaiting future developments, and look for slight price revisions on a downward scale. Others are said to be even holding current orders, pending further declines.

Lowering Overhead Costs.

Other opinions, however, hold that steel market conditions do not warrant any further price reduction until lower levels are evident in wages and freight rates; more especially the latter. Dealers point out that lower freight charges would be the primary step in reducing the cost of transporting the raw materials, and that finished steel products would then be in line for similar reductions. The movement for lower prices has recently made marked progress. Manufacturers claim that overhead costs have been reduced wherever possible, under existing circumstances. Also that while some declines have been made in raw material prices, further revisions are held up pending contributory costs. Labor has recently registered a willingness to accept lower wage scales in several instances, and it is claimed by the steel interests that a decrease in transportation charges would complete the circle on a reduced plane, and primarily pave the way for the return of pre-war price levels on many hardware lines.

Price Reductions on Enamelware

Price Reductions Announced by Manufacturers on Enamelled Ware, Tin-Ware and Other Similar Lines—New Scale of Discounts Expected to Stimulate Business—No Drastic Reductions expected on Aluminumware.

ONE of the most important of recent price reductions is the announcement this week of substantial revisions in prices on enamelled ware, granite ware, japanned ware, tin ware, galvanized ware and many similar lines. The average decrease varies between 20 and 25 per cent on these different products, some wares having been reduced to a slightly greater extent, and other lines not registering quite such radical changes.

The general opinion of hardware merchants is that the price revisions on such a prominent line as wares should have far-reaching effects on the trade, and they are directly in keeping with the public expectations for lower price levels. While the actual list remains unchanged, discounts have practically been altered all through on a generous scale, and the nominal cost is extensively lowered on the majority of grades listed.

Reason for Reductions.

In announcing these reduced prices the manufacturers state that they have kept in mind not only the reductions which have already taken place in the cost of labor and in certain raw materials—both of which items are vital factors in production—but they have also anticipated, somewhat extensively, future reduced wage scales and further expected reductions in raw material prices, particularly those covering steel.

New Discounts to Hold.

The new discounts amount to an average cut of almost twenty-five per cent on the previous prevailing quotations, and the manufacturers further express the opinion that this current revision should enable the trade to purchase future requirements, firmly confident that the new prices will remain stable for several months.

The announced reductions are expected to stimulate active trade in these lines; for the small replacement orders that have been prevailing for some time, have resulted in low stocks among merchants generally, with little or no surplus of supplies noted on hand. The new scale of prices is quoted as being comparatively lower than those at present prevailing on similar lines in the foreign markets, and not only register a startling precedent in the decline of kitchen utensil prices, but it is calculated to pave the way—according to opinions gained in certain quarters—towards some reductions in the current costs of aluminum ware.

Effect on Aluminum Ware.

A slight decrease in the cost of sheet aluminum has recently been noted on the market, but outstanding price reductions are not generally expected to feature aluminum ware to the same extent as in other lines of kitchen products, due to the fact that certain price cuts have been made from time to time among the manufacturers and distributors of aluminum ware in competitive efforts to secure business or uncover buyers.

The present revision of enamelled-ware prices, however, conforms to the current trend of quotations on numerous other hardware commodities, and also substantiates the gradual return to pre-war levels, as outlined in recent issues of Hardware and Metal. The new discount list on wares is included in the weekly market quotations.

Further Curtail Steel Production

Little Hope of Renewed Activity Before Fall—Price Recessions Bring No Stimulation to Trade.

A dragging market persists in iron and steel with new tonnage so light that a further paring of the 25 to 30 per cent of mill operations is in sight. Another large independent company will be idle by the end of the week with the exception of a single blast furnace, says The Iron Trade Review. If this plant goes down, it probably will remain practically inactive to September. Some eastern plate mills are expecting to close for the month of July. Valley operations this week temporarily were speeded up to 39 per cent of ingot capacity or double that of a week go. All present indications point to one of the quietest summers in the history of the industry.

The railroad outlook continue to offer some measure of promise. Considerable buying of repair material, railroad purchasing agents say will be done as soon as the recent shop wage reductions have been assimilated. Competition among the mills for desirable tonnages and even for small lots rules very keen. The steady weekly droop of the general market level is being continued. The composite market average of The Iron Trade Review this week is $42.15 against $42.45 last week and $42.75 two weeks ago.

American producers are more inclined to meet the lower foreign mill prices. Great Britain's pig iron production in May was only 13,600 tons and of ingots, but 5600 tons, or 1 to 2 per cent of that in January. Only one small blast furnace in Great Britain now is active.

Revival in the Fall.

So pronounced is the stagnation that the trade has given up hope that anything can be done to break the accentuated summer dullness, says The Iron Age. The continued excess of consumption over production is digging into stocks in consuming hands and some expansion in demand is counted on in the early fall. The quick deliveries asked on much of the run of new orders indicate that stock balances are far from remaining well rounded out.

Except for a further slowing down of operations, the week has been devoid of developments. Gaging of the percentage of producing capacity that is active is difficult. It is doubtful if the industry as a whole output is above a 25 per cent rate. The estimate for the Pittsburgh region is that it is around 20 per cent.

Seven of the open-hearth plants of the Carnegie Steel Co., including blast furnaces are idle. Two more of its blast furnaces are expected to go out of blast this week, leaving only 15 of its total of 59 in operation. One Steel Corporation stack has been blown out in Chicago, leaving nine active out of 29. The corporation's steel output in the Chicago district is put at 30 per cent of normal.

Price changes have been unimportant. The recessions, as in wire products, sheets, chain and cast-iron pipe, brought no better demand. Bidding for export business, small but conspicuous by comparison with the orders making up domestic sales, bring out price weakness which points the way attractive inquiries will be received except in the event of an expansion beyond present hopes for 1921.

Trade Enquiries

Names and addresses of enquirers can be obtained only by those interested in such lines upon application to Hardware and Metal. Please quote reference number when requiring addresses.

3155. **Trade with New Zealand.**—The London office of a New Zealand firm would welcome quotations from Canadian exporters of hardware, iron staples, tools, etc., suitable for sale among the agricultural population of New Zealand.

3156. **Hardware and metals.**—A London firm buying for associates in China and the Dutch East Indies is open to handle the agency for Canadian lines in the above markets.

3157. **Machinery and metals.**—The London office of an Indian house is open to receive offers from Canadian exporters of machinery and metals suitable for the Indian market.

3175. A New York exporting firm desires to be placed in touch with manufacturers of the following: rails; galvanized barb wire, 12 by 6-12 by 3; galvanized No. 8 wire; galvanized diamond head nails; galvanized floor brads; galvanized flat-head nails; galvanized pipe, with a view to exporting same to New Zealand.

Retailers' Relation to Present Prices

Retailer Being Made the Scapegoat for Strong Undercurrent of Resentment for Alleged Refusal to Reduce Prices—No Instances of Retail Profiteering have Come to Prominence—Retailers Have Faced Stern Difficulties—No Organization to Maintain Prices.

POINTING out that it requires some courage and a large degree of self-restraint to avoid blaming the other fellow for conditions that strike at one's business activities, John O'Connor, manager Murray-Kay Co., Toronto, in a recent interview, deals with the condition existing to-day wherein the retailer is being made the scapegoat of a strong undercurrent of resentment for his alleged refusal to reduce prices.

"Whether those who are all too frequently endeavoring to place—among other things—responsibility for the unemployment evil on the shoulders of the er or manufacturer to his Majesty in retailer have any grounds for their line of propaganda is difficult to determine," says Mr. O'Connor, "for it must be admitted that no specific instances of retail profiteering have been brought into prominence; but the propaganda nevertheless bears the stamp of authenticity because of its endorsement by men in high positions. When linked with the idea that, because of high retail prices, commodities are not moving and manufacturing plants are silent, the propaganda takes a slant that will work serious harm if not checked.

"The public undoubtedly has suffered through the so-called 'vicious' circle of expanding prices which eventually got out of control, but—let's see who were contributory to the inflation? Is it not fair to assume that those two highly organized entities, if I may call them such, Labor and Capital, were the two great factors in the production costs? Throughout the period of price spiral activity, the retail trade was the one that suffered from interference to an extent that gave many a retailer an almost hopeless outlook.

Many Handicaps.

"First we had the Board of Commerce insisting on a margin of profit entirely inadequate to the proper financing of the average business. Next we had the luxury tax with the arbitrary enrollment of all retailers as tax collectors without fee or reward. These two Governmental handicaps on retail distribution, had they continued long enough, would have sent many a sound business to the scrap-heap.

"After having successfully combated the handicaps referred to, the retailer now finds himself charged with arbitrarily holding up prices—a charge impossible of proof and wholly ridiculous, for there is no other line of mercantile activity that stands so aloof from organized action as does the retail trade.

"Every other department of business effort has its trade organization—ostensibly for the purpose of preventing demoralization—but in the last analysis one is led to the conclusion that the stick-together spirit prevents many a break in prices that might occur if things were different. The retailer plays a lone hand so far as the pricing of his commodities is concerned. His ambition is to attain prominence as a merchant giving the best values obtainable anywhere. Occasionally he breaks into hectic merchandising by slashing prices below replacement costs. In such cases he is merely hysterical and is not contributing to the welfare of his community when he does the reckless things, even though a few seem to benefit temporarily by getting goods for less than their worth.

No Combination.

"I am interpolating this sidelight on retailing in proof of my contention that no combination exists for the holding up of prices in the retail trade. In no other line of business is there to be found the fierce competition that governs retail activities. This competition is an absolute guard against exorbitant profits by the retailer, and so long as retailers are determined to conduct their businesses free of secret agreements or understanding with respect to prices, the public can rest secure in the knowledge that it will never have to pay more than a fair margin for the retailer's profit.

"The whole system of retailing is modelled on the plan of not how much, but how little we can quote. Indeed individual retailers from time to time have used their great abilities and have spent money freely to secure legal judgment enabling them to sell below fixed prices. This is a matter of record in many courts.

"The public's ability to pay has never entered in a large way into the retailer's curriculum; rather has he devoted himself to the pulling down of costs, thereby giving the ultimate consumer the benefit of highly trained merchandising ability. It is a matter of every-day occurrence that retailers are in conference with manufacturers closely analyzing commodities and endeavoring through the placing of large orders, to cut production costs. This all works in favor of the consumer, for the retailer passes on whatever benefit he is able to secure from reduced production costs.

Labor and Capital Responsible.

"The retailer is the last link in the chain of producer to consumer. The price the retailer pays must absorb all the costs and profits which Labor and Capital think they are entitled to. If these have been more than is necessary, it is the combination of Labor and Capital that should answer at the bar of public opinion. The retailer can place his margin of profit only at a point in line with what his competitor is willing to accept. Let me emphasize again the retailer's position—at the end of the line. In order to get goods to sell he must pay the price, or rather assume the burden created by those who brought the commodities to the finished state.

"The spiral of retail prices never climbed to the heights—proportionately—of manufacturing costs. To-day prices at retail are fixed below the level of what should be secured in order to show a fair return to the retailer. I think most retail organizations can bear me out in this."

Trade Enquiries

3139. **Products for Brazil.**—A responsible firm of importers in Para, Brazil, desires to enter into communication with Canadian producers of hardware, machinery, chemicals, and other Canadian products. The firm already acts as agents for various English, American, Swiss, French, and Portuguese houses, and offer first-class bank and commercial references; have been established for twenty years.

3140. **Piping.**—Quotations are invited c.i.f. Buenos Aires for 68,000 feet 2-inch ammonia piping, 24-foot lengths; also for fittings and valves in connection with same.

3149. **Heavy hardware.**—A London indent house is open to receive regular offers from Canadian suppliers of heavy hardware suitable for the Australian and New Zealand markets.

3150. **Trade with Australasia.**—A London firm buying for branches in Australasia and New Zealand is open to consider offers of Canadian iron and steel, hardware, machinery, and all heavy goods.

3151. Machinery and metals.—The London office of a South African firm is open to receive offers and literature from Canadian suppliers of machinery, agricultural implements, hardware and metals.

3153. Machinery and metals.—A London house is open to receive offers from Canadian suppliers of nails, wire, hardware, and other goods.

3154. Hardware and metals.—The London office of a firm doing business in the Federated Malay States is anxious to develop trade in Canadian machinery, hardware, and metal lines.



View of hardware department of R. T. Holman, Ltd., Summerside, P. E. I., showing the employment of modern display facilities. A display of cutlery, razors, etc., is seen in the showcase. Tools are displayed in a glass-fronted cabinet in the wall fixtures and supplemented with stocks kept in the drawers, with samples affixed to the front of each. Every section of the store is lettered to facilitate stock records.

$2,000,000 Turnover in Town of 3,000

Experienced Salesmen in Charge of Each Section of Hardware Department—Getting the Public's Interest Through the Window Displays and Advertisements—Special Train Brings Customers From Radius of Fifty Miles—Offering Articles in Combination Groups—Schoolboy Popularity Contest.

WITH an annual turnover of approximately $2,000,000 in Summerside, Prince Edward Island, a town of 3,000 population, with a provincial population of only 90,000, the firm of R. T. Holman, Ltd., is regarded as probably the largest retail business in the world in proportion to population. Some 200 employees are on the pay roll and it requires fifteen large warehouses to feed the large retail store, which measures 128 feet deep and 260 feet long, four floors in all. The warehouse property includes an extensive wharf and three railway sidings.

One of the busiest sections of the big store is the hardware department, which occupies a large area in the mid-section of the main building.

Here are carried roofing, paints, fencing, tools of every kind, building hardware, stoves and ranges, auto accessories, fishermen's supplies, sporting goods, washing machines, farm pumps and machinery, cutlery and in fact every article found in a modern hardware store. Each experienced salesman has charge of one particular line and all correspondence with the manufacturers and all trade news relating to that line are referred directly to the salesman interested. With such authority the salesman is put on his mettle to make the best showing possible and is constantly trying for better values and for new sales ideas.

Novel Window Dressings

Two large windows and a battery of silent salesmen are used to display goods. Efforts are made to have window dressings that are different from the ordinary. A woodsmen's window, for example, would show a tree trunk leaning against the wall of the window with an axe buried in the wood; a log on a saw-horse would have a saw buried in it, with the floor sprinkled liberally with sawdust; a log lying on the floor would be well chipped at the top, with the large chips lying about and the axe head buried into the wood.

At the start of the fishing season a window was arranged with a pool of



Some samples of the local advertising done by R. T. Holman, Ltd., Summerside, P.E.I., in connection with its hardware department. Generous use is made of illustrations and some item of current interest is generally worked into the introductions to secure attention. The ad. on housecleaning makes the point that housecleaning can be done for less money this spring. The paint ad. points out that it is better to paint than to repair. Some pointers for securing a good lawn and garden are set forth, and another ad. emphasizes the necessity of good traps for game hunting.

water forming a pond, artificial moss at the sides and live fish disporting in the water. Another very successful window was arranged to show the line of bicycles handled by the store and with a cyclometer attached to the raised rear wheel, a mile race was run off in the window between several local speed cyclists, a suitable prize being awarded the winners.

"Something new" has been the slogan of Holman's advertising department and quite a large share of the successes achieved can be traced directly to the novel and sensible sales plans that have



Crowd in front of the sporting goods window display of R. T. Holman, Ltd., Summerside, P.E.I. A bicycle race was the centre of attraction, the back wheel of the bicycle being raised and by means of a cyclometer a race was run off in the window between several local speed cyclists, a suitable prize being awarded the winners. Picture shows the referee marking the score of the first contestant. This is a sample of the novel displays which this firm endeavors to arrange to attract attention to its various departments.



Another view of the hardware department of R. T. Holman, Ltd., showing some of the heavier goods on display. The idea carried out is to place the goods within easy reach of the customer, so that close examination and personal handling may be facilitated. Here are the stoves, washers, bicycles, etc., placed so that the customer may spend as much time as desired on examination.

originated at the advertising office.

Refund Railway Fares

As mentioned before the store is located in a town of 3,000 population, the nearest other sizeable community is located nine miles away and the only city in the province is 48 miles distant. Consequently a large part of the selling is done to out-of-town customers and it is a frequent and very successful inducement to refund all railway fares to out-of-town customers, providing their purchases amount to a certain sum usually $20.00.

Recently the firm increased the transportation plan, by hiring a special train and sending it out with a special representative of the store to bring customers from a radius of 48 miles from Summerside. Some of these trains have carried as many as six passenger cars and standing room was usually required at that.

Another plan, very popular, in which some of the other stores co-operated was a Bean Guessing Contest. Prizes aggregating $550.00 in value were offered to those who most correctly guessed the number of beans in a large glass jar. Purchases amounting to one dollar qualified a person to guess.

Dollar sales have been frequent; Holman Special Sales are recognized as real bargain events and frequent drives are made on a certain line, the price usually being a very low one on an established article.

Offer Articles in Combination

It has been found that in some lines it is a popular and profitable scheme to offer articles in combination even at a slightly reduced price. For example paints and paint brushes; fencing and fence tools; lawn hose and patented sprays; oil and containers and popular combinations.

Schoolboy Popularity Contest

One of the most popular plans was a schoolboy popularity contest recently held, in which more than 100 schoolboys participated. Prizes ranging from a high grade bicycle to baseball games were given, weekly "ginger" meetings with refreshments were held and a banquet was tendered all who polled 10,000 votes. The boys were given charge of their own meetings and some showed unusual initiative in securing votes; some even making out of town visits to friends and relatives urging them to buy at Holman's and give him the votes—every dollar sale counting as 100 votes for the candidate favored by the customer and the winner rolled up a vote in excess of 100,000.

Quite recently the salesmen of R. T. Holman, Ltd., embracing all departments, formed an improvement and entertainment club. More than one-tenth of the voting population of Summerside was present and featured by frequent banquets and smokers, the club is rapidly becoming one of the important organizations in the province.

Record of Daily Sales

Records of daily sales and stock on hand of every department are kept right up to the minute and there is never any doubt as to what lines are selling best; what lines should be discontinued; how large the stocks are. Every section is lettered to facilitate stock records and every article carried is displayed in silent salesmen, on the front of storage drawers, on the top of bins or otherwise before the customer's eyes.

A large mail order catalog, covering every department, is issued by R. T. Holman, Ltd., twice a year to a very large list of customers throughout Prince Edward Island, Nova Scotia, New Brunswick and Quebec. This is the only large general catalog issued by a strictly Eastern Canada concern and the slogan,

"Shop by mail from Holman's Catalog" and "Holman's Catalog brings the store to your door" are ones familiar in more than 60,000 homes in the Maritime Provinces.

Helpful Points in Ads

Some helpful ideas are set forth in the advertising done by this firm. It will be noted that items of current interest are always dealt with to make the ads timely. The ad on paints is run in connection with a local Clean Up, Paint Up campaign and points out that it is better to paint than to repair. It points out that this paint does not necessarily require experienced labor to apply. The ad on spring housecleaning makes a point of the fact that it costs less money to houseclean to-day than for some time. Special attention is directed to the wallpapers, carpets, oilcloths, brushes, mops, paints, soaps, and polishes, etc., with an argument for the use of each and prices quoted.

In the ad on garden seeds the statement is made "You will always notice that it is the man who started early and who kept always on the job who has the best garden and lawn during the summer and fall. Be one of the wise ones and make a start on your garden to-day—we have everything you need and can surely satisfy you both in quality and price."

An ad on traps points out that "you can't catch game without good traps and good traps usually cost more than you have generally been ready to pay."

An ad on fishermen's supplies pointed out that the man who wants to be first on the market does not wait until the last minute to get his supplies. It lists nets, traps, rope, twine, and other such supplies. Another ad is devoted to lawn requirements featuring mowers, grass catchers, rollers, etc., and telling the reader not to wear himself out pushing a heavy mower but to save many a backache by purchasing an easy running one.

Official Text of Sales Tax Legislation

Full Text of Amendments to Special War Revenue Act Dealing With Sales Tax as Applied Since May 10th—List of Exempted Articles.

THE full text of the amendment made to The Special War Revenue Act, and which deal with the tax on sales as it now exists, is as follows:

"19BBB (1) In addition to the present duties of customs and excise there shall be imposed, levied and collected an excise tax of one and one-half per cent. on sales and deliveries by Canadian manufacturers or producers, and wholesalers or jobbers, and a tax of two and one-hal per cent. on the duty-paid value of goods imported, but in respect of sales by manufacturers to retailers or consumers, including sales to His Majesty, whether in the right of His Majesty's Government of Canada or His Majesty's Government of any province of Canada for the purpose of resale, the excise tax payable shall be three per cent. and on goods imported by retailers or consumers, including importations by His Majesty, whether in the right of His Majesty's Government of Canada or His Majesty's Government of any province of Canada for the purpose of re-sale, the excise tax payable on the duty-paid value shall be four per cent.; the purchaser shall be furnished with a written invoice of any sale, which invoice shall state separately the amount of such tax to at least the extent of one and one-half per cent. but such tax must not be included in the manufacturer's, producer's or wholesaler's costs on which profit is calculated; and the tax shall be payable by the purchaser to the wholesaler, producer or manufacturer at the time of such sale, and by the wholesaler, producor manufacturer to His Majesty in accordance with such regulations as may be prescribed, and such wholesaler, producer or manufacturer shall be liable to a penalty not exceeding five hundred dollars, if such payments are not made, and in addition shall be liable to a penalty equal to double the amount of the excise duties unpaid; the term "duty paid value" means the value of the article as it would be determined for the purpose of calculating an ad valorem duty upon the importation of same into Canada under the laws relating to the Customs and the Customs Tariff whether such article be in fact subject to ad valorem or other duty or not, and in addition the amount of the Customs duties, if any, payable thereon.

Provided that in respect of lumber an excise tax of two per cent. shall be imposed, levied and collected on sales and deliveries by the Canadian manufacturer and of three per cent. on importations, and that no further excise tax shall be payable on re-sale.

List of Exemptions.

Provided also that the taxes specified in this section shall not apply to sales or importations of:—Certain foodstuffs, ores of metals of all kinds; fuel of all kinds; gold and silver in ingots, blocks, bars, drops, sheets or plates unmanufactured; logs and round unmanufactured timber; fence posts, railroad ties, pulpwood, tan bark, and other articles the product of the forest, when produced and sold by the individual settler or farmer; materials for use only in the construction, equipment and repair of ships; calcium carbide; electricity; gas manufactured from coal, calcium carbide or oil for illuminating or heating purposes; settlers' effects.

Not Payable on Exports.

Provided further that the excise taxes specified in this section shall not be payable on goods exported, or on sales of goods made to the order of each individual customer by a business which sells exclusively by retail, under regulations by the Minister of Customs and Inland Revenue who shall be sole judge as to the classification of a business; and a drawback may be granted of ninety-nine per cent. of the said taxes paid on materials used, wrought into or attached to articles exported.

(2) The Minister may require every manufacturer, producer, wholesaler or jobber to take out an annual license for the purposes aforesaid, and may prescribe a fee therefor, not exceeding two dollars, and the penalty for neglect or refusal shall be a sum not exceeding one thousand dollars.

(3) Any such tax, costs or penalties may, at the option of the Minister, be recovered and imposed in the Exchequer Court of Canada or in any other Court of competent jurisdiction, in the name of His Majesty.

(4) The provisions of this section respecting a tax on sales shall be deemed to have come into force on the tenth day of May, nineteen hundred and twenty-one, and to have applied to all goods imported or taken out of warehouse for consumption on and after that day, and to have also aplied to goods previously imported, for which no entry for consumption was made before that day."

Trade Enquiries

3137. **Asbestos.**—A responsible concern located in Kobe, having very close connections with all the manufacturers of asbestos products, would be glad to receive complete samples and prices direct from Canadian asbestos mines. This firm does not wish to deal through American brokers or elsewhere, but wishes to purchase direct from Canada. A good opportunity for any bona fide Canadian firm who wish representation in Japan.

3138. **Tools.**—A Belgian firm wishes to receive catalogues and prices on Canadian tools.

Review of Iron and Steel Industry

Pig Iron Production at low Ebb but producers are Optimistic—Credits Improving—Unemployment Serious but More Efficiency of Workers Evident—Heavy Raw Material Stocks Held by Manufacturers—Prices Still Above 10 Year Pre War Average but Earnings Less than in 1913.

IN the midst of a depression more acute than any known to the present business generation, the steel trade seeks signs of the return of prosperity and finds little that is definitely assuring as to the immediate future. Production of iron and steel have fallen to the lowest point on record in proportion to the country's capacity. Pig iron production to-day is at 30 per cent. of capacity, whereas it has been the common experience in other periods of famine that the country's simple wear and tear has called for a 60 per cent. operation in iron and steel.

It is a matter of comment that even at this closest approach they have ever made to an absolute stoppage, producers of iron and steel for the most part are looking forward hopefully. They expect business to recover in time, from the present unparalleled inaction and are confident that there is ahead a period of great prosperity. To think otherwise is to say that history has ceased to repeat itself and that the American capacity for industrial enterprise has departed.

But what will be the course of business in the next six months, in the next twelve months? That is the question which the average business man finds it difficult to answer, and all his interrogations bring him little evidence that others are more enlightened than himself. In some quarters there was an expectation that the recent meeting of the American Iron and Steel Institute would help to the discovery of what lies just ahead, but even that hope was disappointed.

Credits Improving.

Some things are to be set down on the favorable side of the account. The credit situation has been improving. In the thawing out of frozen credits some progress has been made. The reserve of gold and lawful money has been increasing for several months. The eight months that have gone by since buying of iron and steel stopped almost overnight, and the 13 months since the re-adjustment from war prices started in mercantile lines, have contributed not a little toward the changes that needed to come before the country could get on the right track. For many months preceding May, 1920, consumers were fed on reasons why prices could not come down. Now that so many profiteer arguments have been punctured by one decline after another, a change in mental attitude can be seen that signifies much for economic health.

While unemployment has not decreased—indeed in iron and steel and all metal-working lines is still increasing—more work is being done for the wage received, and that is one of the largest factors on the right side of the balance sheet as of to-day. The worker has long been getting out of industry a good deal more than he put in. Every day that passes is making it plainer that the public will not longer pay the difference between the worker's actual performance and that big, but theoretical day's work for which he has actually been drawing pay.

Situation Was Misjudged.

In the steel in dustry the otulook for an early increase in the rate of consumption is not all that could be desired. What has come out in the last six months concerning raw material stocks in the hands of manufacturing consumers of iron and steel shows that the views commonly current on this subject in the early fall of 1920 were far astray. Much of the error was due to the fact that buyers of steel in order to get their supplies, had duplicated and triplicated their orders. This was no secret at the time,but the extent to which the practice had gone was underestimated. It was not appreciated, moreover, until the depression was well under way, to what extent manufacturers had been swept off their feet last year. No matter how large the stock of raw material that was on hand or under contract, it was surprising to what extent the view prevailed that demand was going to keep up for a year or more at a rate that would call for all of it and more. It is entirely another picture that we have had presented in these recent months. We are now hearing how long manufacturers in various lines can go without making any call on the mills except for filling in purposes. Some implement manufacturers, for example, have been saying that it may take a year to dispose of the stocks of implements that are now stored in warehouses otr in manufacturers' hands. The disastrous decline in prices of cereals has reduced the demand for implements to its lowest terms. The automobile building program has been by turns raising and dashing the hopes of steel makers. To-day the best estimate is that operations in that industry will be at a lower rate through the summer and that the total for 1921 is not likely to reach 40 per cent. of the 1920 output, as was at one time hoped.

Rails Gone Into Storage.

Railroad buying was expected early in 1921 to be the sustaining feature of the market, seeing that in so many lines the year's prospects were not encouraging. The fact that a large part of the rails already rolled to be put in track this year have gone instead into storage, is



not reassuring. Mining, lumber and other basic industries promise to run far into 1921 without making any considerable call upon the producers of iron and steel. Building materials and labor are not yet re-adjusted to a point that would quicken the market for structural shapes. The expectation of a spring demand buoyed the hopes of the industry early in the year, and now there is a disposition to look for some increase in activities in the coming fall, but, with the tendency often seen in the industry, to swing too far to pessimism when the outlook is clouded, the common estimate of the round-up for 1921 is quite conservative.

Without question buying of steel is held back by the belief that the re-adjustment of steel prices still has some distance to go. Steel producers as a rule, are losing money on the present market, with mills running 20 to 30 per cent. of capacity, yet prices show a tendency to sag, and the expectation of reductions both in freight rates and prices for finished steel is general. That a further reduction in wages may come at a number of works in the next 90 days is also before the trade as a possibility. Partly because of the size of the Steel Corporation and the prominence of the steel industry, partly because of large war profits in steel, and partly because steel prices are high compared with the pre-war average, many who have discussed price re-adjustments in various lines have pointed to iron and steel and their products as a class in which the re-adjustment has not been adequate. The prices of the principal forms of finished steel are still 50 to 60 per cent. above the 10-year pre-war average. That in itself does not give the measure of re-adjustment that may be in store, for even on to-day's basis some companies are earning less than in 1913, and the latter year by no stretch of the imagination could be put down as a year that yielded a satisfactory profit to any maker of pig iron or finished steel.

To say that buyers of steel look for some further decline in prices that steel producers look for a reduction in freight rates, and that some of them believe wages will be still lower before a basis will be reached that will warrant free buying—to say these things, is equivalent to saying that time will be a large element in the re-adjustment that remains. That makes prophecy difficult, though the obvious prognosis is that whatever revival in demand comes this year it will not develop into large proportions. The state of mind of many workers, of many manufacturers and merchants needed to be changed. The worker had begun to visualize war wages as his legitimate and normal wage. Many manufacturers and merchants had begun to visualize war prices as legitimate and their continuance as justified. Inflation had been pictured by some economists as an expected and long-enduring result of the war. Many had predicted that a depression would follow the war, and when instead, we had the boom of 1919 and 1920, the feeling came that the depression would be staved off one year, two years or even longer. Time must be the corrective of the state of mind which swept so many business men off their feet. There will be no short cut to prosperity. Industry must get back to the old-fashioned economies, and it is getting back to them. That is the main encouragement in the situation. And the fact that a good deal of progress can yet be made in 1921 along the old road of working and saving and of willingness to do a full day's work, is at the moment one of the most hopeful features in the outlook for iron and steel and for all industry.

PITTSBURG BASING.

The ramifications of the practice of using the Pittsburgh base for prices of finished steel are by no means simple. Those who have had much to do with the Washington hearings on Pittsburgh basing will be quite willing to tell you that what is involved in changing the existing practice is more complicated still.

When this matter first came before the Federal Trade Commission at Washington in July, 1919, it took the form of a very friendly discussion. Chairman Gary of the Steel Corporation and the attorney for the Western Association of Rolled Steel Consumers, suggested to the commission that a thorough inquiry be undertaken. At that time the Western manufacturing consumers of steel asked for a Chicago basing in addition to the Pittsburgh base. But Judge Gary pointed out that it would be difficult to stop there, and that if the Pittsburgh basing system was declared inequitable, the alternative would be to base quotations on each mill wherever it might be located. He spoke of the case as being as far-reaching in its scope and as important as any ever considered by any judicial tribune. He pointed out that the prosperity of entire communities was involved, saying that the establishment of mills at points where costs are higher than elsewhere has been made possible by the use of Pittsburgh as a basing point.

Nine months prior to this preliminary hearing at Washington the Chicago base was given a standing in a very quiet way without any preceding agitation of the question. The first schedule of prices issued by the president after it had been prepared by the War Industries Board, provided for a common price at Pittsburgh and Chicago on bars, plates, shapes and other forms of finished steel. Many in the steel trade did not know that such a dual basing was contemplated, but the decision of the War Industries Board was accepted and for nine months was carried out. In that period, Pittsburgh manufacturers who delivered steel in the Chicago district were compelled to absorb the freight. Opposition among the manufacturers developed to such a point that when the Government schedule was arranged for the quarter beginning July 1, 1918, all prices of finished material were f.o.b Pittsburgh.

As the Chicago district has grown in importance as a steel producer, so the agitation against Pittsburgh basing has increased. In recent years the Chicago district has become more and more of a producing factor.

The hearings are likely to take up a year, and in case an order should be issued against the Pittsburgh case, the ensuing litigation in the courts would probably consume another year at least. If the commission disapproves of the Pittsburgh basing it is to be expected that some other method or methods will be propesed. If it proposes a substitute the commission might have difficulty with the courts, just as occurred under the original Interstate Commerce Commission Act. That commission was not allowed to go further than to declare a rate unreasonable.

In view of the far-reaching effect of a decision wiping out the Pittsburgn plus system, the steel trade will follow this latest case with special interest, though, from the present outlook, the question of sufficient tonnage to keep the mills employed in the next two years will be far more engrossing.

NEW YORK FUNDS.

June 9.—New York funds opened at 12 3-16 with sales at 12¼, 12, 11⅞ and 12 at close.

June 10.—Funds were steady, ranging between 11 13-16 and 11-31-32.

June 11.—Rate ranged between 12 and 12⅛.

June 13.—Funds sold at 12⅛ and 12 3-16.

June 14.—Sales at 12⅛, 12¼, 12-⅜, 12 3-16 and 12 5-16 at close.

June 15.—Funds opened at 12¼ to 12 5-16 lith sales at 12⅛, 12-7-32, 12 9-32.



The active season for many lines of sporting goods is at hand. The merchant whose window display is depicted herewith, realizes the value of showing an extensive range of such lines to appeal to those interested in practically every summer sport. Oftentimes a suggestion from an attractive window display such as this will clinch a sale. With the luxury taxes on sporting goods lines removed this summer there should be a big revival of business in such lines as are shown. Encouraging local sporting tournaments is a good way for the merchant to help the sale of such goods.

Progress of Firearms Legislation

New Bill Amending Criminal Code re Sale and Ownership of Firearms Passes Commons, now Before Senate—Ruling re Giving .22 Rifles as Premiums to Boys Said to be too Drastic.

While various newspapers in Canada have been commenting on the seriousness of the Goverment laying over until the next session of Parliament, the proposed amendments to the Criminal Code respecting the ownership and sale of firearms and other weapons, Hardware and Metal learns from an authoritative source that the bill to amend that section of the Criminal Code relating to permits for the possession of firearms, as outlined in a recent issue of Hardware and Metal, has passed the House of Commons and is at present before the Senate. This being the case, there should be little likelihood of any undue delay in repealing the law as it now stands and which puts serious impediments in the way of trade in rifles, shotguns, etc.

Commenting on the recent editorial note quoting Superintendent of Ontario Police Rogers, in regard to the giving of premiums in the form of .22 rifles to boys, an official who has been in close touch with the Department of Justice in connection with amending these regulations, states that the interpretation put on this matter by Superintendent Rogers is rather drastic. This official comments on the matter as follows:

"The Criminal Code covers this matter by forbidding selling, loaning or giving away firearms, air guns or ammunition to a boy under sixteen years old. So long as a dealer takes necessary precautions to find out that a boy is not under sixteen years old he is within his rights in selling or giving away such premiums.

"There is no law, so far as we are aware, that prevents any recognized dealer keeping on hand for sale such firearms and ammunition as he sees fit.

"Should the amendments to the Criminal Code, which have passed the House and are now before the Senate, become law, a permit will be necessary for an alien to possess firearms or ammunition, but a British subject will need no permit."

For the Man Behind the Counter

Some Adventures with Salesmen

How the Retail Hardware Salesman can measure up to His Job Under Present Conditions—How He can Best Do His Duty to the Customer, Employer and Himself—The Seven Deadly Sins.

ONE day last summer a browser in a bookshop on Fifth Avenue, New York, was accosted by one of the store's salesmen. "Something I can show you, sir?" asked the merchandiser in the manner of one who had thoroughly mastered the principles of scientific sales approach and was not going to permit any potential customers to remain merely latent prospects.

The prospect looked up from his book, frowning at the interruption. Then his face brightened. "Yes," he replied, "there is something I wanted to ask about. It's this new history of the world by Wells that they're getting out in England. When's it going to be published over here?"

"This what you mean?" answered the salesman, reaching over the counter for a volume of a much-advertised history of the world war.

"No, no! Not the world war—the world! A history of the whole world, by Wells."

"Oh, he's dead, you know," announced the salesman.

"No? What do you mean! Who's dead?"

"Wells."

"H. G. Wells?"

The salesman nodded.

"Nonsense," said the man, who by now, I suppose, might be called a live prospect. "That can't be so. There's been no mention of his death in the newspapers. Only the other day there was a piece in the 'Evening Post' telling of a meeting of Wells, Barrie, Arnold Bennett and Frank Swinnerton in a London club. It was as good as an interview with all four of them."

The salesman's face betokened interest, but betrayed ignorance.

"And there was mention in this article of the history I'm asking about," continued the customer.

"My dear sir," answered the salesman suddenly assuming control of the interview, "I wouldn't for a moment dispute you. I only answer your question. We have no history of the world war by Wells, and I never heard of one, but if you are looking for a good history of the war"—

"But I'm not," put in the customer. "And of course you have no history by Wells, for it isn't published yet. All I want to know is, when will the book be published over here?"

Ignorance of the Educated.

"Oh, next fall, doubtless," answered the salesman, smiling. "Yes, undoubtedly it'll be published in the fall. Most summer books are published in the fall."

I have reported this true incident in detail, not with any desire to cast opprobrium upon the trade of bookselling, but to illustrate what I suppose Mr. C. K. Chesterton would call the ignorance of the educated. For, what education is of greater importance to a salesman, whether he be a purveyor of books or biscuits, than that which gives him an adequate knowledge of his merchandise! And what ignorance is deeper or more damning than ignorance of his merchandise! You can forgive a clumsy "approach." You can overlook a faltering "sales talk." You can even dispense with that "snappy" appearance. But you cannot dispense with intelligence on the only subject of mutual interest to you and the salesman; namely, the goods you stand in desire of.

There is an old bookseller on a side street who sells me more books than all the classy fellows in the well-stocked shops that have the prestige of locati n and name. Why? Not because of his sales approach; for, to tell the truth, he is something of a grouch. Not because of his line of talk; he is of a taciturn nature and uses words sparingly. And certainly not because of his looks. But I have found out through experience, that this man knows books. I can count on his intelligence on that subject, and when I am in doubt, or outright ignorant, I can depend on this book salesman's setting me straight.

When I came to him asking for a book to take along for a winter vacation in the Adirondacks, he got out "The Way of All Flesh" and introduced me to the unflinching realism of Samuel Butler. On his say so, I carried home "The Mayor of Castorbridge" one day, and began to know Thomas Hardy.

It is this sort of ability that is the very foundation of sales 'ability. And no amount of glib talk, politeness, prepossessing appearance, or acquaintance with the theory of salesmanship, will make up for deficient knowledge of the goods. Yet the incident of the book salseman who was ignorant of one of the most popular makes of his merchandise isn't a rare exception, either in the book trade or many other lines.

"I'm looking for an axe, a man's size axe, and a wedge for splitting wood," said a customer to a clerk in the hardware department of a nationally-known retail store. And while the clerk exhibited his stock, the customer went on to explain that he was a recent emigrant from a city flat to a little country home, that there was a big wood-lot adjoining his place, and that he proposed to cut and split his own firewood. The clerk sold him an axe, the best in the house; and as he couldn't supply the wedge sent the customer to a nearby hardware store for that article.

A month later, the store got its first reaction from that sale. The customer wrote in to say that as a result of his wood splitting the head of the axe had spread loosening,the handle and rendering the implement useless. He wanted to know what the store would do about it. The store asked him to return the axe for inspection. A few days later he was informed as follows by letter:

> "In reference to the axe, we wish to inform you that the one sold was for household use only. We find upon investigation that this axe has been used for splitting logs. Therefore we do not feel in any way responsible for the condition of same."

The customer may or may not always be right, but he was right in this case; he had explained to the salesman how he intended to use the axe. A letter-writing controversy ensued, which ended by the refund of the money. In the meantime, the customer went to a regular hardware store, where he had the good fortune to be waited on by a salesman who knew axes and their use. This salesman explained that the heavy flat head of an axe is intended primarily to give weight to the cutting edge; that it is risky to use it as a maul, since the head is likely to mushroom; and that in splitting logs with a wedge, woodsmen generally use a sledge hammer. So the customer bought a new axe and a six-pound sledge hammer. If the clerk in the department store had only *known* axes, he could have sold a sledge in addition to the axe in the first place. And he would have pleased a customer and earned goodwill for his store.

It is dangerous, however, to presume too much on the customer's ignorance, or to his dependence on the salesman's judgment. There was the case of a young housewife in one of the Westchester suburban towns who read the advertisement of a vacuum cleaner shop in New York. It claimed to carry all makes of weepers and offered an expert consulting service to advise prospective customers.

Some Adventures With Salesmen

The salesman must be forceful without browbeating his prospect; he must be enthusiastic without exaggerating; he must know his line, but he must not pretend to a knowledge that is not his; he must be tactful and diplomatic, without becoming oily and ingratiating; he must be able to make his point, without petty squabbling or argumentation; and he must use sales strategy, without stopping to artless trickery. These are some of the maxims enumerated by George W. Gray in an article outlining some of the methods of various deluded salesman and the seven deadly sins, in Forbes Magazine.

Dealing with the question from the customer's standpoint, Mr. Gray makes the point that there is as much to be written on how not to make a sale as has been written on "how to make 'em sign the dotted line." The article appearing herewith outlines Mr. Gray's experiences with some salesmen, pointing out a number of glaring faults and giving some helpful suggestions which every hardware merchant and retail salesman can absorb with interest and value.

The advertisement included a coupon which called for a catalog. The housewife clipped the coupon, signed and mailed it.

In reply she received the booklet, with its list of sweepers, marked by stars of varying magnitudes to indicate degrees of desirability. In addition, there was an effusive letter calling attention to the store's advisory service and recommending the Blank sweeper as the best. Finally there were two stamped postcards; one saying, in effect, "Ship me a Blank vacuum sweeper for five day's trial?" "I am not interested in vacuum sweepers." The letter called special attention to the first postcard. All that was necessary for Mrs. Housewife to get a sweeper for trial was to sign her name and drop it in the postbox—terms would be arranged later, "to the satisfaction of the purchaser."

The offer looked good. But money was a bit tight in the household just then; so with the filing of the catalog for future reference, the subject was dismissed from her mind.

A Brilliant Plan Upset.

But a week later there came another letter from the dealers. It "begged to advise" that a Blank sweeper had been shipped and was on its way.

"Not receiving the postcard advising us of a lack of interest in the subject," said the letter, "we have ventured to take the initiative and are sending you by express prepaid, the finest Blank sweeper that we have in stock. Give it a good trial. You can't hurt it. Make it do your work, and after five days write us what you think."

An hour later the expressman drove up to the back door. Mrs. Housewife was furious. She wouldn't receive the package. The poor psychologist in New York who conceived this brilliant plan probably never realized that he had spoiled a good sale by his stroke of "super-salesmanship," and at the same time had made an enemy for his store.

This was a case, I suppose, of knowing the goods but not being able to size-up the customer. The scheme may have worked successfully in other cases; it may have turned the will of wavering customers and focused the decision to buy. But in this instance it was disastrous.

Another adventure, illustrating the same method in face-to-face dealings, concerns a young couple in a large Eastern city. They had recently moved there from Boston and needed some additional furniture for their larger house. But they were strangers to the business houses of the city; so making up a list of three stores whose advertisements had attracted them, they set out one morning. As they alighted from the car, they passed a store whose show-windows proclaimed that it sold furniture. It was not one of the three on their list, but the window display lured them and they decided to go in.

The salesman who met them seemed to know his line of goods and soon had them interested in several pieces of bedroom furniture. Incidentally, he found out that they were new residents, that they intended to pay cash and that they had bought all their furniture hitherto from a large establishment in Boston, well-known in the furniture trade. On receiving the latter information, the salesman's assurance and self-confidence visibly weakened.

"I'll tell you," he said, "I want you to have the benefit of the best price we can make on these goods. I'm going to get our buyer—Mr. Beat—if you'll excuse me for a moment.'

Up to this time there had been no question in the minds of the prospective customers as to the price. But this retreat of the salesman lighted the spark of a tiny doubt. When Mr. Beat appeared a moment later and was introduced by the salesman, who thereupon withdrew, the doubt was a flickering flame.

Tactics That Repeal.

"Now let me see," began Mr. Beat. "This suite in ivory enamel is the one you fancy most?" and he lifted up the price tag from the bedpost as though he were going to hand the thing over forthwith to its new owners.

"We like that best," admitted the gentleman addressed.

"Why not settle the matter and buy?" asked Mr. Beat. "You'll never get a better opportunity. Furniture right now is at rock-bottom."

"We want to look around more," said Mr. Customer. "Furniture, you know, you buy for life. You've got to live with it, and before you decide, you want to know you're suited."

"Now, I'll tell you what I'll do," answered Mr. Beat. "This suite is priced at rock-bottom now, but I'll give you ten per cent. off. You are new people here, we want your trade, and I'll make that concession for the sake of new business."

"We appreciate it," said Mr. Customer, "but we want to see what the other stores have."

"Just what do you expect to accomplish by looking around?" asked Mr. Beat, with a grinning smile that only half-concealed the querulous mood that was behind his words. Without waiting for an answer, he went on:

"Most people nowadays pick out a good reliable store, and do their buying there. They object to the drudgery, the wear and tear upon nerves and energy, the inefficiency, of shopping around. You can't find anything in any other store that we haven't here."

"But we prefer to look around," insisted Mr. Customer, whose wife had already taken his arm in token of their resolution to go.

"Just a moment," said Mr. Beat, "but will you tell me what other store you have in mind?"

"Well"—Mr. Customer hesitated and flushed slightly. He didn't think it any of Mr. Beat's business, but he answered, "For one place, there's Mahogany & Sons."

A look of amused disgust spread over Mr. Beat's small features.

"Why, my friend, do you know they're just out of bankruptcy? And I wouldn't be surprised but what they're on the brink of it again. Why look a-here," and he turned again to his furniture and its price tag, "I'll tell you what I'll do. I've given you a discount of ten per cent. That brings the price down to $306. Now on top of that we'll cut another ten per cent. That means that you'll get this magnificent suite for $276.40—actually below cost sir. I'm losing money, but I don't want to lose this sale. What d'you say?"

"I'll say good day," answered the customer, as he started for the elevator. "I've told you I want to look around, and I intend to."

And with that Mr. Beat was all smiles, and grins, as he threw up his hands. "I give up," he said, "but you're throwing away a big bargain." The customers that might have been his, bought at the Mahogany & Sons' store, and have continued to do their furniture buying there—thanks, largely, to the tactics of Mr. Beat.

In contrast with this episode is an experience in a jeweler's shop on Fifth Avenue, New York. A young wife had come there to buy a pair of cuff-links as a birthday gift for her husband, and as he had expressed a desire for a particular style she brought him along to make the selection. The salesman set forth his array of cuff-links, and a selection was soon made. The husband then took a look at the price tag.

"Eighteen dollars!" he exclaimed, looking up inquiringly at the salesman, who nodded affirmatively.

"Is that the way they all run? What's your cheapest?"

"That's about the average price," said the salesman. "Here is a pair, in plainer design, for $13. They run as high as $25.

The wife picked up the $18 pair. "These are all right, Billy," she said. "These are the kind you wanted, aren't they?"

"Yes," he muttered, "but they're sky-high; let's go on and look somewhere else."

"But you can't do any better than this," urged the wife. "These are solid gold, remember. And they suit you. Besides I'm paying for this. You haven't any right to discuss the price."

"No," said the husband stubbornly, as he pulled on his gloves. "I won't let you be worked this way. We can get them cheaper, and just as good, somewhere else. This store—why, it's profiteering to charge that!"

During all of this dialogue, the salesman remained at respectful attention. There was no urging, no attitude of impatience, no word of defence for his price, and no resentment at the criticism.

The wife, with a murmured apology and thanks, turned away with her husband and left the store. But she came back later and bought the cuff-links, and her husband is wearing them today. The consideration of price, which seemed to be the determining factor at first, became of minor significance when measured beside the integrity of the house as typified in the bearing of its representative. No amount of talk, of price concession, of persuasion, could have accomplished the result that was accomplished by the considerate silence

Continued on page 54.

WHAT IS YOUR BIGGEST PROBLEM?

In introducing this department for retail hardware salesmen, Hardware and Metal does so with the knowledge that there are many interesting subjects regarding the work of the retail hardware salesmen, and their relations with their employers, which can be dealt with in this department, Contributions of ideas along these and other lines will be welcomed by the editor, providing these are of an intelligent and constructive nature.

The "men behind the counter" can use this department as a clearing house for ideas and for securing and giving timely hints on various matters concerning their work. The views of employers on topics of interest to the retail salesmen are also wanted. Contributions will be used either with or without name of writer, but

REMEMBER that this department is created for YOUR use and it will benefit both yourself and other salesmen for YOU to make the best possible use of it.

Let's hear from you.

Hardware and Metal

Canada's National Hardware Weekly

Member Audit Bureau of Circulations Member Associated Business Papers

The Only Weekly Hardware Paper in Canada

PUBLISHED EVERY SATURDAY SINCE 1888 BY

The MacLean Publishing Company, Limited

Montreal TORONTO, CANADA Winnipeg

A NEWSPAPER editorial suggests that marriage is not only one of the great mainsprings of social progress, but also of commercial business, and for this reason, it should be encouraged. The hardware benefits by marriages in connection with showers and wedding gifts and housefurnishings and should therefore, encourage marriages according to the suggestion. The difficulty is that the barriers before the intending couples these days are such as can be little reduced by the effort of the retail hardware merchant, but it is concede that in most cases, he is doing his share to have costs returned to somewhere near normal levels.

MANY PRICE CHANGES.

THE importance of keeping in close weekly touch with the hardware markets is again emphasized this week, when many further recessions in prices are noted. For many weeks past, there have been heavy budgets of price changes of vital importance to the entire hardware trade. The market reports elsewhere in this issue indicate price reductions on a wide range of hardware commodities. Among the many lines on which lower prices are quoted are enamelware, tinware, etc., cut and wire nails, wire, staples, turpentine, fibre wares, and many other lines. Hardware buyers and pricers to-day have big jobs on their hands in keeping posted on market tendencies and prices. Thousands of dollars may be made or lost through inattention to this important part of the retail business at the present time. Another phase of great importance to the trade is that of changes in list prices on many lines. As outlined elsewhere in the market reports, discounts remain unchanged on many lines, but there have been revisions in the lists which in some cases cover several hundred styles, sizes, or designs of hardware goods. Unless these revised lists are noted there is great danger of losses and errors. The fact that the discount has not been changed for sometime past, does not necessarily indicate that the price of the goods remains unchanged. Standard lists as well as discounts and net prices must be watched carefully these days.

THE RETAIL SALESMAN.

IN this issue HARDWARE AND METAL introduces a new department for the men behind the counter. Arrangements have been made for a series of contributed articles of particular interest to retail salesmen. These combined with the other contributed and selected articles, in addition to articles prepared by retail salesmen themselves should prove one of the most interesting departments in our paper. It is our intention to publish in this new department all material which we may be able to secure, provided that each article possesses ideas of real practical value to the retail salesman. Employers of all kinds realize to-day, more than ever before, the importance of high grade salesmen in the retail stores. The man behind the counter is the man who stands between the manufacturer, wholesaler and retailer and the ultimate buyers or consumers— the general public. It is important that retail salesmen should be highly efficient if the best results are to be secured. There is a great scarcity of real high-class retail salesmen at the present time. Employers have found it profitable to pay good wages to good men. Fortunately for efficient retail salesmen, there are many employers today who are willing to pay good salaries to good men. Unfortunately, however, there are many retail salesmen who consider that they are high grade men, when as a matter of fact, they are merely "counter hoppers". There are on the other hand many retail salesmen today who are drawing salaries which were undreamed of five or ten years ago. The whole tendency will be towards higher salaries for retail salesmen provided they can sell the goods and sell them efficiently. It is with a desire to assist all retail salesmen that HARDWARE AND METAL will publish a larger number of articles which should prove of real practical value to retail salesmen who wish to forge ahead.

TRADE MARKS.

WITH the return of lower prices, a decided falling off has been noticed in the sale of many of the unknown and untried lines which found ready sale during the boom period. This was particularly true in the case of paints and varnishes when many lines were placed upon the market, under fictitious names. Some of these lines were undoubtedly good value, considering the price charged for them. Others were dear at almost any price. Under the weeding-out process which is now in evidence throughout the retail trade, many of these lines have been considered unnecessary and are being rapidly cleared out. The old tendency is towards selling goods of known value. The product of a well-known manufacturer, bearing his trade name or trade-mark carries greater weight with the retailer and his salesmen than the unknown, untried products. The manufacturer who places his name on a package, places himself under an obligation to produce a product worthy of his name. In the great shuffle which is now taking place, questionable lines are being eliminated. The result will mean cleaner stocks, and more reliable stocks than at any time in the past.

BUSINESS APATHY AFFECTS TAXES.

THE result of the Sales Tax for the last month at the old rates were made public the other day by the Minister of Customs and Inland Revenue; and it is worth while to examine the returns for the eleven months in which it was in force. It is evident from this comparison that there has been a big falling off in the proceeds of this tax of late; and this fact suggests speculation as to what will be the results of the new tax in the year now current. The revenue from the sales tax for April was $2,873,219, of which $2,186,649 was obtained from the tax on domestic trade and the balance on imports. The revenue from this tax, reached its peak in October last, when it totalled $5,020,474; and with the exception of March, it has been falling steadily since. The average figure for the ten months contained in the last fiscal year, which ended with March ,was $3,802,516, so that the April return s

are nearly a million below the average. The returns for March were $3,404,571, and this, though it was an exception from a general decline, was considerably below the average for the ten months during which the Sales Tax was in operation last year.

What do these figures suggest as to the fruitfulness of the sales Tax under the new scale of rates? Another fact that has to be taken into account, is that last year, imports supplied little more than one-quarter of the revenue obtained by the sales tax. The total revenue of the ten months was $38,025,164; of which $27,900,669 came from domestic sales. Taking these two considerations into account, it would look as if the proceeds of the new taxes would not be underestimated, if it were assumed that the domestic taxes are increased by fifty per cent., and the taxes on imports by one hundred and fifty per cent. On this basis, taking the April figures as a starting point, you get the total revenue for eleven months under the new rates as $54,949,367; and adding the revenue for April under the old rates, the total Sales Tax revenue of the year would appear likely to approximate $57,822,000.

That this figure is not likely to be an under-estimate will be realized, when it is recalled the decline in prices which has already greatly reduced the profitableness of the old tax will, in all probability, affect the new tax rates further in the same direction in order to have a comprehensive view of the tax revenue from manufacturing and commodity sales, the 1920 yield from the 1 per cent. manufactures' tax—being approximately $21,698,000—should be added to the above $57,822,000,making a total minimum estimate of $79,422,000 for 1921.

THE EXCHANGE SITUATION.

There has been much criticism by merchants, of the exchange situation existing between Canada and the United States and on many occasions this has been raised as a reason why trade in U. S. goods in Canada should be curtailed. It has even been hinted by some merchants who become particularly exasperated, that the United States is making a profit because of the discount which is made on Canadian funds in that country. Similarly, Canadian trade with Europe is falling off, due to the depreciation of European funds in Canada, but no one suggests that this is an advantage to Canada. These critics do not realize that the currency of one country has no legal status in another country and that a Canadian dollar is not a legal dollar in the United States, but merely a promise to pay a dollar in Canada.

Similarly a U. S. dollar in Canada is only a promise to pay, which must be collected in the United States. It is at a premium in Canada because our currency is depreciated to the extent of our inability to redeem our promises to pay in specie. This is no fault of the United States, and they are doing their best to correct it by the purchase of Canadian securities. Of the total Canadian bond sales last year more than two-thirds were sold in the United States.

The premium on New York funds in Canada is a distinct detriment to U. S. trade with Canada, and the fact that a number of hotels and shops in that country are advertising their willingness to take Canadian money at par, is sufficient evidence of their desire to retain it, even foregoing a considerable part of their profit to do so. Much of the criticism is due to the trade which exists for certain classes of U. S. goods in Canada. True this helps to swell the balance of trade against us, but this is another matter, due entirely to the belief of the public and some distributors that they are getting better value in quality or style, for their money. Those who prefer to buy U. S. goods in Canada must be willing to buy at the retail prices in Canada which must allow for the duty as well as the premium on U. S. funds. As long as this willingness lasts, trade will continue along much the same lines.

THE IRON AND STEEL INDUSTRY.

The iron and steel industry, being one of the chief basic branches of production, is being closely watched by many for signs of improvement. In this connection it must be remembered that the steel industry is one of the last to be re-adjusted, for increased activity on the part of the producers follows largely upon a stimulation of industrial activity in other lines, and often-times the steel industry is completing its re-adjustment when other lines are well on the way to recovery. The steel business depends, for instance, upon building activity, chiefly industrial; upon railroad extensions, upon the development of automobile business, etc., and all these sources of potential business will hardly become active until conditions generally are improved.

At present attention is being centred more and more upon the improving position of the railroads as the chief factor calculated to rescue the iron and steel industry from its present depression. Mining, lumber and such basic industries promise to run far into 1921 without much call for iron and steel and while the automobile business has shown occasional evidence of renewed activity, it is generally thought that the average production for the year will not be much more than 40 per cent. of normal. In view of talk of a return to pre-war levels, it is to be noted that while steel prices are still within about fifty per cent. above the 10-year pre-war average, yet the earnings of producers are now less than in 1913 which was an especially poor year for profits in this industry. Further wage reductions may figure in the matter but the course of wages, freights, etc., cannot be predicted with any degree of accuracy. It is altogether probable that the increasing efficiency of labor will do more to bring costs and prices to a correct relation and to a basis on which business can be encouraged, than any other single factor.

APART perhaps from freight rates, there is no single factor which so universally affects the price of every commodite in use at the present day as the cost of printing. Every pric list, catalogue, booklet, handbill, circular letter, price card, newspaper advertisement, display card, all sales literature cost money for printing, which cost has to be covered in the price charged for the various commodities you sell.

Any increase, therefore, in the cost of printing affects the cost of every one of the items above mentioned and must therefore ultimately raise the price of every article sold by the retail merchant. Any such increase at the present time is bound to have a restrictive tendency upon sales and is therefore detrimental to the merchant's interests. If he is forced to absorb the extra cost himself, it affects his pocket still more directly.

You are therefore vitally interested in the outcome of the printers' strike for a forty-four hour week and increased wages amounting in all to an advance of about 40%. This would inevitably result in an increase both in your overhead expenses, in the prices you pay for goods and thus it cannot fail to prejudicially affect your interests.

The forty-four hour week will benefit no one. If a man is only willing to work forty-four hours he will earn less for himself and for his employers than if he worked forty-eight hours. The great need the world over is for elimination of waste and increase in production.

Events in the Trade

BUSINESS CHANGES.

Amherstburg, Ont.

Wigle Hardware Co., have taken over the business formerly carried on by Ryan & Co.

* * *

PERSONAL

Henry S. Campbell, salesman for the Ontario Steel Products Company, at Gananoque, Ont., returned this week from a trip through the provinces of Manitoba Alberta, and Saskatchewan. He reports the crop outlook as excellent, although business conditions are as yet none too bright.

* * *

BURGLARS ENTER HARDWARE STORE

Kingston, Ont.—Burglars secured an entrance to the hardware store of Edwin Chown & Sons and made off with automobile accessories, rifles, ammunition and other things to the value of $500.

* * *

ALTERATIONS TO STORE.

Rainy River, Ont.—The Emo Hardware Co., is making some alterations to provide better store facilities.

* * *

PICNIC OF LONDON HARDWARE MERCHANTS.

The London hardware merchants plan to hold their annual summer outing and picnic at Port Stanley on Wednesday, August 3. A special train is being arranged for, and the usual program of sports and fun is being planned.

* * *

WESTERN NOTES.

Swift Current.—Twenty thousand dollars' damage was done by fire which started in Fyffe & Park's hardware store. The loss is fully covered by insurance.

* * *

W. M. Keeler, of Estuary, Sask., has succeeded N. O. Storey in the hardware business.

* * *

Pearson Bros., of Carstairs, Alta., have taken over the harness business of John Luft.

* * *

Watrous, Sask.

Robins Hardware Co., won second prize in a contest in connection with a local sports day.

* * *

Jerry Nelson who has been manager of the P. Lund Lumber yards and hardware store at Chin, Alta., for some time has resigned his position and left recently for Minneapolis. He is being succeeded by George Farley.

* * *

STRIKING PAINT ADS.

Kingston, Ont.—McKelvey & Birch Ltd., have a very striking advertisement in the local newspapers this week, in which paint is featured. The advertisement is short and to the point. It reads as follows:

"Follow nature's example. Paint is to the house as bark is to a tree. Nature never makes mistakes. She knows that her handiwork in order to retain its beauty and its usefulness, must have protection against the elements. By saving the surface you save all."

"GET TOGETHER" CLUB ENJOYS SOCIAL EVENING.

Montreal.—

The "Get-To-Gether Club," composed of employees of The Sherwin-Williams Co., Ltd., The Canada Paint Co., The Martin-Senour Co., Carter White Lead Co., and the International Varnish Co., carried out a most enjoyable programme of sports and dancing at the Cartierville Canoe Club this week.

Water sports, including swimming races, canoe races, a tilting match in canoes, a spectacular burlesque "arrest" of a "much wanted man" in a boat and a duck race. Land sports included basket-ball, running races and tennis. W. S. Fallis, vice-president and managing director, Sherwin-Williams Co., Ltd., presented prizes to the winners of the various events. Dancing in the club house up to a late hour ended a very enjoyable evening's entertainment.

* * *

QUEBEC R.M.A. JULY 12 AND 13

Montreal.—The annual convention of the Quebec Provincial Board, the Retail Merchant's Association of Canada, Incorporated, will be held in Montreal on July 12th and 13th, with headquarters at the Place Viger Hotel.

Through some of the executive members of the Dominion Board being unable to attend on the dates set aside in June, the postponement was necessary to allow these members to attend and address the delegates at the different sessions. While the program is also necessarily delayed, the proceedings and entertainments will assure of a very instructive and beneficial two days' visit to Montreal for the attending delegates and members. Invitations have been sent to the president and secretary of The Dominion Board, the Prime Minister of Quebec and other Ministers. Addresses will also be delivered by manufacturers and wholesalers represented.

* * *

NEW LINES FOR G. S. WHITAKER.

F. Longdon & Co. (Canada) Ltd., 145 Wellington St., W. Toronto, for whom G. S. Whitaker & Co., 117 Wellington St. W., are Canadian-selling representatives, are now making elastic sporting goods such as elastic anklets, knee-caps, knee-pads, wristlets, jockstrops, etc. Catalogues can be procurred on request. G. S. Whitaker & Co. are also appointed Canadian selling representatives of the United Chair Seat and Novelty Co., Brooklyn, N.Y., who are now offering to the trade their Standard Fibre Chair Seat.

PROTECTION AGAINST SPURIOUS CARTAGE AGENTS SECURING POSSESSION OF FREIGHT.

The introduction of some system where by the carriers' cartage teamsters could be identified so as to protect the interests of the shipping public and preclude freight being secured by false representation, especially in the larger centres, has heretofore not been advanced seriously as the necessity for such had not been made apparent. Recent developments have indicated, however, that the necessity for such a system is no longer potential but actual, according to a C. M. A. bulletin.

Information in regard to several instances has recently come to attention where carters have called at business houses, ostensibly representing a railway cartage company to whom a previous request had been sent to collect freight, and receipted for freight and obtained possession, but investigation of subsequent information from the consignees that same had not been received has developed that such freight was never delivered at the railway's freight shed and that the receipt they held bore a fictitious signature.

With a view to overcoming these conditions and enable the shippers to detect such fraud, the Dominion Transport Company Ltd., and the Canadian Cartage and Storage Company Ltd., have established a practice of issuing time tickets to each one of their carters. These tickets are issued daily and bear the teamster's number and the date, and before commencing work, the teamster subscribes his signature on same. Merchants should demand the production of this Time Ticket in instances where there is any cause for doubt as to the identity of the teamster, and compare the signature which it bears with that appearing on the bill of lading. Confirmation may also be had by consulting the inside of this ticket which will indicate the name of the firm from whom the carter is to lift such shipment, this information being entered by the cartage company's despatching office from orders given by shippers.

In order to co-operate with the cartage companies, it is also recommended that when signing the driver's receipt for inward shipments, the name of the company or firm in full, be shown, in addition to the signature or initials of the receiver.

Continued from page 51.

of the salesman.

Of course there is point to the idea of sales approach, in spite of the amusing lengths of standardization to which some specialists have attempted to carry it. Approach is of prime importance, of crucial importance, when the salesman goes out and seeks customers.

But surely among the seven deadening sins of salesmanship, Deceit leads all the rest. And I would be inclined to list Ignorance of the Goods as second, with the others following in this order: Discourtesy, Carelessness, Illiteracy, Cocksureness, Garrulity.

Weekly Hardware Market Reports

STATEMENTS FROM BUYING CENTRES

MARKETS AT A GLANCE

IN support of recent contentions that pre-war prices may gradually be returned on basic hardware this week, sees another budget of substantial reductions on a number of steel and other products, this tendency being undoubtedly a reflection of the unsettled condition of the steel industry and the fact that production is now below consumption, due to large stocks held by manufacturers. Wire, wire nails, stove pipe wire, cut nails, fence staples both bright and galvanized, coppered split clinch rivets, double-pointed tacks and bright and coppered staples are the lines figuring in the revisions to lower prices, new lists having been issued on the two latter lines.

Other products, showing more or less substantial reductions include enamelware, tinware, etc., certain fibre ware such as pails and wash tubs; axle and cup greases; some blacksmith's and lumbermen's tools, including hot and cold chisels, choppers, mauls and wedges, several lines of wrenches, belt punches, pipe vises, roofing nails, one line of spring butts, lead traps and bends. The ingot metal market is dull with easier tones evident, and a one cent decline in tin.

It is noteworthy that the only increases occur in the paint markets, dry red lead being quoted higher along with linseed oil. Turpentine has fluctuated considerably, and the expected decline of eight cents per gallon is shown. A fair volume of trade is recorded with the orders for spring and summer lines, practically completed and the movement of fall goods gradually getting under way.

Montreal Markets

MONTREAL, June 16.—The trend of the hardware market is downward again this week; the feature being lower prices on the different kinds of wires. Oiled and annealed wire is now selling at $4.65 base; and cut hay-wire, hay bale pies, and stove-pipe wire are also among the kinds that are lower. Fence staples, both bright and galvanized, will now cost less. The bright staples are selling at $5.00, and the galvanized at $6.00 per keg. Quotations on fibre ware, made by E. B. Eddy Company Limited, show a reduction of approximately 10 per cent.A mong the smaller shelf goods, Bolmer Spring Butts show a reduction of 10 per cent., and some lines of tools, including hot and cold chisel, choppers, mauls and wedges have new prices. The ingot metal market is now very dull with slightly easier prices on most metals.

Hardware jobbers report an active week, notwithstanding the falling off on many spring lines. No changes are recorded on such staple commodities as iron and steel bars, sheets, and pipe-fittings.

STOVE PIPE WIRE REDUCED.

Montreal.

Stove pipe wire has been reduced 50 cents per 100 lbs., and No. 18 is now quoted at $9.00; No. 19, $9.50.

ROOFING NAILS DOWN 50 CENTS.

Montreal.

The American felt roofing nails are now quoted at $10.50 per keg, and $12.50 in less quantities; a reduction of 50 cents per 100 lbs. being made.

WIRE BASE REDUCED

Montreal.

The base price on oiled and annealed wire has been lowered to $4.64, and following are the new selling prices on the best selling gauges; No. 13, $4.65; No. 14, $4.75; No. 15, $4.85 per 100 pounds.

CUT HAY WIRE AND BALE TIES DOWN.

Montreal.

Cut hay wire and bale ties have new lower prices as follow; No. 12, $5.65; No. 33, $5.80; No. 4, $6.05; No. 15, $6.30.

QUOTATIONS ON IRON AND STEEL UNCHANGED.

Montreal.

Prices and conditions on bar iron and steel are unchanged, quotations being maintained at former levels and sales continuing light, although a slight improvement is noted in the past week or tow. Following are present prices;

IRON AND STEEL BARS

Common bar iron, 100 lbs.	$3.70
Refined iron	5.20
Iron finished machinery steel	3.75
Mild steel	3.70
Band steel	3.70
Single reeled machinery steel	5.75
Spring steel	5.00
Sleighshoe steel	3.70
Tire steel	3.90
Toe calk steel	4.60
Harrow tooth steel	3.85
Mining tool steel, per lb.	0.23
Black Diamond tool and cast steel	0.23

NOTE.—Refined iron is approximately $1.50 per 100 lbs. over base, but fluctuates owing to unsettled market.

Band steel in scroll bdles., 50c per 100 lbs. extra.

Flats, iron and steel, 3-16 and thinner, 50c per 100 lbs. extra.

FENCE STAPLES REDUCED.

Montreal.

Wire fence staples, both galvanized and bright,have been reduced 25 cents a keg. Galvanized are quoted at $6.00, bright at $5.00, with $1.00 per 100 lbs. added for broken quantities.

WIRE NAILS HOLD UNCHANGED.

Montreal.

Wire nails are holding unchanged, notwithstanding many lines of wires are reduced in price. Wholesalers report sales are fair and are keeping up favourably after the usual Spring demand. Cut nails are also unchanged at $5.10 base.

BAR SOLDERS SLIGHTLY REDUCED.

Montreal.

Bar solders of all grades are reduced one-half cent this week. While lead products as a whole have held very firm in recent weeks, the easier tone of tin on the primary markets is already reflected on solders. Following are the present net prices on all lines;

Solder, guaranteed, lb.	0.28½
Do., strictly, lb.	0.26½
Do., commercial lb.	0.23½
Do., wiping, lb.	0.24½
Do., wire, lb.	0.37½
Zinc sheets, casks	0.13
Do., broken lots	0.13½

BOMNER SPRING BUTTS REDUCED.

Montreal.

A 10 per cent. reduction has been made in prices of the Bomner spring butts. This applies to butts for heavy doors and floor hinges.

NEW PRICES ON FIBRE PAILS AND TUBS.

Montreal.

Through new prices being issued by the E. B. Eddy Co., Ltd., fibre tubs and pails are reduced approximately 10 per cent.

SOME BLACKSMITHS' TOOLS HAVE LOWER PRICES.

Montreal.

The following new net prices are announced on lines of blacksmiths' and lumbermens' tools;

Hot and Cold chisels	0 45 lb.
Blacksmiths' tools	0 45 lb.
Wood choppers mauls	23 50 cwt.
Truckee wedges	17 50 cwt.

QUOTATIONS ON SHEETS UNCHANGED.

Montreal.

With buying in sheets and plates still reported light, quotations are held unchanged with the range that has been given for several weeks still holding as follows:

PLATES—		
10 gauge	$5.25	6.25
12 gauge	5.30	6.30
14 gauge	5.45	6.45
16 gauge	5.55	6.55
BLACK SHEETS—		
14 gauge	$5.45	6.45
16 gauge	5.50	6.55
18-20 gauge	6.15	7.15
22-24 gauge	6.25	7.25
26 gauge	6.35	7.35
28 gauge	6.50	7.50

Sheets 36 in. wide, 10c per 100 lbs. extra.

GALVANIZED SHEETS—		
U.S. Standard—		
10¾ oz.	$8.75	9.75
28 gauge	8.25	9.25
26 gauge	8.00	9.00
22 to 24 gauge	7.85	8.85
20 gauge	7.65	8.65
18 gauge	7.65	8.65
16 gauge	7.50	8.50
14 gauge	7.50	8.50
12 gauge	7.50	8.50
	Queen Head	Fleur-de-Lis
English Standard—		
28 gauge	$10.00	9.25
26 gauge	9.75	9.00
24 gauge	9.15	8.60
22 gauge	8.80	8.15
18 and 20 gauge	8.10	8.00

NOTE.—These prices are for full bundles, an extra charge of 25c to 35c per 100 lbs. is made for broken lots. These quotations are nominal

INGOT METALS DULL AND SLIGHTLY EASIER

Montreal.

There is very little buying in the ingot metal markets at present with prices generally on a somewhat lower basis. This condition is expected to hold for a little now, considering the season of the year.

TIN.—Tin is very quiet with little movement either in London or New York. It is hoped, the expected settlement of the coal strike will create a certain demand, but no great improvement is looked for. Local price 37½ cents.

COPPER.—New York and London both remain quiet and with no pressure to sell, the market is fairly steady. The sharp decline in Sterling exchange has, however, stopped export buying for the present, and prices are quoted at 18 cts. for electro, and 16¾ cts. for casting.

SPELTER.—During the past week spelter touched the lowest price in East St. Louis, for over ten years and the market is certainly on a very low level. While the decline can hardly go much further, there is no present sign of an advance. It is now quoted locally at 7¾ cents.

LEAD.—This metal continues to decline in the United States and London is also somewhat lower. The recent flurry has died away and local prices are on a lower basis at 6½ cents.

ANTIMONY.— Antimony remains quiet and although prices are very low there is no sign of improvement. Little advance is looked for until more of the surplus stocks of war material is used up. Chinese is quoted at 7½ cents, high grade English at 8 ½ cents.

ALUMINUM.—There is no change in aluminum to report, either in prices or conditions. It remains very dull on the market at 33 cents.

Toronto Markets

TORONTO, June 16—Many revisions have been made on hardware prices and lower quotations are still the order. The reductions this week are chiefly evident on steel products, among the lines being reduced being cut nails, coppered rivets, stove pipe wire and fence staples. Revised list prices to lower levels are issued on double-pointed tacks, and also bright and coppered staples. Fibre ware prices also register a decline, and the wire base quotation shows a reduction of 35 cents. In conjunction with the decrease on other wire products, wire nails are also reduced. Lower axle and cup grease prices, complete this week's list of revisions.

It is noticeable that there have been no price increases announced during the past seven days. Quotations on other primary markets remain unchanged with the exception of ingot metals, where the exchange flunctuation is reflected in easier tones. A very fair volume of trade is reported in general hardware commodities, but wholesalers state that the demand in spring and summer lines has now practically been completed, and that the movement for fall goods is not yet under way.

ENAMELWARE ETC. REDUCED

Toronto.

Important reductions in the prices on enamelled ware, japanned, tin, granite, and many similar wares, is announced by the manufacturers. The extent of the decline varies between 20 and 25 per cent on the average reduction noted on the different lines, and is generally claimed as one of the most comparatively extensive and far-reaching price changes that has been made effective during recent months.

The discounts on these wares have been changed all through the list on a fairly generous scale, and with dealers' stocks reported as low, or with very little surplus supplies on hand, the reductions are generally expected to result in stimulating business on these lines. Following is the list of revised discounts:

WARES, ETC.
Britannic, plus 33 1-3%
Scotch Grey Ware, 45 1-5%
Colonial, 25%
Imperial Ware, 25%
Pearl, 25%
Premier, list
Canada Ware, list
Crescent, 45/5%
Diamond, list
White Ware, 40%
Japanned Ware, plus 10%
Japd. Ware, White, plus 20%
Plain and Japanned Sprinklers, plus 10%
Stamped Ware, plain, 50%
Stamped Ware, retinned, 40/10%
Factory Milk Cans, plus 40%
Milk Can Trimmings, plus 60%
Sheet Iron Ware, plus 33 1-3%
Pieced Ware, ordinary, plus 40%
Pieced Tinware, C. B., plus 50%
Fry Pans, Acme, 25%
Fry Pans, Quick Meal, plus 20%
Spiders, steel, plus 20%
Fire Shovels, japanned, plus 30%
Steel Sinks, galvanized, plus 20%
Steel Sinks, painted, plus 20%
Light Galvanized Pail and Tubs, plus 20%
Heavy Galv. Pails and Tubs, plus 20%
Garbage Pails, plus 20%
Jap. Coal Hods, plus 45%
Galv. Coal Hods, plus 45%
Paper Lined Boards, 30%
Wool-lined Boards, 15%
Copper Boilers, 10%
Copper Tea Kettles, plus 10%
Copper Tea and Coffee Pots, plus 10%
Stove and other Pipe, plus 40%
Stove Pipe Elbows, black and galv., plus 12 ½%
Stove Pipe Thimbles, 40/10%
Nickel plated Ware, list, plus 10%
Embossed Ware, list
F. O. B. Montreal, Toronto, London.

FIBRE WARE PRICES REVISED.

Toronto.

Some reductions have been noted in the current quotations on fibre ware. Star pails have been lowered to $5.50 per dozen, and quotations on fibre wash tubs are now as follows:

NO. 20—	Per doz.
1 to 6	$ 2.20
7	2.60
8	2.60
9	2.60
10	3.60
11	3.60
12	3.60

NO. 10—	Per doz.
1 to 6	$ 1.60
7	2.00
8	2.00
9	2.00
10	2.50
11	2.50
12	2.50

MAY BE REDUCTION ON HARVEST TOOLS AND AXES.

Toronto.

It is reported that certain price reductions are anticipated on harvest tools and axes, and should probably become effective during the next two months.

WIRE $4.65 BASE.

Toronto.

Wire and wire products now show lower quotations. This decline follows on reductions in these lines on the primary steel markets, where some evidence has been noted of a tendency among the mills to cut prices. Whether this decline heralds the near approach of lower price levels for finished steel products generally, is difficult for local dealers to predict, as basic prices on bar iron and steel as yet remain unchanged. The new wire quotation is $4.65, this covering the base on bright, annealed, oiled, and soft drawn.

STOVE PIPE WIRE PRICES SHOW LOWER REVISION.

Toronto.

Stove pipe wire is included among the wire products registering price declines this week. The new quotations on No. 18 stove pipe wire is $9.00 per cwt., and No. 19 has been lowered to $9.50 for 100 lbs. This is a reduction of 50 cents on previous prices for these quantities.

FENCE STAPLE PRICES LOWER

Toronto.

Reductions in the prices on bright and galvanized fence staples are among the lower quotations noted this week. The revised prices are:—bright, $5.00 per 100 lbs., and galv., $6.00 per 100 lb. keg. The previous prevailing range was $5.25 and $6.25.

WIRE NAILS REDUCED.

Toronto.

Following the decline of wire and wire products on the primary steel markets, a reduction in the price of wire nails is announced. The current decrease, lowers the prevailing base quotation to $4.55.

AXLE GREASE PRICES LOWER

Toronto.

New prices on a lower scale have been announced on Mica axle grease and Arctic cup grease. The revised quotations are as follows:

Mica axle grease, in barrels, $6.80 per 100 lbs.: in cases of 48, one-lb. tins, $7.10: in cases containing 24 three-lb. tins, $9.55.

Arctic cup grease, No. 2, $7.40 per 100 lbs: cases of 36 one-lb tins, $6.15: cases containing twelve 5's, $8.45.

Above quotations on both Arctic and Mica less 15 per cent.

WASTE QUOTATIONS STEADY

Toronto.

The reductions announced last week on both white and colored cotton wastes are being generally maintained. No further price revisions have been reported, and dealers state that few changes, if any, are now expected. Market conditions are reported fair, with some signs of an optimistic tone developing.

FAIR DEMAND FOR LEAD.

Toronto.

It is reported that the current demand for lead products is maintaining firm prices on the local market. Fluctuations in pig lead on the primary markets, have been reflected through an easier tone, but quotations generally are being maintained at previous levels. A reaction in future strength is looked for in some quarters. Following are the prevailing prices:

LEAD AND ZINC GOODS.

Lead pipe, list, per lb	0 12½
Lead waste pipe, list, per lb	0 13½
Do., over 8in., list, per lb	0 14½
Lead pipe is subject to a discount of	10%
Lead traps and bends	10%
Lead sheets, 4 to 6 lbs., sq. ft. in rolls, lb.	0 09½
Cut Sheets, ½c to ¾c lb. extra and cut sheets to size 1c lb. extra.	
Solder, wire, per lb	0 36½
Do., strictly, lb.	0 26
Do., commercial, lb.	0 23
Do., guaranteed, lb.	0 29
Do., wiping, lb.	0 23
Zinc sheets, per lb.	0 16

REVISED QUOTATIONS HOLD ON BRASS AND COPPER.

Toronto.

The revisions announced last week in prices on copper and brass tubing and sheets are still being maintained. No further price change has resulted, and the market conditions remain unaltered, it being too early to note whether the declines will result in stimulating marked activity. Following are the current revised quotations:

BRASS

Sheets, base, per lb	$ 0.27
Rods, base, per pound	0.27
Tubing, base, per lb.	0.34

COPPER

Rods, base, per pound	0.32
Soft sheets, plain, 16-oz. and heavier, lb.	0.32
Do., plain tinned 16-oz. and heavier, lb.	0.40
Do., polished and tinned 16-oz. and heavier lb.	0.45
Tubing	0.37

RANGE BOILER QUOTATIONS REMAIN AT LOWER LEVEL.

Toronto.

No further readjustment has as yet been announced in either prices or conditions on range boilers. Local quotations are still remaining at the lower levels recently developed, and although it is generally expected that a revised list will be issued in the near future, yet present conditions indicate that the tendency to cut prices is still prevalent in some quarters. A quotation for the 35-gallon size range boiler has been added to the current list, as follows:

RANGE BOILERS

	Standard	Ex-Heavy
30 gallon	$ 9.00	$ 11.50
35 gallon	9.50	13.80
40 gallon	13.80	16.50
52 gallon	20.40	25.20
66 gallon	28.80	34.80
82 gallon	36.00	47.40
100 gallon	45.60	56.40
120 gallon	55.20	64.80
144 gallon	78.00	93.00

SEASONABLE DEMAND FOR EAVESTROUGH AND PIPING.

Toronto.

A brisk seasonable demand is still in evidence for conductor pipe, eavestrough and conductor elbows. Dealers report these products as moving out satisfactorily with the summer building activity having stimulated trade in these lines. Quotations are unchanged, and it is stated in some quarters that little price revision can be looked for until the end of the present season. Following are current prices:

TROUGH (Eave)

O. G., Square Bead and half round. Size in girth:

Per 100 ft.		Per 100 ft.	
8-in.	$ 15.90	15-in.	$ 28.80
10-in.	17.70	18-in.	36.50
12-in.	21.20		

Less 60 per cent.

PIPE (Conductor)

Plain, round or corrugated.

	Per 100 ft. in 10 ft. lengths.
2 in., in 10-ft. lengths, list	$ 18.40
3 in., in 10-ft. lengths, list	22.30
4 in., in 10-ft. lengths, list	29.60
5 in., in 10-ft. lengths, list	40.00
6 in., in 10-ft. lengths, list	49.00

Less 60 per cent.

CONDUCTOR ELBOWS—

2 inch, list	$ 5.25
3 inch, list	6.00
4 inch, list	10.50
5 inch, list	24.00
6 inch, list	29.00

Less 55 per cent.

COMPRESSION REVISIONS HOLD.

Toronto.

Standard compression goods, valves, and brass goods of all kinds remain at previous price levels, no revisions in quotations having been announced this week. Some reports indicate a very slight increase in the current demand, but whether this points to a future market improvement, or is of a temporary nature, dealers are reluctant to predict. The following prices, including recent revisions, are unchanged:

Compression work, standard	37%
Fuller work, standard	30%
Bath cocks, compression	29%
Do., Fuller	25%
Flatway stop and waste cocks, standard	40%
Roundaway stop and waste cocks, standard	34%
Brass steam cocks, standard	10%
Globe, angle and check valves, standard	5%
J. M. T.	20%
J. M. T. C.	25%
J. M. T. Gate Valves	15%
Gate or straightway	16–10%
Jenkins Globe	10–10%
Radiator valves, standard	23%
Do., removable disc	38%

BASIN COCKS

No. 1 and 1, Fuller pattern	30%
Quick opening No. 3633	37%
Emco. J. D. Valves	20%
Emco Check Valves	20%
Webber Gate Valves	15%

ROPE AND CORDAGE STEADY.

Toronto.

Although a slight increase has been recorded in rope and cordage markets, the total business during the month of May is smaller in comparison with the amount recorded in May of last year. A gradual movement towards an improved volume of business is looked for. Prices have been maintained without change, and collections are reported fairly good.

Adverse conditions abroad, including the British coal strike and the United States merchant marine strike have affected the foreign fibre markets. Improvement in this direction would reflect a firmer tone in manilla and the trade generally.

Cotton cordage conditions are being well maintained, and prices are unchanged.

TUBE BUSINESS DULL.

Toronto.

Conditions in the boiler tube market are unsettled. The amount of current business is reported as far below expectations, and some dealers are of the opinion that price reductions would fail to stimulate demand. No revision in prevailing quotations has been announced. The incoming trade is not sufficient to support the present low rate of operation, and orders are stated to be such that price concessions would be unusual. Unchanged quotations follow:

BOILER TUBES—	Seamless	Lapweld
1 inch	$ 26.00	
1¼ inch	27.25	
1½ inch	26.25	
1¾ inch	29.75	$ 25.00
2 inch	29.25	22.00
2¼ inch	33.00	25.00
2½ inch	41.75	27.00
3 inch	49.25	35.00
3½ inch	63.50	40.00
4 inch	85.00	50.25

FAIR DEMAND FOR CORRUGATED.

Toronto.

The demand for corrugated sheets has improved during the past few weeks, and dealers now report a seasonable movement in progress. The recent lowering of prices, although resulting in some increase of business, has not produced the marked activity which was looked for in some quarters. Conservative dealers however, are generally of the opinion that prices will not stimulate the demand to any great extent, and that seasonable orders will continue throughout the season as current requirements are needed. Unchanged list prices follow:

CORRUGATED SHEETS

	Per 100 sq. Ft.
No. 28 gauge	$ 8.50
No. 26 gauge	19.25
No. 24 gauge	13.00
No. 22 gauge	16.00
No. 20 gauge	28.00
No. 18 gauge	4.00

Less 7½ per cent.

Lighter than 24 gauge and wider than 27 inches, 75c a square extra.

PIPE QUOTATIONS STEADY.

Toronto.

The movement in wrought iron and steel pipe, is reported as still below expectations. Little improvement in conditions has been noted, but a firmer tone is looked for in some quarters due to the fact that present production of piping is very small. Prices are unchanged, list No. 51 still being maintained.

STEADY MARKET IN PIPE FITTINGS.

Toronto.

The various grades of pipe fittings have recorded very little change in either prices or conditions. The market in these products remains steady, with sales generally more numerous, although small. A sorting movement is evident, with stocks of all size now fairly complete. The following quotations are holding:

Cast iron fittings	20%
Plugs, cast iron	27½%
Do., solid	10%
Do., countersunk	net
Bushings	30%
Unions, ¼-in. to 2-in.	40%
Do., ⅛ in., 2½ to 4 in.	35%
Flanged Unions	20%
Dart Unions, blk., ¼ to 2 in.	29%
Do., ⅛ in., 2½ to 4 in.	14%
Do., galvd. add to black.	30%
Nipples, klb. and galvd., ⅛ to 4 in., close and short	40%
Do., 4½ in. and larger	30%
Do., 4½ in. and larger	40%
Do., long, ⅛ in. to 4 in.	50%
Do., running thread	20%
Couplings, 4 in. and under	20%

MALLEABLE FITTINGS

	Black	Galvan.
Class A	0.60	075
Class B	0.24	0.34
Class C	0.15	0.24

GASOLINE, COAL OIL, ETC. REDUCED IN PRICE.

Declines in the crude oil markets have resulted in current reductions on all grades of refined and coal oils, and also on gasoline prices. This is the third decrease noted on these products during the past two months, and the recent trend of this market is fully in keeping with the general downward tendency of the majority of price announcements.

Gasoline prices this week have been lowered another two cents per gallon, while the extent of the present decline on coal oil and paraffine amounts to 2½ cents. Reductions in gasoline quotations should be of particular interest to the hardware trade at this time of the year, in view of the seasonable motorist activity, and the large proportion of retail merchants handling gasoline.

Coal oil price adjustments were not unexpected in some quarters, as the demand has been slackening. On the other hand, gasoline sales have recorded an active demand, and the current revisions reflect the market tone. Local stocks are reported as fairly heavy, and refiners and distributors of oil express the opinion that the present market outlook contains a certain possibility of further price declines in the future.

SHEET BUSINESS LIGHT.

Toronto.

Very little improvement has been noted in sheets and plates. Buying is still light, and orders are of the small variety. A slight increase in inquiries is reported however, and some dealers are looking for sheet activity because of this. Current local prices remain unchanged as follows.

PLATES

10 gauge	from $ 5.00 to $	6.00
12 gauge	5.05	6.05
14 gauge	5.10	6.10
16 gauge	5.20	6.20

BLACK SHEETS

14 gauge	5.10 to	6.10
16 gauge	5.20	6.20
18 -20 gauge	5.75	6.75
22-24 gauge	5.80	6.80
26 gauge	5.85	6.85
28 gauge	6.00	7.00

Prices shown are for full cases. An extra charge of from 25c per 100 lbs. is made for less than case lots. An extra 10c per 100 lbs. is also charged on sheets 36 in. wide.

GALVANIZED SHEETS
Premier and Apollo

10¾ oz.	8.40 to	9.40
U. S. 28	8.00	9.00
U. S. 26	7.90	8.90
22 and 24	7.75	8.75
18 and 20	7.60	8.60
16	7.45	8.45
12 and 14	7.40	8.40

An extra 40c per 100 lbs. is charged for Keystone brand copper bearing sheets.

An extra is now charged on galvanized sheets. 10¾ oz. and 28 ga., when shipped out in sheets 3 feet wide. The extra charged over prices shown above is 20c per 100 pounds. Other gauges show no change for different widths.

Prices shown are full cases. An extra charge of 25c per 100 lbs. is made for less than case lots.

SMALL BUYING EVIDENT IN IRON AND STEEL.

Toronto....

Buyers in bar iron and steel are still awaiting developments in this industry, and the opinion prevails in some quarters that steel prices will be lowered in the not far distant future. The manner and extent of such an expected decline, and the period of adjustment, are interesting points in the trade at present. Rumors of anticipated price cutting between the independent mills and the Steel Corporation, have not been extensively credited, but it is noted that the amount of current business offers little incentive to cut prices. A mild revival in steel demand, aided by price concessions, is looked forward to by some dealers. The early summer months however, generally constitute the dull period in this industry, and under present conditions, current quotations are being well maintained locally, pending future development on the primary markets.

STEEL AND IRON

Mild steel, 3-16 in.		$ 4.50
Do., ¼ in. and heavier		4.00
Bar iron, 3-16 in.		4.50
Do., ¼ in. and heavier		3.75
Angle base		4.00
Horseshoe iron		4.10
Tire Steel	4.70	5.95
Band steel		4.50
Spring steel	10.75	12.75
Crucible cast sheet. steel	30.00	35.00
Mining drill steel		23.00
Cast tool steel		20.00
Sleigh shoe steel	4.10	4.50
Norway iron		15.00
Tee caulk iron	5.40	6.40
Hoop steel		6.00

SCRAP MARKETS DEPRESSED.

Toronto.

The scrap markets have continued in a slowed up position, and the general situation has been very quiet. With even less business obtaining than has been evident since the beginning of the current depression, there is little interest shown in scrap. Very few changes have been recorded, the lower quotations noted in last week's report still remaining in effect. The reductions have not brought any more buyers into the markets, as yet. Following are local nominal prices for fair-sized quantities:

WASTE MATERIALS

No. 2 busheling		—	$ 13.00
Heavy melting steel, Gross ton	$ 13.50	—	14.50
R. Rd. wrought iron, No. 1 gr. ton	11.00	—	12.00
Scrap pipe, gr. ton	7.00	—	8.00
Stove plate, net ton	15.00	—	16.00
No. 1 machinery cast net ton	22.50	—	23.50
Heavy lead	4.50	—	5.00
Tea lead	2.25	—	2.75
Red brass		—	10.00
Yellow brass	6.50	—	7.50
Light brass	4.00	—	4.50
Heavy copper	10.00	—	11.00
Scrap zinc	3.50	—	4.00
Old rubbers, boots and shoes	2.75	—	3.25
Lumbermen's rubber boots	1.75	—	2.25
Auto tires	0.50	—	1.00
Solid tires	0.75	—	1.25

EXCHANGE DECLINE AFFECTS INGOT METAL MARKET.

Toronto.

As the exchange flunctuations continue, the ingot metal markets remain somewhat uncertain. Price changes are few, a decrease of 1 cent having been noted in tin. General conditions are recorded as follows:

COPPER.—The recent break in exchange rates has been again reflected in the copper market, and foreign purchases

are reported as anything but bright. As the foreign demand was the responsible feature for the development of a firmer tone in copper conditions, the current price quotations show an easier range. Few new buyers are in evidence at this time, and the presence of surplus quantities of scrap copper, is reflected in the local market. Quotations remain unchanged at 18 cents.

TIN.—The recent drop in tin prices was a reflection of the exchange rate decline, combined with the significant effect of the British coal strike. As this situation shows signs of improvement, a more optimistic sentiment has developed in current tin markets, and a price recovery is looked for in some quarters. Local quotations however, are at present a further decline, the price of 37 cents being the average nominal quotation.

LEAD.—Lower prices on the primary lead markets have failed to stimulate a resumption in trading, and current orders show no increase over prevailing levels, when quotations were higher. Consumers in the southern markets are said to be experiencing difficulty in disposing of their products, which accounts for low offers being practically ignored. Quotations have shown no further change, and the current price locally, remains at $6.50.

SPELTER.—Present prices of spelter are described as very low, in view of current costs of operation. The decline in quotations has tended to shake the confidence of intending buyers, and in some quarters the belief is expressed that speculative interests might appear in the primary markets. The price of $7.25 still prevails locally.

ANTIMONY.—More inquiries for antimony have been evident on the markets, but current quotations are unchanged. The local price is still ranging from 8 to 10 cents.

ALUMINUM.—This market is devoid of any new feature and prices continue to hold at previous levels. The current quotation is unchanged at 30 cents.

REVISION IN TACK LIST.

The following revised list prices are now effective on double-pointed tacks. The new trade discount of 70 and 15 per cent recently announced, remains unchanged.

DOUBLE POINTED TACKS (IN DOZENS)
(75 to each Paper)

	3	9	10	11	12	14
Blued or Coppered	1.20	1.20	1.30	1.40	1.60	1.85
Tinned	1.80	1.80	1.95	2.10	2.40	2.80

Discount, 70–15 per cent.

DOUBLED POINTED TACKS (IN 100 LB. KEGS)

	9	10	11	12	14
List	30.00	28.50	26.00	25.00	24.00

Discount, 35 per cent.

NET PACKING EXTRAS

25 and 50lb. boxes	$1.00 per 100 lbs.
10 lb. boxes	1.50 " " "
1 lb. papers	2.00 " " "

An additional net extra of $2.00 per 100 lbs. is added for less than 100 lbs. of one size in one pound papers.

F.O.B. Hamilton, Toronto, London and Montreal with freight equalized on these points.

NEW LIST ON STAPLES.

Toronto.

New list prices have been issued, covering bright and coppered staples. Following are the revised quotations, which are subject to a discount of 35 per cent.

BRIGHT AND COPPERED STAPLES (IN 100 LB. KEGS)

Size	Bed	Blind	Electrician	Broom
⅜	$ 36.00	41.00	44.00	
½	23.00	36.00	32.50	
⅝	29.00	25.00	27.50	27.50
⅝	29.00			
¾	26.00	33.50	26.50	26.50
⅞	24.00	33.00	26.00	26.00
1"	24.00		25.00	

COOPERS OR HOOP.

½ x ½	$ 26.00
½ x ⅝	25.00
⅝ x ⅝	24.00
⅝ x ¾	24.00
¾ x ¾	
¾ x ½	23.50

BARREL AND BOX STAPLES

	Plain	Patent	Flat	
¾"	$ 23.00	$ 24.00	$ 24.00	List

Discount, 35 per cent.

NET PACKING EXTRA

25 and 50 lbs. boxes	$1.00 per 100 lbs.
10 lb. boxes	1.50 "
1 lb. papers	2.00 "

An additional net extra of $2.00 per 100 lbs. is added for less than 100 lbs. of one size in one pound papers.

F.O.B. Toronto, Hamilton and Montreal with freight equalized on these points.

F.O.B. Halifax—no freight equalization.

For Winnipeg and West—F.O.B. Mill with freight allowance of 10c per 100 lbs.

COPPERED RIVETS LOWER

Toronto.

Coppered split clinch rivets have been reduced in price, and the revised quotations are as follows: put up in packets containing 50 assorted from 4-16 to 8-16 inches, 30 cents per carton on 12 packets.

Toronto.

CUT NAILS REDUCED.

A reduction has been announced in the current price of cut nails, and the new prevailing quotation is $5.45 per keg base.

London Markets

LONDON, June 16.—Decreases in the quotations on oiled and annealed wire, wire nails, and fence staples, are the features of the hardware markets this week. Prices on stove pipe wire and cut nails are also slightly lower. The easier tone, noted in the turpentine situation last week has resulted in a decline of eight cents per gallon.

The majority of other products remain unchanged. Collections are reported fair, and good seasonable business has been enjoyed by local merchants during the past week. While there is no marked rush, yet the current demand is steady, and the average volume of trade is satisfactory.

TURPENTINE PRICES DECLINE.

London, Ont.

Following the easier tone noted on turpentine in last week's market reports, a reduction of eight cents per gallon has been announced. This brings the current quotation for one barrel lots down to $1.07 per gallon. The demand is reported good, and following are the revised prices.

1 barrel	1.07
2 to 4 barrel	1.06
5 gallons	1.22

FENCE STAPLE QUOTATIONS SHOW LOWER RANGE.

London, Ont.

New prices on fence staples, both bright and galvanized, are noted in this week's market revisions. Prices are now 25 cents per 100 lbs. lower than the previous prevailing quotations. New prices are: bright, in 100 lb. kegs, $5.00 per cwt.; in 25 lb. boxes, $6.00 per cwt.; galvanized, in 100 lb. kegs, $6.00 per cwt., in 25 lb. boxes, $7.00 per cwt.

FIRM TONE IN LINSEED OIL MARKET.

London, Ont.

Linseed oil prices are being well maintained at the recent increased quotations, and the current demand is good. A firm market tone continues, and the prevailing prices follow:

1 to 2 barrels	.97	1.00
3 to 5 barrels	.96	.99
6 to 8 barrels	.94	.97

LOWER REVISION ON STOVE PIPE WIRE PRICES.

London, Ont.

Reductions are noted in the current price on stove pipe wire, the new prices being as follows: No. 18, $9.00 per 100 lbs; and No. 19, $9.50.

WIRE NAIL QUOTATIONS LOWER.

London, Ont.

Wire nails are included among the products registering price declines this week. The revised quotation is 10 cents per keg lower, the new base price now being $4.55, London, with carload freight allowed to Walkerville and Windsor.

London, Ont.

A good demand for white lead in oil continues on local markets. The increased strength of linseed oil has been reflected in a firm tone on white lead in oil, but current prices are unchanged.

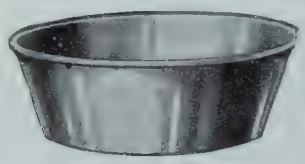
New Hardware Goods

OFFERED TO CANADIAN HARDWAREMEN

S. M. P. "LUMINO WARE."

The Sheet Metal Products Co., of Canada, Limited, have announced their advent into the manufacture of aluminum cooking utensils. The registered trade name for the S. M. P. lines in this new field is "Lumino Ware." A number of kitchen utensils are ready for the market and new lines will be added from time to time.

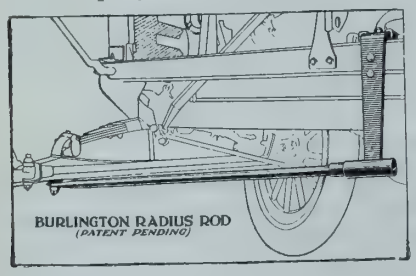
Among the special features mentioned by the manufacturers are the hollow retinned handles which always remain cool. The interior finish of the aluminum



pots and pans is natural, the way the metal comes from the rolling mills, and thus the hard surface is retained and the article will not stain. The cover-knobs are made in a style which will not slip easily from the fingers. Each piece is inspected after every operation to prevent flaws. New designs will be added to this S. M. P. line from time to time.

BURLINGTON RADIUS RODS.

Designed primarily for use on Ford cars or trucks, the Burlington Radius Rod, manufactured by the Burlington Motor Truck Company, of Burlington, Wisconsin;



is supported with a novel guarantee by the makers. Among the special features claimed for this radius rod are that the wheels cannot lock with the application of this attachment, and that steering is improved. Canadian representatives for the manufacturers are Robinson & McNeil, 5A Willow Ave., Toronto, Ont.

TO MAKE AUGER BITS, ETC., IN CANADA.

A new Canadian firm is now in the market manufacturing the "Richmond" brand of auger bits, machine bits, screw drivers, wrenches, pliers and cold chisels. The Richmond Wire & Iron Co., Ltd., with head office at Deseronto, Ont., has been formed, and will manufacture the above lines of tools and state they will be able to make deliveries, with the exception of pliers, within the next 30 days. Pliers will not be marketed until a little later date.

PARAMOUNT TENNIS BALLS.

The new Reach "Paramount" tennis ball is now on the market, and some marked advantages are claimed for it by the manufacturers. The uniformity of the walls in Paramount construction, and



the even density where the seams join, are two of the major points. The elimination of the interior plug, and the patented two-piece construction are other features of this tennis ball. The objective in production is to have uniformity of size, weight and resilience throughout, no matter how the ball may be played. The Canadian factory of the A. J. Reach Company is at Brantford, Ont.

LIGHTNING BRUSH CLEANER.

To satisfactorily clean a paint brush in one minute, is the unique claim made by the Stewart-Skinner Company, for their new Lightning paint brush cleaning machine. This device is designed to cleanse paint bristles quickly and thoroughly, and the makers further claim that brushes can be taken out of the strongest colors, cleaned in the machine, and almost immediately afterward used in snowy white without carrying the faintest trace of color.

This new method of cleaning paint brushes is calculated to save a large percentage of the time previously spent in this manner. Preventing the formation of a heal and thereby considerably lengthening the life of the brush, is another feature. The use of brush soaking fluid is eliminated; and varnish brushes can also be satisfactorily cleansed through this method.

The new machine is being manufactured and placed on the market by the Stewart-Skinner Company, 50 Green street, Worcester, Mass. Canadian selling agencies and dealers are being organized by this concern.

"GILLETTE" SAFETY RAZORS.

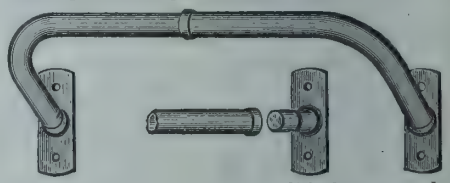
As announced to the trade on April 15, by the Gillette Safety Razor Co., and adjustment policy had been established whereby a rebate would be given on all razors in the hands of the retailers, and the old type safety razor could be sold at a reduced price, the merchant still retaining his profit. In so doing, the old type automatically dropped to the retail price of $3.50, with twelve Gillette blades.

The line is now further extended by adding lower priced razors; offering to the trade a $3.00, $2.50 and $1.00 cased safety razor, each embodying the old type article.

The old type pocket edition with six blades now retails at $3.00; the "Gillette Pioneer," leatherette covered case with six blades, $2.50; and the "Gillette Brownie" with three blades, $1.00.

CURVED END BRASS ROD.

A hand-buffed brass curved rod, is the latest product of the Newell Manufacturing Company Ltd., of Prescott, Ont., a firm specializing in household goods of



the following nature;—solid brass rods' extension curtain rods, poles, pole brackets, and pole ends, brass hooks, combination double rods, and also nickle-plated bathroom fixtures. The special features of the new curved end rod are the solid post rivetted to the plate, and the device for locking the tube to the post, as shown in the illustration. The makers further point out the hand-buffed finish on both posts and tubes. The rod has an extension capacity of from 30 to 50 inches.

"RID-JID" IRONING TABLE.

It is announced by the manufacturer that the Rid-Jid folding ironing table is now being made in Canada. As illustrated



herewith, the Rid-Jid, is an ironing table with open end, and special claims are made by the producers for its stability and strength. It is being manufactured by the Rid-Jid Company of Canada, Ingersoll, Ont., and the light weight and convenient folding capacities of this ironing board are other features accentuated by the makers.

Save the Surface Story

It is shown in an article appearing elsewhere in this issue on the subject of trade-marks or trade names, that those names which signify something of the advantage from the use of the article so marked, are the most effective . In reviewing the various trade marks or names in use in connection with the hardware trade, one of the names which stands out prominently as answering to this description is that which forms the basis of the paint campaign being conducted in Canada, viz.: "Save the Surface and You Save All."

It is doubtful if any more vivid expression of the true value of paint could be given than is embraced in these words. The statement cannot be classed exactly as a trade mark, because it is not used on any article in particular, it is more of a trade name as applied to a campaign, but which is included in the general category being dealt with.

No one can read this trade name without getting a conception of what it has reference to, and without it conveying to their minds the fact that paint is valuable for preserving the surface of anything. The name has a broad application in that its surface-saving qualities are no confined to any particular article. Another important impression given by this name is the fact that the preservation of the whole article is dependent upon the saving of the surface. These facts give the statement a wide appeal.

Meaning Quickly Realized.

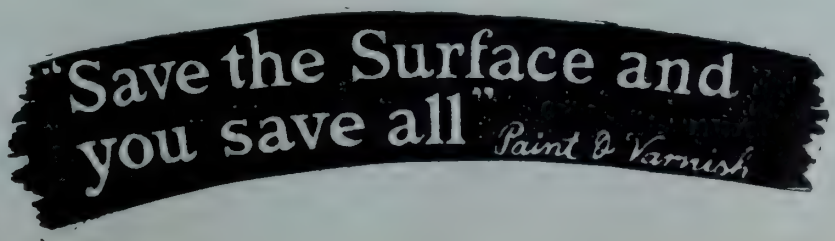
Customers of the retail hardware merchant's paint department will be quick to realize the meaning of this saying if it is featured prominently. The statement is one which will either explain itself or it will arouse sufficient interest to bring enquiries from customers. A big idea is involved and the merchant can link up his efforts with that idea, to good advantage.

When the underlying idea of "Save the surface and you save all" has been explained to the customer, the merchant can link up his effort with trade marked paints, varnishes, etc., in the same manner. Each trade mark or trade name means something, and it is in the merchant's interests to see that the name is brought to the attention of his customers, that they are acquainted with its meaning, the quality it represents, and what standard of service in general, is behind the name. These are all features of the "Save the Surface" slogan and they are also prominent features of the trade marked brands so that the interests of the two may be interlocked to some extent.

Especially under present conditions when paint prices have undergone substantial reduction is it incumbent upon the merchant to push the better grades of paint rather than the lines little known. Better satisfaction results to all through the adoption of a definite standard throughout all lines of distribution to the ultimate consumer. There are few merchants who do not apreciate the advantage of selling highest quality paints, and during the past year or two, Hardware and Metal has carried many articles showing that the tendency among hardware merchants has been to push the sale of the best quality lines, chiefly those which have become more or less standardized through the adoption of a trade mark, and by reason of the fact that the manufacturers have supported that trade mark consistently with a high quality product.

Shows up Folly of Neglect.

"Save the Surface and you save all" is a slogan particularly applicable at the present time, due to the fact that many people were inclined to neglect needed painting in recent years owing to pressure of other interests or to the high cost of paint. The need is therefore imperative to-day and such a slogan should help greatly to bring prospective customers to a realization of what they are losing through neglect. In addition to conveying a vivid impression to the mind, it is an easy name to remember and therefore has other advantages as a trade name. The customer will easily recall it to mind and have little difficulty remembering that it is a warning not to neglect the use of paint.



Weekly Paint Markets

MONTREAL

MONTREAL, June 16,.—The paint markets this week are featured with a 3 cent advance in quotations on linseed oil. The flax market has continued strong all week and an advance in the quotation on oil was not surprising. Turpentine is at present unchanged at $1.10 per gallon in one barrel lots, while the tendency is somewhat easier than it has been in previous weeks. White lead in oil and putty are also unchanged. In case of the white lead, while it remains fairly firm owing to the demand at present, the strength of a few weeks ago is hardly maintained due to a slight slackening of pig lead on the primary market. Shellac prices show no change from the advance of last week, and continue fairly firm. No change of importance is noted on the window glass market other than quotations from Belgium are slightly advanced in the past week.

Paint manufacturers report the demand for their products is being well maintained, with no price changes made in any of the lines.

Linseed Oil Advances

Montreal.

Linseed Oil prices advanced another 3 cents per gallon this week, bringing the quotation to 92 cents for raw in 1 barrel lots, and 94½ cents for boiled. The flax market continued strong all week, notwithstanding that slight fluctuations occurred. But these were soon overcome and higher prices than formerly were again quoted. The local demand for oil is being well kept up, and while this is maintained, little changes are looked for in quotations, but if any changes are made they will in all probability be to slightly higher levels. Following are the present quotations:

LINSEED OIL—	Raw	Boiled
1 to 2 barrels	0.92	0.94½
3 to 4 barrels	0.90	0.92½

Broken lots, add 10c gal.

Turpentine Prices Held

Montreal.

Prices on turpentine remain unchanged at $1.10 per gallon in one barrel lots. The tendency is somewhat easier than in the past recent weeks, but with the demand continuing as it now is, any revisions made in quotations are not expected to be heavy. Local stocks in some quarters have been depleted this week, but these will be replenished in the next few days. Present quotations are the following.

TURPENTINE—	Per Imp. Gal.
1 barrel lots	$ 1.10
2 to 4 barrel lots	1.08
Broken lots	1.20

Shellac Prices Hold

Montreal.

Shellac quotations this week are held at the recent advance, with gum shellac remaining very firm. The local demand for this product is fair and up to expectations for this season of the year. Following are the prevailing prices:

Orange shellac, in barrels, $4.00; in one gal. jugs, $4.30; white, in barrels, or 5 gal. jugs, $4.40; in one gal. jugs, $4.80.

Putty Prices are Steady

Montreal.

With linseed oil very firm, a reflection is noted on putty prices, causing a firm undertone. This is undoubtedly the strengthening factor, as the demand is—as expected,—only fair at this season. Present prices are as follows:

Standard Putty—	5 ton	1 ton	ton
Bulk barrels, 800 lbs.	$ 5.00	$ 5.25	$ 5.60
Bulk drums, 100 lbs.	6.00	6.25	6.60
Do., or tins, loose, 25 lbs.	6.25	6.50	6.85
Drums or tins, cased, 25 lbs.	7.00	7.25	7.60
1 lb. tins	9.75	10.00	10.35

Pure Linseed Oil Putty, $1.50 per 100 lbs. advance over above prices.

White Lead Still Firm

Montreal.

White lead in oil is unchanged in price and continues fairly firm. While linseed oil remains with a strong tendency it will have a strengthening effect on this lead product; but it is noticeable that pig lead has ceased to show the gains that had previously been made, and is now quoted at declined figures on the primary markets. However with the demand holding well, as it is at present, little or no change is likely in quotations on lead in oil.

No Change in Window Glass

Montreal.

No change of importance has been recorded in the local glass situation during the past week. Sales are at a low ebb, but this might be expected at this season and up until the Fall demand. Prices are held unchanged with the same variance noted in past weeks. The Belgian market is reported as being a little improved, with quotations now slightly advanced over prices obtainable from this source during the past few weeks.

TORONTO

TORONTO, June 16—An increase in the current quotations on dry red lead, and a decline in the prevailing price of turpentine, are the combined features of the paint markets this week. Dry lead is higher 2 cents per lb, and this range reflects the recent increased strength of the primary markets. A marked falling off in the demand, coupled with the arrival of fresh supplies, resulted in a general easier market tone on turpentine, and lower price levels.

An increase in flax seed prices is reflected by a very strong tone in linseed oil markets. A range has developed on prices among local dealers however, with the average quotation remaining unchanged.

Dry Red Lead Increased

Toronto.

Following the increased strength registered in the primary lead markets, higher quotations now prevail on dry red lead. The current demand stimulated a firmer tone, and the revised quotations are 12 cents per. inch higher than formerly.

LEAD (RED DRY)—	per 100 lbs.
Genuine 560 lb. casks	$13.00
Genuine 100 lb. casks	14.00
Less quantities	15.00

Turpentine Prices Decline

Toronto.

Following the easier tone noted in the turpentine market last week, a reduction in price on all quantities has now been announced. The extent of the decline is 8 cents per gallon, and the arrival of fresh shipments has relieved current stocks. The southern markets also report an easier tone, with prices slightly reduced. The demand has fallen off considerably during the past few weeks, and the price fnctuations were expected in some quarters as soon as this condition became noticeably apparent. The movement is generally slower at this season of the year. Following are the revised quotations:

TURPENTINE—	Per Imp. Gal.
1 barrel lots	$ 1.07
2 to 4 barrel lots	1.06
5 gallon lots	1.22

Brush Demand Slackening

Toronto.

The demand for paint brushes which has been a singular feature of the spring trade, has fallen off a little during the past week or so. Dealers attribute this to the fact that the current needs are now practically completed. Seasonable sales are still fair however, and prices remain unchanged at previous levels.

Range in Oil Quotations

Toronto.

The linseed oil market remains very firm, and although nominally quotations are unchanged, yet a range in prices is noted in some quarters. The recent increase to 97 cents for raw and $1.00 per gallon for boiled on 1 to 2 barrel lots, is still the average price prevailing at

Hillcrest Pure White Lead



Every Iron Sold Boosts Your Business

This is smooth, wonderfully-ground white lead of an almost dazzling whiteness. The clear smoothness can only be fully appreciated by seeing it and trying it. This is a real asset to the paint and varnish department of your store. You'll be proud to sell "Hillcrest" Pure White Lead—especially to professional painters that can appreciate it; it brings them back for more.

When the "Hillcrest" salesman comes with "Hillcrest" Pure White Lead, give him a good hearing. He will be glad to tell you more about it and show you how helpful all the "Hillcrest" lines can be in building up lasting trade among your permanently satisfied customers. We are manufacturing "Hillcrest" Paint roducts with an exactness that assures you the ability to supply customers with the same satisfying goods now or in years to come.

We Also Manufacture:

Hillcrest Colors in Oil; Hillcrest Colors in Distemper; Hillcrest in Japan; Hillcrest Porcelain White Enamel; Hillcrest Ebony Black; Spanish Enamel; Hillcrest Bath Enamel; Hillcrest Motor Car Enamel; Hillcrest Paste Filler; Hillcrest Crack Filler; Pearcy's Pure Prepared Paints; Hillcrest Barn Red Paint; Hillcrest Outside Gloss White; Hillcrest Inside Flat White; Hillcrest Aluminum Paint; Hillcrest Carriage Paint; Hillcrest California Gold Paint; Hillcrest Graphite Machine Paint Liquid; Hillcrest Orange Shellac; Hillcrest White Shellac; Hillcrest Oil Stain; Hillcrest Varnish Stain; Hillcrest Shingle Stain; Cottage Shingle Stain; Hillcrest Varnishes—all kinds; Hillcrest Pure Lead; Hillcrest Bronzing Liquid.

WATCH FOR OUR SEMI-MONTHLY BULLETIN NEXT SATURDAY.

Sanderson Pearcy & Co.
Limited

272 Van Horne St. (Corner Dufferin St.)
West Toronto, Canada

"Save the surface and you save all" *Paint & Varnish*

HILLCREST
A GUARANTEE OF QUALITY

"Save the surface and you save all" *Paint & Varnish*

Hillcrest Paint Products

If interested, tear out this page and place with letters to be answered.

present. Slightly higher quotations have been reported however, and likewise a lower figure has been noted. The continued strength in the flax seed market, is calculated by some to be reflected in future prices on linseed oil, and a levelling of quotations is looked for due to market conditions, which are reported as still on a gradual upward trend. Prevailing prices follow:

LINSEED OIL—		Raw Boiled
1 to 2 barrels, per gal.	$0.97	$ 1.00
3 to 5 barrels, per gal.	0.96	0.99
6 to 9 barrels, per gal.	.94	0.97

Less barrels, add 15 cents per gal.

Firm Price Tendency on White Lead

Toronto.

Local quotations on white lead in oil remain very firm, and while no price increases have been announced, the linseed oil situation has served to strengthen current quotations. The fluctuations in lead on the primary metal markets have failed to influence quotations on white lead in oil. The prevailing demand continues good, and under present conditions the following prices are generally expected to be well maintained:

White lead in oil $14.95 per 100 lbs. in ton lots; and $15.30 per 100 lbs. in smaller quantities.

General Markets

Continued from page 59.

London, Ont.

The revised discounts on shovels and spades announced in last week's market report, are still effective locally, and dealers report a slight increase in sales corresponding with the reduced prices. The discount is now 45 per cent off list.

London, Ont.

Reductions in the current price on oiled and annealed wire are noted among the market changes this week. The new base price is $4.65.

London, Ont.

Garden and harvest tools are included in the seasonable lines at present registering a fair demand. No change in quotation has, as yet, been announced, the current price remaining at list, less 50 and 10 per cent.

London, Ont.

Rope sales continue to show a slight increase, and the general market tone has improved, following on the higher quotations recently announced. These increases are still holding, and current prices remain unchanged.

London, Ont.

A revision has been noted in the current price on cut nails, and slightly lower quotations are now effective. The new base price is $5.45 f. o. b., London.

London, Ont.

A seasonable demand is reported by local dealers for fly swatters. Sales are fairly numerous, and the current prices are maintained as follows:

Dunlop,	$ 1.20	per doz.
Peerless	$ 1.00	" "
Canada	$ 1.00	" "

London, Ont.

With the advent of warmer weather, dealers report a noticeable improvement in the current demand for refrigerators. Prices on these lines remain unchanged.

London, Ont.

Sprinkling cans are noted among hardware lines enjoying a seasonable demand at present. Quotations are still holding as follows:

SPRINKLING CANS Size	Per doz.	Japanned	Galvanized
1 qt.		$ 4.27	
3 qt.		6.00	
6 qt.		7.53	12.80
10 qt.		9.47	14.40
14 qt.		10.80	17.60
16 qt.			22.40

Winnipeg Markets

Winnipeg.

Prices have been marked down on Westcott wrenches, and these are now quoted at the following figures:

WESTCOTT WRENCHES—	Per doz.
No. 76	$ 11.00
No. 78	12.50
No. 80	15.00
No. 82	22.50
No. 84	30.00

Winnipeg.

Included among the premier price reductions announced this week are quotations on genuine Crescent wrenches, and the following are the new current prices:

GENUINE CRESCENT WRENCHES—	Per doz.
4 in.	$ 10.15
6 in.	10.15
8 in.	12.50
10 in.	15.60
12 in.	19.50
15 in.	24.95
18 in.	35.10

Winnipeg.

Included among the price reductions announced this week are quotations on lead traps and bends. These are now shown at 10 per cent off list.

Lead pipe	0.12½
Lead waste	0.13½
Note.—Lead pipe is subject to a discount of 10%	
Couplings Lead traps and bends	10% off
Lead, wool, lb.	0.13½
Lead sheets, 2½ lbs.	0.11
Do., 3 to 3½ lbs. sq. ft., lb.	0.10¾
Do., 4 to 8 lbs.	0.10

Cut sheets ¼c lb. extra and cut sheets to size ¾c lb. extra.

Winnipeg.

Prices on Smoky City soot destroyer have been reduced, and this product, now selling at $7.20 per case, and $2.40 per dozen.

Winnipeg.

Red lead quotations have been revised, and the current price has been lowered to 20 cents per lb.

Winnipeg.

Included among the principal price declines noted this week are Armstrong pipe vises. Following are the new revised quotations:

No. 0,	$ 4.20
No. 1,	4.90
No. 2,	7.50
No. 3,	11.00

Winnipeg.

Prices are lowered this week on belt or saddlers punches, and following are the prevailing quotations:

BELT AND SADDLERS PUNCHES— No. 10	Per doz.
1 to 6	$ 1.60
7	2.00
8	2.00
9	2.50
10	2.50
11	2.50
12	2.50

Winnipeg.

Corresponding with the reductions in numerous lines of wrenches announced this week, prices on the Always Ready wrenches are noted as lower and the following are the new quotations:

ALWAYS READY WRENCHES—	
Nickel Plated	
No. 1	$ 4.40
No. 2	6.08
No. 2½	9.45
No. 3	14.40
Black	
No. 101	$ 4.14
No. 102	5.67

Winnipeg.

Among the most important price reductions noted on the current week's markets are quotations on spades and shovels The revision was announced the latter end of last week, and following are the new prevailing prices:

D. H. SPADES—	
Olds	$ 14.75
Jones	16.95
Garry Blk.	13.75
Garry Pol.	14.75
Bull Dog	16.95
L. H. SPADES—	
Olds	$ 14.75
Jones	16.95
Garry	14.75
Bull Dog	16.95
SCOOPS—	
Jones Socket.	
4	$ 19.68
6	20.38
8	21.08
10	21.78
Garry.	
4	$ 18.30
6	19.00
8	19.70
10	20.40
SHOVELS—	
D. H. Rd. Pt.	
Olds 2	$ 14.75
Jones Blk. 3	16.30
Jones Pol. 3	17.30
Garry Blk 2	13.75
Garry Pol. 2	14.75
Bull Dog Blk. 3	16.30
Bull Dog Pol. 3	17.30
D. H. Sq. Pt.	
Olds 2	$ 14.75
Jones Blk. 2	15.95
Jones Pol. 2	16.95
Garry Blk. 2	13.75
Garry Pol. 2	14.75
Bull Dog Blk. 2	15.95
Bull Dog Pol. 2	16.95
L. H. Rd. Pt.	
Olds	$ 14.75
Jones	16.95
Garry	14.75
Bull Dog	14.95
L. H. Sq. Pt.	
Olds	$ 14.75
Jones	16.95
Garry Blk	13.75
Garry Pol.	14.75
Bull Dog	16.95

"Save the surface and you save all" *Paint & Varnish*

Take Advantage of the Seasonable Weather to Impress Your Customers With the Value of Service Protection to Their Property When They Use

RAMSAY'S

"The Right Paint" **"To Paint Right"**

"Save the surface and you save all" *Paint & Varnish*



"Save the surface and you save all" *Paint & Varnish*

Don't Let Your Stocks Run Low

A. Ramsay & Son Company

Makers of Property Preserving Paints and Varnishes since 1842

Toronto MONTREAL Vancouver

DISTRIBUTORS—EDMONTON DISTRICT: Revillon Wholesale Limited, Edmonton. CALGARY DISTRICT: The McDonald Baker Co., 818 8th Ave. W., Calgary. The H. L. Perry Co. Limited, Winnipeg, Manitoba and Saskatchewan District. NOVA SCOTIA: Jas Simmonds, Limited, Halifax, N.S.

If interested, tear out this page and place with letters to be answered.



SILKSTONE

(REGISTERED TRADE MARK)

FLAT WALL COLOURS

Suppose you write us to-day about Silkstone and other lines that will benefit your business? We know you want to satisfy customers and build permanent, lasting trade; Silkstone is one of a line that does that to perfection.

You can sell it because Silkstone beautifies walls at less cost than wall paper. It can be washed easily without rubbing off. Its soft, silky finish gives an artistic effect much appreciated by home lovers. It is economical, durable and satisfies good taste.

Let us show you that it is profitable to sell. If a thing sells well and pays the merchant well, you certainly want it working for you in your store, don't you?

Write and let us explain the advantage of an agency

G. F. Stephens & Co. Limited

Paint and Varnish Makers

Winnipeg Calgary Edmonton

If interested, tear out this page and place with letters to be answered.

O.P.W.



Says Ottawa Pete:

Our Paints Will
"Save the surface and you save all" Paint & Varnish

What is a Customer?

"He ain't the man who comes into your store just once, buys some paint and goes his way. He's a prospect—legitimate game for anyone—until he has elected you his paint dealer and trades with you regularly.

"There's just two things that makes customers out of prospects: following 'em up and selling 'em good goods.

"I guess I can count on you to do the followin' up and you can count on the folk at Ottawa for good paints and varnishes.

"O. P. W. Paints and Varnishes are the lines that make friends. You can offer them at a fair and square price and count on 'em till the cows come home. Every drop in every can is the same—always fresh and always uniform, because it is made according to exact formulas. And everything that goes into O. P. W. has stood the test of actual use for years and years. Every job on which O. P. W. is used is a boost and an ad. for you.

"Just a farewell tip: Sort up on O. P. W. and get after the householders. They're the biggest cinch you've got—no purchasing agent or other official between you and your prospective customer—no subject interests a man quite as much as his own home—all the family rooting for you—all the pressure on your side!

"Good Luck!"

Ottawa Paint Works, Limited
Ottawa, Canada

Branches: **Montreal and Toronto**

"Words of Honor"

Among the sturdy old business pioneers of Canada who laid the foundations of this country's commercial prosperity, it was pretty well understood that a trade-mark was "a word of honor" as to the quality of their products.

There have been some radical departures from this once accepted belief. The trade-marks of to-day have not the same "face value" as they had in 1858, when Jamieson's first produced paints.

While this is a matter for regret, there is certain cause for pride in the fact that a few of the old marks which were recognized as "words of honor" have still the same hold on public confidence —Crown & Anchor. Island City and Rainbow Brands.

As a further means of identification and protection for purchasers of these established favorites, the general house mark, "Jamieson's Products," shown opposite, is being used in conjunction with them. It has won immediate acceptance by paint users throughout Canada, as a further, easily recognizable pledge given by the manufacturer as a guarantee of honesty and quality.

That is why so many dealers find pride and profit in handling Jamieson's Products—Paints and Varnishes which have won a nation-wide acceptance because their purity and goodness are protected and assured by a real "word of honor" trade-mark.

R. C. Jamieson & Co., Limited

Established 1858

Owning and operating P. D. Dods & Co., Limited

CALGARY **MONTREAL** VANCOUVER

If interested, tear out this page keep with letters to be answered.

A Symbol of Quality In Paints and Varnishes



Protecting Users of

Crown and Anchor-Rainbow and Island City Brands

Manufactured by

R. C. JAMIESON & CO., LIMITED

Established in 1858

Owning and operating P. D. Dods & Co., Limited

CALGARY MONTREAL VANCOUVER

GLIDDEN

PAINTS ~ VARNISHES ~ COLORS ~ INSECTICIDES



If interested, tear out this page keep with letters to be answered.

GLIDDEN

PAINTS ~ VARNISHES ~ COLORS ~ INSECTICIDES

Everywhere on Everything

To meet the Dealer's need

In every locality there is a need for painting materials — in business as well as the home. Everywhere there are surfaces that require protection and decoration.

Be prepared to take care not only of home requirements but business demands as well. Don't limit your profits with limited stocks. A study of the Glidden list of products will reveal a vast market to you. Glidden factories are producing quality products for every conceivable paint and varnish purpose — paints for industry, for factory, equipment and product; paints for commerce, for buildings, shipping and railways; paints for the house, inside and outside—*everywhere on everything.*

To represent Glidden in any locality has come to be a tangible asset for you. Glidden reputation will reflect its good influence upon your business generally. Write to-day for the Glidden proposition.

THE GLIDDEN COMPANY Ltd., Toronto, Ont.

Branches at Montreal and Winnipeg

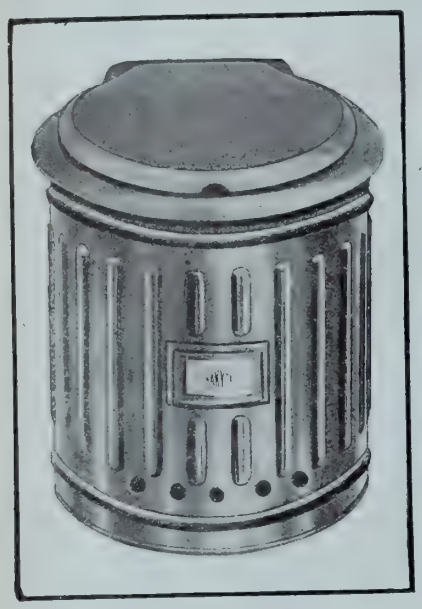


If interested, tear out this page keep with letters to be answered.

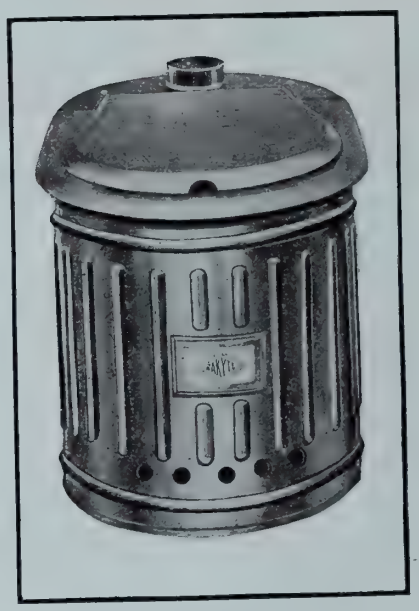
The Trade Mark behind the "Hardware House of Quality"

DIAMOND A BRAND
A
ASHDOWN'S GUARANTEE

The Largest Wholesale Hardware Dealers in Canada



Wakyte Special



No 3



No. 0

Chemical Closets For Campers

Wakyte "Special" is the cheapest that can be made without using poor material and workmanship. The body is corrugated and finished in dark green auto enamel; seat is mahogany finish; vent is at the back, near the top; inner receptacle is finished in black enamel. Chemical Closets are the next best thing to a water works system.



Wayte Powder Chemical

Wakyte No 3. This is a medium priced closet of 20½ inches in length; 14 inches in width, and 17 inches in height. The body and inner receptacle are both stamped by special dies into corrugations. This not only improves the appearance but adds 100% to the strength and durability. A well-liked popular seller and priced to suit a very large proportion of the people.

Wakyte No O Competitive Closet. Merchants who are forced to meet competition may require this closet. It is equal to any competitive closet on the market and will enable the merchant to meet competition. It is not corrugated, and cannot be compared with the standard lines in quality or finish. This is about the same size as the "Special," body finished in dark green auto enamel.

Wakyte Powder Chemical is recommended. It not only contains all the disinfecting properties of Liquid Chemical, but in addition, may be shipped under any weather conditions without damage. Conveniently packed in tins, twelve to the case. Wakyte Liquid Chemical is put up in one-gallon cans, packed six and twelve to the case. This is a valuable item to the dealer and lasting trade is easily built on these secondary sales.

The J. H. Ashdown Hardware Co., Limited

Winnipeg, Canada

Calgary **Saskatoon**

If interested, tear out this page keep with letters to be answered.

Pilot Superior Pipeless

The Unequalled Pipeless Furnace

It is rich in convincing points of merit.

It is easy and inexpensive to install.

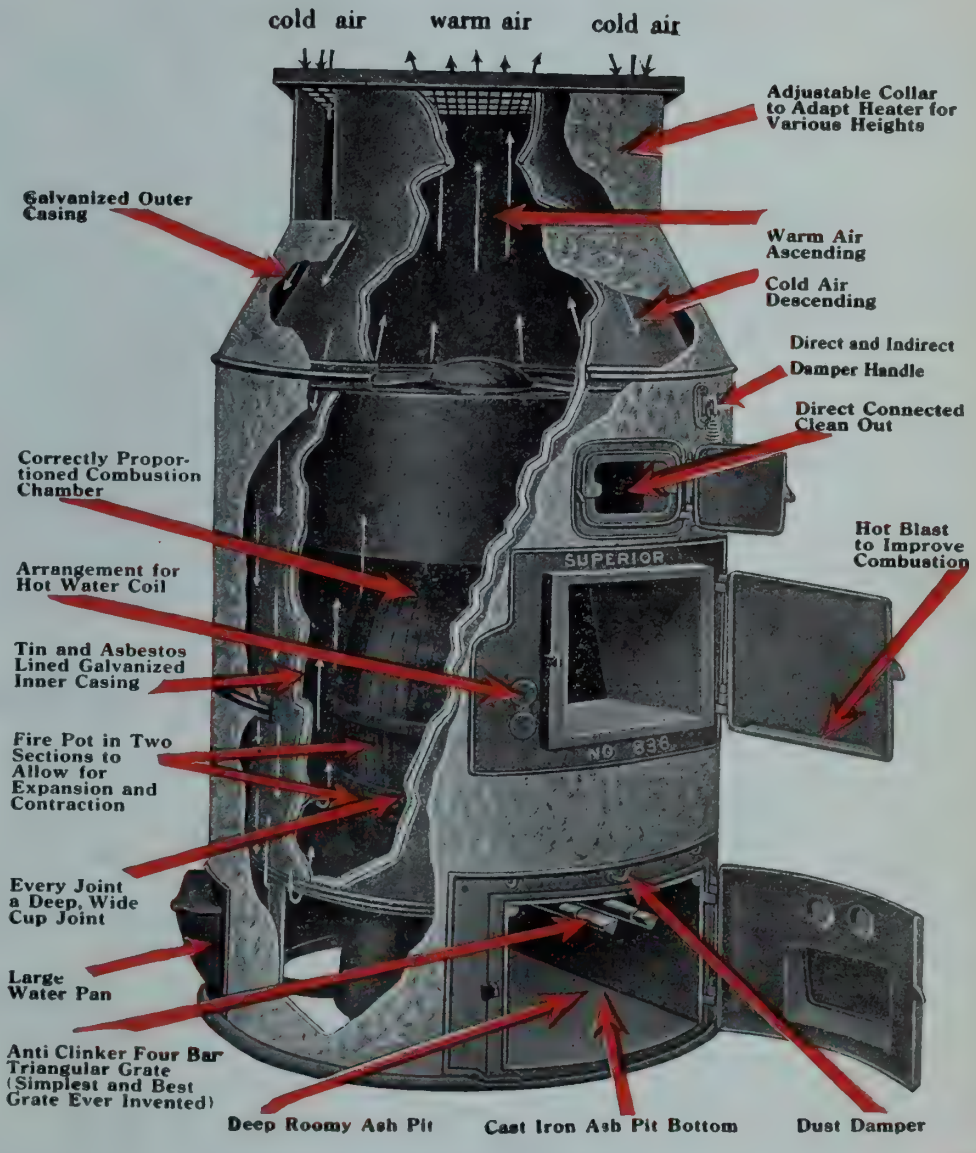
Only one opening to be cut in the floor.

No net-work of pipes.

Takes the cold air from the house and keeps the warm in.

Keeps the floors warm for children and the cellar cool for storage.

Dependable, reliable, sanitary.



The HALL-ZRYD FOUNDRY COMPANY, Limited

HESPELER, ONTARIO

WESTERN BRANCH: P. O. BOX 687, WINNIPEG, MAN.

If interested, tear out this page keep with letters to be answered.



The Proud Engineer of the Limited

This ruddy-cheeked, robust youngster is the proud possessor of an "American Flyer" Train. He is the engineer, the switchman, the train dispatcher, n'everything. There are over two million more just like him, all over the world.

And for every boy who does own and operate an "American Flyer" Toy Train, there are many who will buy one if you will do your share to put American Flyer Trains where those youngsters can see them.

American Flyer Trains are all-the-year round sellers; they furnish play and education for the children.

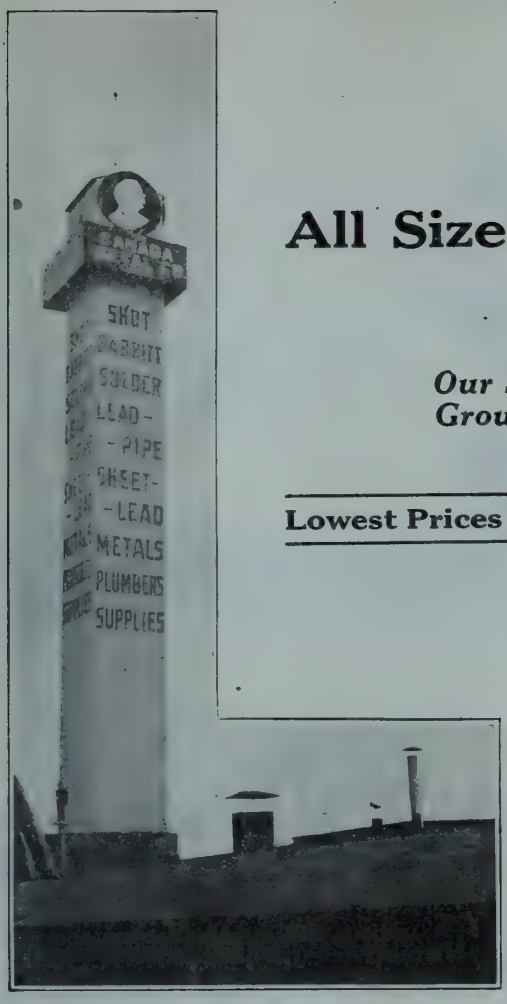
Hundreds of boys and girls are now enjoying their American Flyer Railroads outdoors---The Backyard Railroad is the "Big Idea" in the Toy industry. The fun of building tracks--making tunnels and bridges are features of Backyard Railroading which particularly appeals to the boys. Then, too, The Backyard Railroad keeps the children off the street.

"Made in America"
"American Flyer"
"The Train with the Guarantee"
MINIATURE RAILROADS
Registered U.S. Patent Office

Don't fail to visit our booth at the Chicago Pageant of Progress, July 30th to August 14th.

THE AMERICAN FLYER MFG. CO., 2219-39 South Halstead St., Chicago

If interested, tear out this page keep with letters to be answered.



SHOT

All Sizes **25 Lb. Bags**

Kegs or any weight

Our Shot Tower overlooks the Toronto Exhibition Grounds. The highest tower in the Dominion.

Lowest Prices **Highest Quality** **Immediate Shipment**

ALSO

SHEET LEAD **BABBITT**
SOLDER **LEAD PIPE**
NAILS **WIRE**

THE CANADA METAL CO., LTD.

Toronto Montreal Winnipeg Vancouver

Make Bicycles a Specialty

And they'll make money for you

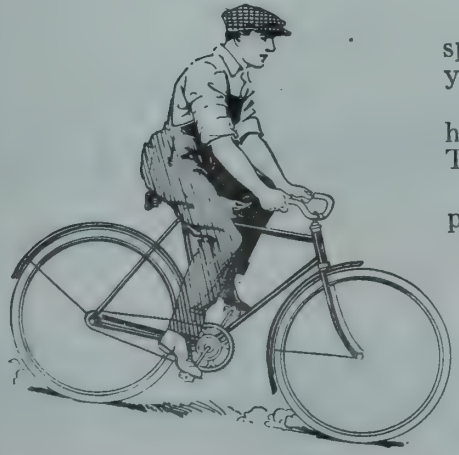
A CLERK who makes a specialty of vacuum cleaners or stoves—a man who understands the line—can sell far more than a clerk who is not familiar with the best talking points.

The same is true of bicycles.

Select a good, bright clerk and make him your bicycle specialist. Turn the bicycle prospects over to him and you'll find C. C. M. Bicycles a money-maker.

Have your clerk write us for "pointers" and we will load him up with lots of sales-winning talk on the C. C. M. Triplex Hanger, the Hercules Brake and other features.

Are you getting "Vim," our helpful, meaty little publication?

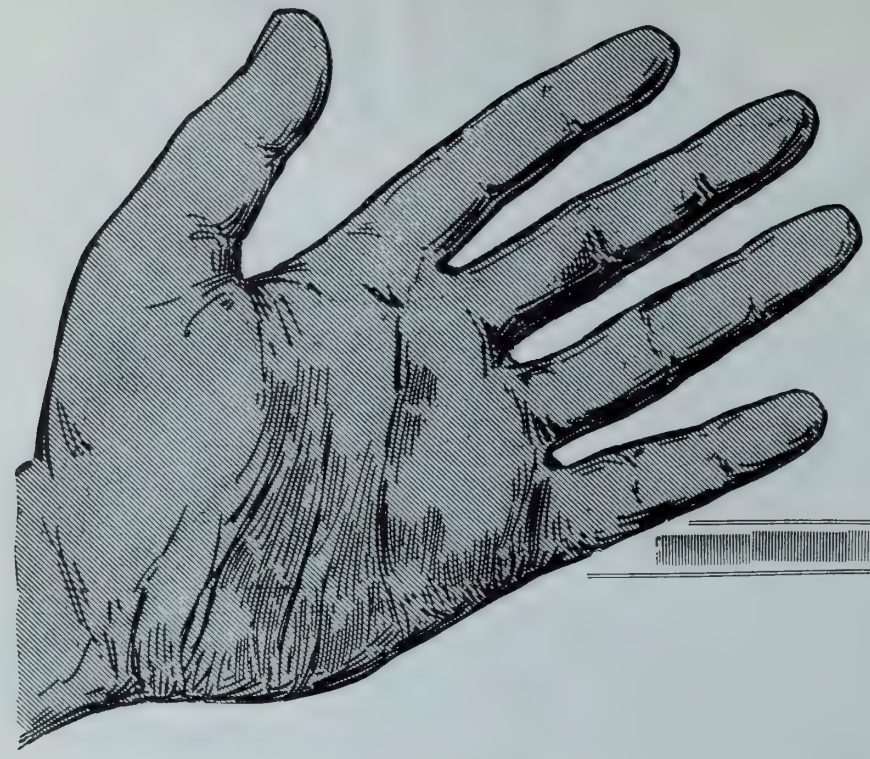


Canada Cycle & Motor Company Limited

Montreal, Toronto WESTON, ONT. Winnipeg, Vancouver

C·C·M· Bicycles

Cleveland — Perfect — Massey — Columbia
Red Bird — Gendron — Ivanhoe



"The Kind

Our Trade-Mark

The Significant Symbol

In the beginning Quality was deemed the principal factor in founding success. As the prosperity and renown of the Company increased it was made plain to the trade that behind the quality and satisfaction of each barrel of oil there stood the whole strength of the Company—its tangible assets, its good-will, its great prestige.

The Dominion Linseed

Baden Toronto

If interested, tear out this page and place with letters to be answered.

Your Grandfather Used"

—An Open Hand
Of a Fundamental Policy

Now, today, the policy of making each barrel of oil as though our whole reputation depended on that one barrel, is just as rigidly adhered to as in the beginning. Livingston Service makes the famous "Blue Barrel" easily available from Vancouver to Halifax, and "Livingston Brand" on the barrel is your assurance of the quality within.

Oil Company, Limited
Montreal Winnipeg



If interested, tear out this page and place with letters to be answered.

GLASS

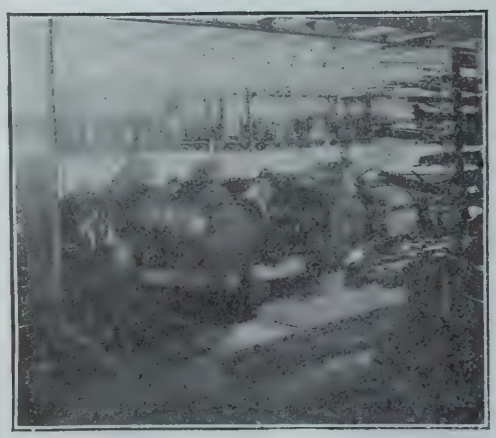
We are receiving quantities of Belgium Window Glass and can quote you very attractive prices for immediate deliveries or for import shipments. We stock or manufacture Plate, Bevelled Plate, Mirrors, Figured, Leaded, Wired and Prism Glass.

Write, Phone or Wire for Prices

Hobbs Manufacturing Company, Limited

MONTREAL TORONTO LONDON WINNIPEG

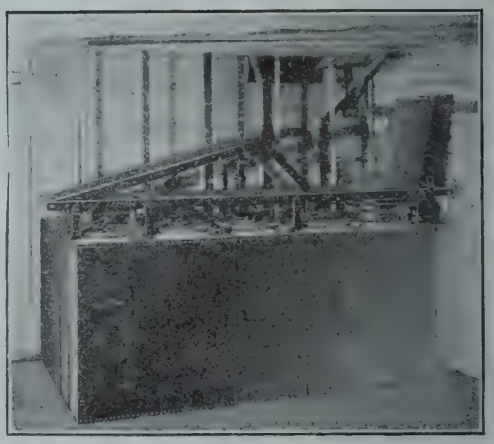
System In Selling Paint Oils



No System—Lots of Waste and a Very Dangerous Fire Trap.

Haphazard methods in selling paint oils are dangerous and usually a losing proposition for the dealer.

There is one thing absolutely necessary to systematic and profitable handling of paint oils. That is modern storage equipment.



The Bowser Way—Pumps are on floor above. Systematic, Clean, Safe, and Saving.

Bowser Paint Oil Storage Systems

are to the paint business what bookkeeping machines are to accounting—an economic necessity. They store the oils without loss from leakage or evaporation; give accurate measure, keep the oil room clean, make the labor of handling a small item.

If you are not using Bowser Storage Systems you are missing an opportunity to profit in your paint oil business.

LONDON
32 Victoria St., S. W.

HAVANA
Lonja del Comercio 427

S. F. BOWSER COMPANY LIMITED
66-68 Fraser Ave.
TORONTO - - - CANADA

PARIS
5 Rue Denis-Poisson

SYDNEY
6 Castlereagh Street

If interested, tear out this page and place with letters to be answered.

TINKER TOM'S TALKS.

Tinker Tom Talk No 317

Galvanized Seconds

You may be able to do two things by using our seconds—

1st—Get your average cost down.

2nd—Land these "cheap jobs."

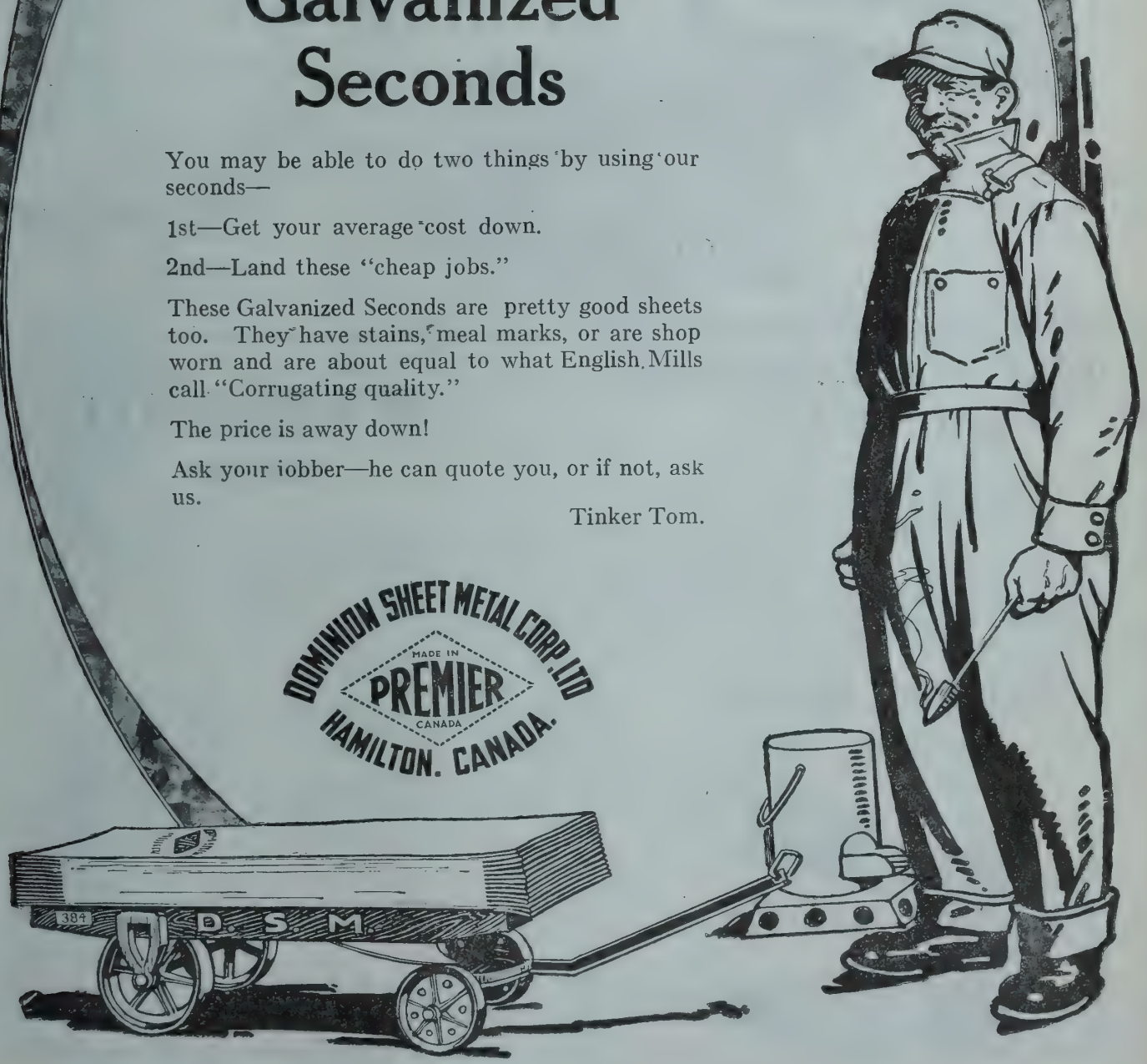
These Galvanized Seconds are pretty good sheets too. They have stains, meal marks, or are shop worn and are about equal to what English Mills call "Corrugating quality."

The price is away down!

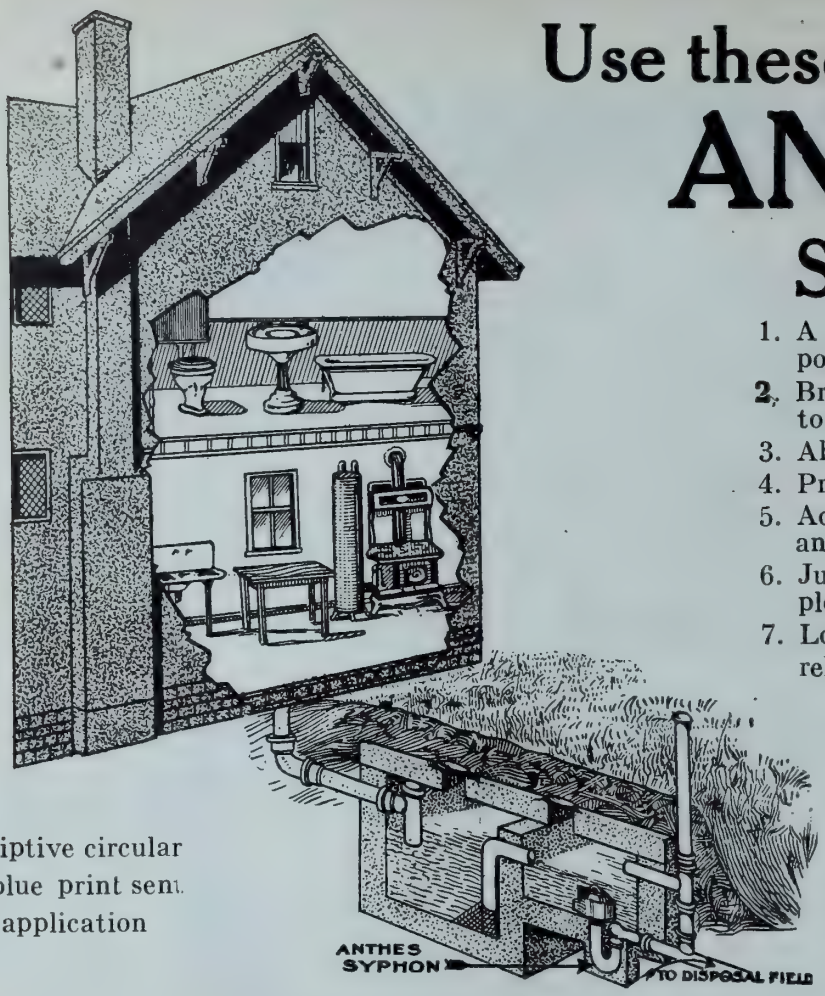
Ask your jobber—he can quote you, or if not, ask us.

Tinker Tom.

DOMINION SHEET METAL CORP. LTD
MADE IN PREMIER CANADA
HAMILTON. CANADA.



If interested, tear out this page and place with letters to be answered.



Use these ANTHES Selling Points

1. A No-trouble system of Sewage Disposal.
2. Brings family comfort and convenience to the Country Home.
3. Absolutely sanitary; it is not a cesspool.
4. Prevents disease and disagreeable odors
5. Adapted to the severe Western winters, and WON'T FREEZE.
6. Just as much a necessity as good implements in the farm land.
7. Look for name—Anthes—a guarantee of reliability.

Your Anthes customers will stay wih you because you sell perfect satisfaction when you sell the Anthes. And you boost your sales of Plumbing Fittings at the same time.

Descriptive circular and blue print sent on application

ANTHES FOUNDRY LIMITED
Manufacturers of Soil Pipes and Fittings
WINNIPEG MAN
Western Sale Agents—Stanley Brock Limited
Winnipeg, Calgary, Vancouver

WHAT MAKES BEAUTY AND GRACE?

Speaking fundamentally, a thing appeals to our sense of beauty and gracefulness because it has the balance and lines that we see in every day nature. Nearly all trees, flowers, etc., are nicely balanced, one side with the other and one end with the other. The establishment of balance and equilibrium is in fact what nature is eternally striving to accomplish. Is it any wonder therefore, that the window and interior displays that appeal to people are those that are nicely balanced as a whole, and contain well balanced individual pieces such as you find in

"Wellworth" Better Quality Aluminum Ware



Wentworth Manufacturing Company
Hamilton Canada

BAMBOO
Rods

LONG ONE-PIECE BAMBOO POLES

Direct from Japan

Lengths—12, 14, 16, 18, 20 feet

12 and 14 ft. lengths are packed 100 to a bale; 16, 18, 20 are 50 to a bale

Bamboo will be shipped from Montreal same day order is received

RICHARDSON & BUREAU
55 St. Francis Xavier St., Montreal, P.Q.









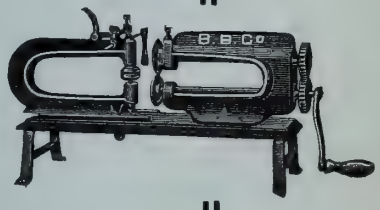
Concerning Our Trade Mark



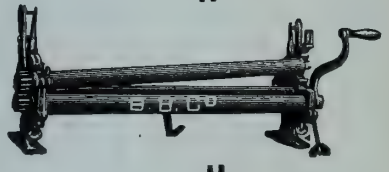


The B.B. Trade-Mark stands for the very highest in sheet metal workers' tools. With your shop equipped with B.B. Machinery, you are assured of the maximum production. The trade mark on B.B. Sheet Metal Workers' Tools is a guarantee of service, a service that will save you money. Write for catalogue.

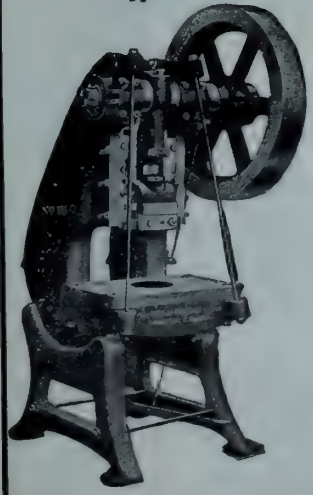


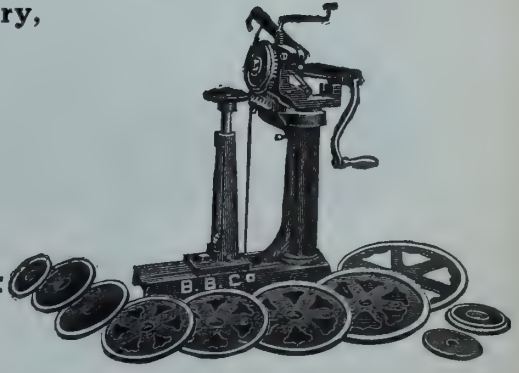


The
BROWN, BOGGS COMPANY LIMITED
HAMILTON - CANADA

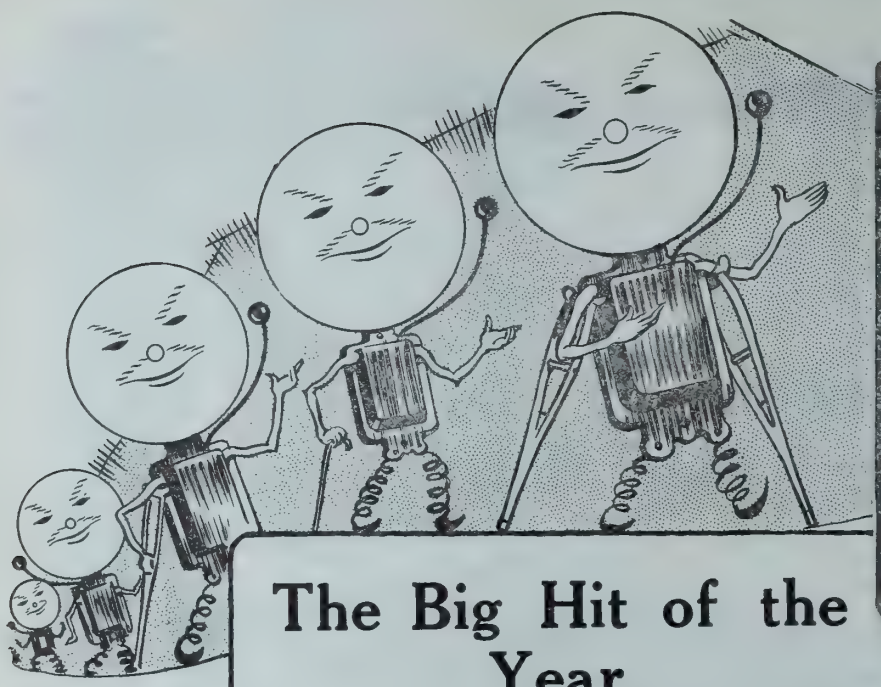


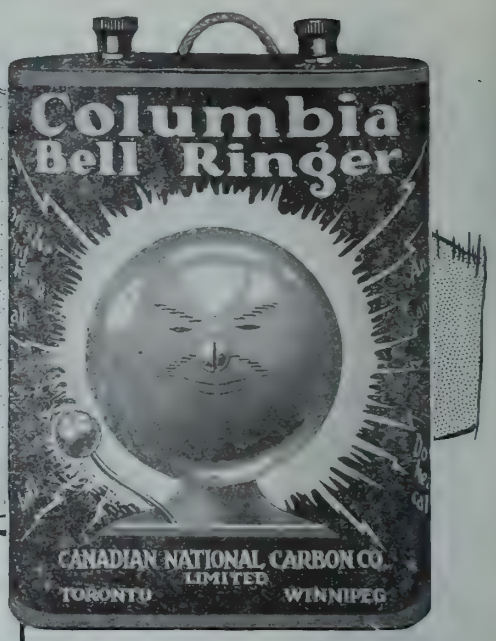
Manufacturers of
Tinsmiths' and Sheet Metal Working Tools and M achinery, Presses, Shears, Rolls, Etc.





If interested, tear out this page and





The Big Hit of the Year

The Columbia Bell Ringer is making bells ring everywhere.

In Private Homes,
Apartment Houses,
Factories,
Stores,
Offices,

wherever door bells, annunciators, private telephones, burglar alarms and servants signal bell systems are used, the Columbia Bell Ringer provides the power that makes bells ring out loud and clear.

This handy two-cell power bell ringer with only two binding posts is the simplest, handiest and most convenient bell ringer you can sell.

The cheery attractive label takes the Bell Ringer out of the ordinary dry cell class and makes it a splendid display feature for your window or counter. It retails at an attractive price and the profit to you is satisfactory too.
Order in dozen lots through your jobber—

Canadian National Carbon Co.
Limited
Toronto -- Winnipeg

Other members of the Columbia family









Columbia Dry Batteries

—they last longer

If interested, tear out this page and place with letters to be answered.

GREENING'S
COW TIES



THE B. GREENING WIRE CO., Limited
HAMILTON, CANADA

If interested tear out this page and place with letters to be answered.





Thor

the name that's more than a name. It stands for efficient service.

In the early days of trade marks and trade names there was a tendency to label for the sake of the appearance, but this is a thing of the past. The name "Thor" on an Electric Washing or Ironing machine today, as always, stands for an efficient service,—stands for 100% value to the dealer and his customer.

The "Thor" agency is a valuable asset in any town or locality served by electricity.

ARE YOU A "THORS" AGENT?

HURLEY MACHINE CO.

LIMITED

New Address: Ryrie Building

TORONTO





Hold Their Edges

Challenge Razors hold their edges not only because they are made of the highest quality steel, but also because of the skillful and uniform tempering.

In both blade and handle the practiced eye will note the expertness of the workmanship.

Wide assortment of handles.

Send for catalog and prices.

Wiebusch & Hilger

Limited

Sales Representatives

106-110 Lafayette Street, New York

Canadian Selling Agent:

Jas. Gerard Kerr, 411 St. Nicholas Building Montreal.

Challenge Razors

B·S
TRADE MARK

THE skill and care, and pride in craftsmanship which find expression in Brown & Sharpe Products make the trade-mark above a mark on which the mechanic relies—a mark he seeks.

To the dealer it means protection and that tools sold with this trade-mark will return satisfactory service to the user. He knows that they will build good-will and make satisfied customers for his store. There is a sense of security in selling something which will add to his prestige and good reputation.

Established in 1833

BROWN & SHARPE MFG. CO.
Providence, R.I., U.S.A.

This Trade Mark is a Trade Maker

Miss Simplicity of Canada

Quick Sales - - - Good Profits

PUT Miss Simplicity in your store and you will realize both quick sales and good profit. An electric washer makes an irresistible appeal to the housewife, but this is intensified almost to the point of instant sales when the very moderate price of Miss Simplicity is known.

Miss Simplicity is Canadian-made throughout and built of the finest materials obtainable. Mechanically perfect, yet very simple in operation, it is an instant avorite. Costs very little to operate and washes clothes, laces and even the daintiest of fabrics, perfectly and without injury.

Miss Simplicity gives you an excellent opportunity to capitalize on the popular demand for electric washers. You can make money fast with Miss Simplicity because each sale brings you a good profit and because quick sales increase your turnover. We give a liberal guarantee with every machine and will assist you with your advertising.

Send to-day for our dealer offer. We know it will interest you, as it has so many others.

W. A. KRIBS COMPANY LIMITED

Hespeler, Ontario

"Takes out the Drudgery with the Dirt"



Ask for our latest folder describing in full the advertising material which we have prepared for our dealers.

Western Distributors

Great West Electric Company Limited

WINNIPEG, MAN.

Quebec Distributors

Northern Electric Company Limited

MONTREAL, P.Q.

If interested, tear out this page and place with letters to be answered.

Hobbs Gold Medal

A Mark of Merit and Co-operation

The Trade-Mark "Hobbs Gold Medal" not only indicates that the article so marked is absolutely "Hobbs Quality," which is unexcelled, but it is also the distinguishing mark of a house that assures kindly interest and co-operation with retail hardwaremen.

Our stocks are very complete. They are carefully chosen to offer the most saleable and reliable goods selected from the enormous quantity of brands and kinds on the market.

Our quarterly Catalogue of "Seasonable Specialties" will help you order to the best advantage.

Are you on our Mailing List?

The Hobbs Hardware Company
Limited

London Canada



If interested, tear out this page and place with letters to be answered.



Premax Veneer Ties

A substantial, durable and easily handled Veneer Tie is in ready demand.

The Premax Galvanized Veneer Tie sells well, offers a good profit—and does the work to produce repeat sales.

Ask for our new prices on Builders' Hardware.

"20 Sucessful Years' Old"

NIAGARA METAL STAMPING CORPORATION

Division M Niagara Falls, N.Y.

Western Canadian Sales Agent
D. A. McDonald, 141 Bannatyne Ave.
Winnipeg, Manitoba.

Are You Ready for More Business?

Are you ready to meet the increased demand from your customers this spring, for

TRADE MARK
Ventiplex
PADS

These soft, sanitary, durable pads are becoming more popular every year, in fact there is no pad that can equal Ventiplex for real all-round value and service.

Ventiplex Pads need only to be shown to be sold. Be sure your stock is complete.

Write now for prices and particulars to

The Burlington Windsor Blanket Company, Limited

Toronto Ontario

GIVE YOUR CUSTOMER

a can of

D-B CARBON REMOVER

If it will not remove the carbon satisfactorily they return the can to you—it costs nothing for the trial.

We **guarantee** to pay you the **retail value** on every can returned as unsatisfactory. **That's a square enough deal—Isn't it**

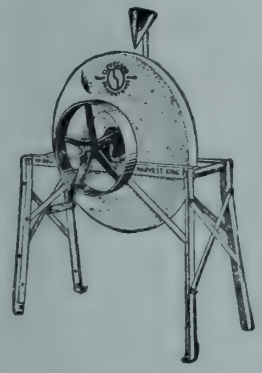


This sales plan, with our advertising campaign in newspapers is bound to create a quick sale for D-B CARBON REMOVER.

AUTO JACK says: The manufacturers have confidence in their product.

The Dustbane Mfg. Co.
LIMITED

Ottawa, Ontario



Harvest King

Let the Engine Turn the Grindstone

CLEVELAND TRADE MARK GRINDSTONES

Sell power grindstones and let the engine do the work. It only needs the starting of the engine and in a short time all tools are ready for work.

Don't sell cheap grindstones—talk quality and grit—mounted in a well-built frame so it will do the work properly and stand up for maximum instead of minimum amount of work.

Our HARVEST KING POWER GRINDSTONE gives extra good service.

THE CLEVELAND STONE CO. - CLEVELAND, OHIO



The Roof that beautifies the community

Homes and buildings roofed with Brantford Asphalt Slates lend distinction to the neighborhood. The red and green slates are in Nature's own colors, unfadeable, and harmonize perfectly with the surroundings. You will add attractiveness and value to your home by using

SIX ROOF COSTS

1—INITIAL COSTS OF MATERIALS—Brantford Asphalt Slates are sometimes higher in initial cost for the material.

2—NAILS REQUIRED — Brantford Asphalt Slates require ONLY 648 nails to a square. Brantford Asphalt Slab Slates require ONLY 450 nails.

3—COST OF LAYING—Brantford Asphalt Slab Slates are four on one strip—require only one operation in handling, one operation in spacing—Individual slates are 8x12¾ inches—Cut easily, fit easily, fit on angles and bend over round surfaces. You save 30 to 50 per cent. in laying.

4—NO PAINT OR STAIN REQUIRED—The surface of Brantford Asphalt Slates is in nature's permanent colors, green and red, unfadeable, always attractive—requiring no stain to produce artistic effects, no liquid coats to make them fire-resistant.

5—SAVING OF INSURANCE—Brantford Asphalt Slates are classed as non-combustible by fire insurance Companies—a direct saving of from 10 to 20 per cent. on premiums is effected. In certain localities fire regulations demand asbestos paper under some roof materials, but Brantford Asphalt Slates are fire-resistant and are immune from special regulations.

6—COST OF REPAIRS—From the day they are laid Brantford Asphalt Slate roofs show almost 100 per cent. of the original roof untouched. Brantford Asphalt Slates do not curl, split, crack or rot. Complete protection and permanent protection are built into Brantford Asphalt Slate Roofs.

Brantford Asphalt Slates

Roofing with Brantford Asphalt Slates, individual, slab (four in one) or Winthrop tapered, provide a roof covering that lasts for years without repairs or renewals.

Highest quality felt, best grades of asphalt for saturation and coating, and the encrusting of the upper surface with slate—every operation and all materials conform to Brantford Roofing standards.

Put the Best Roofing on YOUR HOME.

Distributed under Brantford Roofing Trade Marks, through Brantford Roofing Dealers. Stock carried, information furnished, service rendered by our dealer in your district.

Brantford Roofing Company, Limited

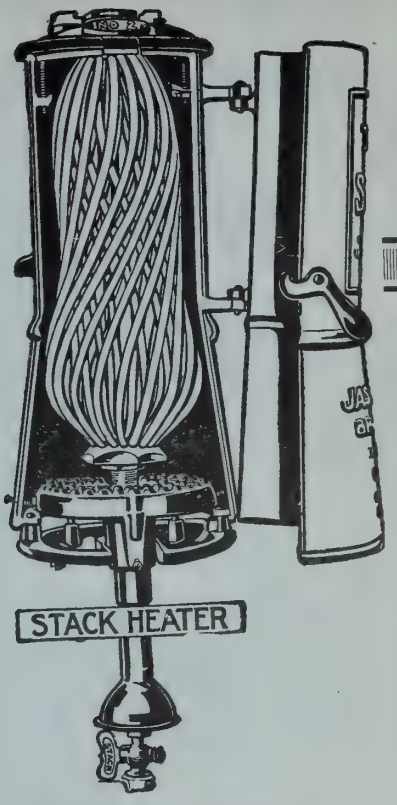
HEAD OFFICE and FACTORY

Brantford - Canada

Branches at Toronto, Montreal, Halifax, Winnipeg

If interested, tear out this page and place with letters to be answered.

TRADE MARK J.M.T. REGISTERED A GUARANTEE OF QUALITY



—and it will pay you to stock

THE MORRISON LINE

Well-known Goods that sell and satisfy

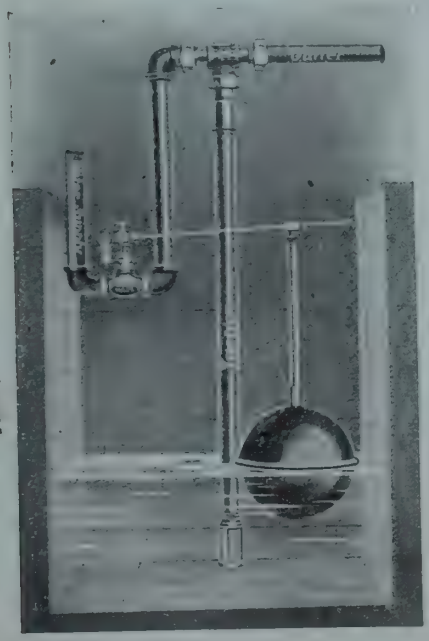
Automatic Cellar Drainer

Winter, spring or rainy weather, the Morrison Automatic Cellar Drainer is always on the job preventing damage or deterioration of goods in damp cellars. It quickly pays for itself in the value of goods saved. It's a much more than satisfactory article for your own use in the store-cellar, or for resale. This efficient, automatic cellar drainer can be relied on for service all the time.

The Morrison operates entirely automatically at 10 lbs. or higher, water pressure. Simple—nothing to get out of order.

Stack Gas Water Heater

This efficient device, for quickly supplying hot water as needed, is rich in convincing selling points, that close sales quickly without wasting the merchant's time. The Stack will heat 5 gallons of water 3 minutes quicker than the average heater; raise the temperature of 5 gallons of water 28 degrees higher in 10 minutes; and heat three gallons more in 10 minutes. The net-work of small, quickly heated, copper circulating tubes, that expose a large quantity of water to the heat at one time, make the Stack 15% more efficient.



The James Morrison Brass Mfg. Co. Limited

93-97 Adelaide Street West, Toronto, Ontario

Send for Stock Heater Display Card

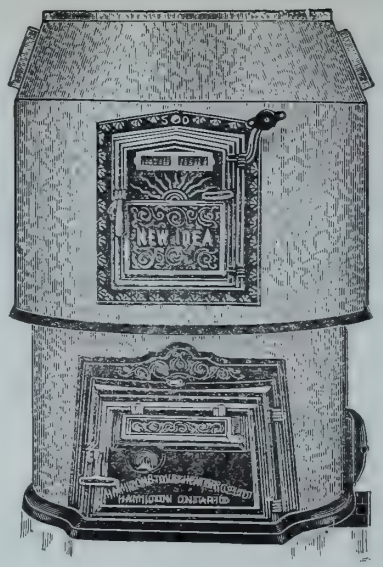
TRADE MARK J.M.T. REGISTERED A GUARANTEE OF QUALITY

Your Customers Require the "New Idea"

WHY?

Because it gives more heat and uses less fuel. Costs less for repairs and operates easily and satisfactorily.

A New Idea will last a lifetime.



You Should Sell the "New Idea"

WHY?

Because the New Idea has a Dominion wide reputation for dependability and economy.

Boosting the "New Idea" insures more profits, more business more prestige, more satisfied customers.

The "New Idea" Warm Air Furnace is Fully Guaranteed!

The New Idea contains more heating surface than any other furnace. The large roomy ash pit prevents the ashes from banking up and burning out the grates. The Duplex grate—which is guarnteed for five years, is the strongest, most reliable grate in existence. There are other features too, which combine to make the "New Idea" Warm Air Furnace, a perfect heating unit. Write us at once for particulars of our attractive proposition to dealers. New Stove Catalogue just off the press, which we will gladly mail upon request.

The Hamilton Stove & Heater Co. Limited

Successors to Gurney Tilden Co., Ltd., Hamilton.
75 Years' successful manufacturing.
Montreal Representative: Mr. Charles Nicoll, 614 Aylmer Street, Montreal.
Vancouver—1073 Hamilton St., Vancouver, B.C.
Winnipeg—134½ Higgins Ave., Winnipeg, Man.





6 and 7 inch made from 21 gauge steel

CANADA

Hot Air Pipe Damper

Stamped from 26 gauge steel; drop forged stem; sharp point and positive lock.

Our new 6″ and 7″ dampers are stamped from 21 gauge steel; drop forged stem; sharp point and positive lock.

Our Damper Clips are stamped from 21 gauge steel, and packed one dozen in a box. There is no better clip made.

Canada Dampers are stronger, lighter and cheaper than any other damper made.

Try Your Own Jobber

The Myers Mfg. Company

Dresden, Ontario

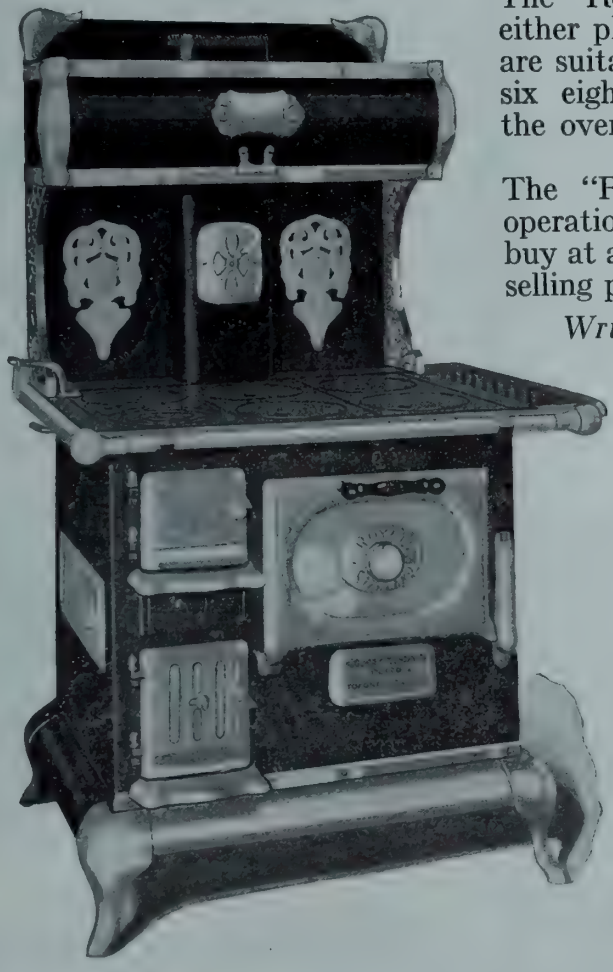
If interested, tear out this page and place with letters to be answered.

THE Gurney

ROYAL STANDARD

Popular-priced Steel Range

As handsome a range as has ever been turned out to meet the popular demand. It's a steel range with all cast iron mountings, doors, etc., heavily nickel-plated.



The "Royal Standard" is supplied with either plain or ornate high closet; grates are suitable for either coal or wood; has six eight-inch covers; thermometer in the oven door.

The "Royal Standard" is efficient in operation, economical on fuel—a good buy at any price, and a big value at your selling price.

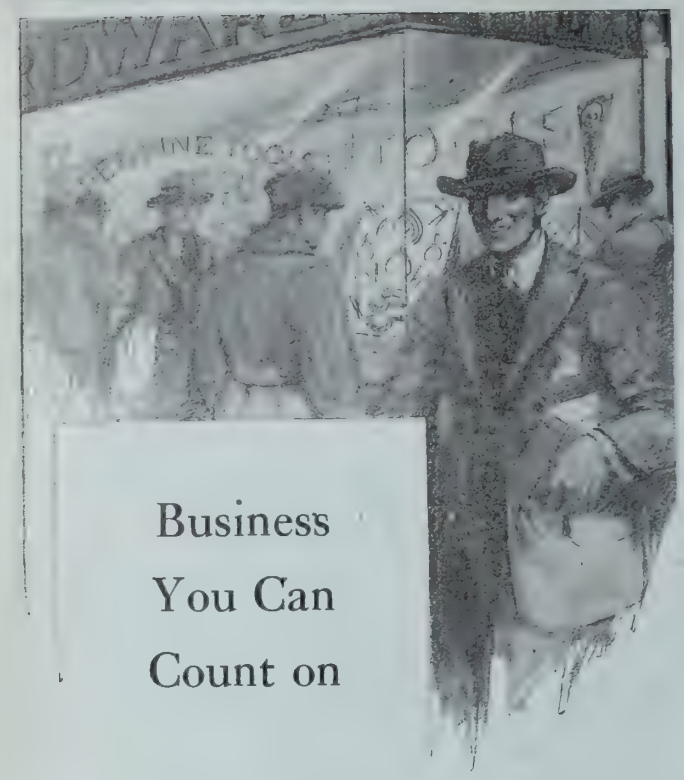
Write for the new Catalogue

THE
Gurney Foundry Company, Limited
—CANADA

TORONTO
Montreal, Winnipeg, Vancouver

GURNEY

If interested, tear out this page and place with letters to be answered.



Business
You Can
Count on

The demand for Starrett Tools is solid, substantial, enduring—like the *quality* of the tools themselves. Your reputation as a store that handles Starrett Tools is an income-producing asset on which you can always depend.

And you can rely, too, on the steadfast Starrett advertising policy, which year after year is spending thousands of dollars in publications mechanics read, to still further build prestige for Starrett Tools—and Starrett Tool sales for you

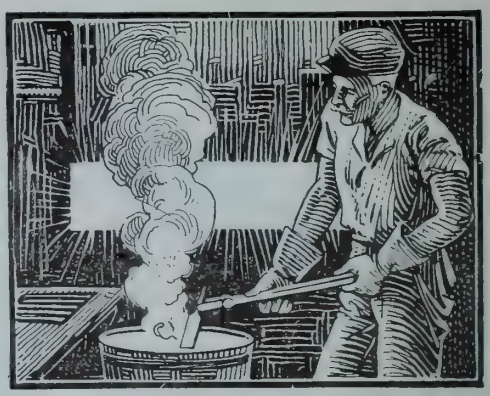
Send for Catalog No. 22 M.A.

THE L. S. STARRETT CO.

The World's Greatest Toolmakers
Manufacturersof Hack Saws Unexcelled
ATHOL, MASS.



Starrett Tools



Quick Turnover on Files

No other tool has to be replenished by the user so often as a file, because a file cannot be re-sharpened.

Given a well-known brand, therefore, files are an excellent proposition for a dealer.

The following five brands are known everywhere by users as the standard. Thus they mean easy sales, quick turnover, and repeat orders.

KEARNEY & FOOT
GREAT WESTERN
AMERICAN
ARCADE
GLOBE

FILES and RASPS

We carry large reserves, so you can restock quickly from your jobber.

Made in Canada by:

Nicholson File Company

Port Hope - - Ontario

If interested, tear out this page and place with letters to be answered.

File this away for future reference



Important Data Regarding the

Pease "Economy" FURNACE

No.	Capacities (Cu. Ft.)	Weights Cased	Weights Not Cased	Grate Area (Sq. In.)	Height of Firepot	Smoke Pipe	Diam. of Casing	Height of Casing	Height Without Casing
704	10,000	810	750	226	13″	7″	36″	60½″	52″
708	14,000	953	876	268	13″	7″	41″	63½″	52″
710	19,000	1092	1003	346	14″	8″	46″	64″	55″
714	28,000	1350	1221	397	15″	8″	51″	67¾″	60½″
716	45,000	1713	1559	507	15½″	9″	58″	71″	62½″
718	70,000	2103	1910	660	18″	9″	65″	76¾″	66″
720	80,000	2300	2120	725	20″	9″	64″	77¼″	68″

"One Pease Dealer in every Canadian Village or town." That's our aim and we firmly believe it will be accomplished, especially when the trade learns more about our "high quality" products. Are you interested? Do you want our prices? Better write us today.

PEASE FOUNDRY COMPANY
LIMITED
TORONTO ONTARIO

PEASE WESTERN FOUNDRY
LIMITED
WINNIPEG MANITOBA

Flax, Hemp and Jute

Twines and Cordage

At Manufacturers' Prices



DOON TWINES D MADE IN CANADA

Doon Twines Limited

Spinning Mills at Doon and Kitchener

Head Office: Kitchener, Ontario

If interested, tear out this page and place with letters to be answered.



The Connor Perfection Electric Washer

Display a Perfection Electric Washer in your front window. The contrast between the Perfection way, and the old, back-breaking tub scrubbing way, is a very convincing contrast, and a strong selling point.

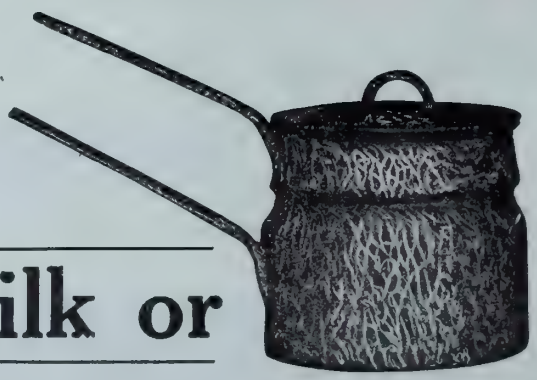
Show this contrast in your display. Suitable show cards will compare the drudgery of the old wash tub unfavorably with the ease and luxury of the Perfection way. Write us for literature, today.

J. H. Connor & Son

Limited

Ottawa, Canada

Manufacturers of Washers and Wringers since 1875



Milk or Rice Boilers

We make these Boilers in both "Premier" and "Colonial" enamelled ware. They are seamless throughout. The "Premier" brand is beautifully lined inside with pure white enamel, the outside being mottled blue and white. The "Colonial" brand is mottled throughout with light grey and white. A very useful Boiler with cover, which fits both inside and outside pots.

Ask us also for information on stoves, stove pipes and elbows, roofing material, refrigerators, etc. Ask for Booklet No. 2.

The Thos. Davidson Mfg. Co. Limited

Head Office: Montreal

Branches: Toronto and Winnipeg

DAVIDSON

Steel Foundry Division: Lachine Canal, Turcot

If interested, tear out this page and place with letters to be answered.

Three Special Reasons Why You Should Order Your FREEZERS Now



(1) We can ship more promptly now than when the big demand is on.

(2) Transportation is better now.

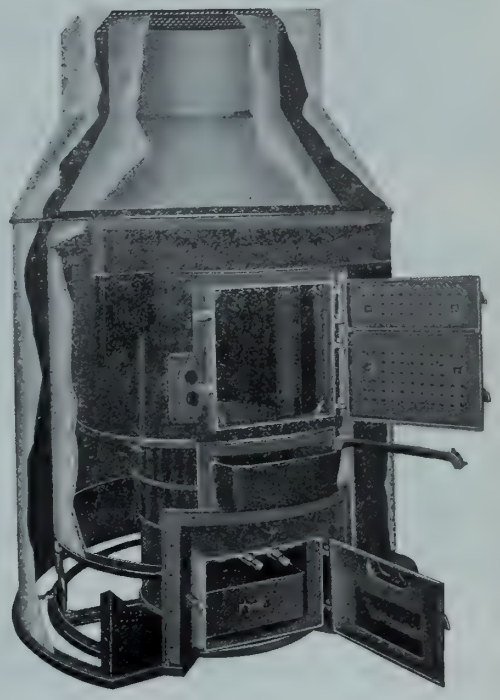


(3) Hot weather is sure to come. So will the rush for Freezers, all along the line, from user to dealer,—to jobber,—to us. But we cannot supply every demand promptly the last minute. Be wise in time, get your stock now while the getting is good. Be ready to supply your customers the moment they are in a humor to buy. If you hesitate now you may lose later. We venture to guess that your stock is low, so there is every good business reason why you should prepare in time. Place your order with your jobber now—you cannot lose.



North Bros. Mfg. Co.
PHILADELPHIA - PA.

PIPE and PIPELESS FURNACES



The insistent demand by the consumer for the PIPELESS FURNACE and the undeniable fact that in certain types of houses and when correctly installed it has given remarkable results, opens up a rich field of possibilities for the ready acceptance of the "Happy Thought Pipeless Furnace." Linked together with the "Happy Thought" Ranges, its name carries with it the positive guarantee of complete satisfaction. It produces a favorable impression, carries conviction and sells easier. Its standard construction of sturdy materials give assurance of life-time service.

The wonderful record of service given by our regular type of Furnace completes a line of Warm Air Furnaces that creates and stimulates business for the progressive dealer. These Furnaces include the Reliance, Garnet and Leader.

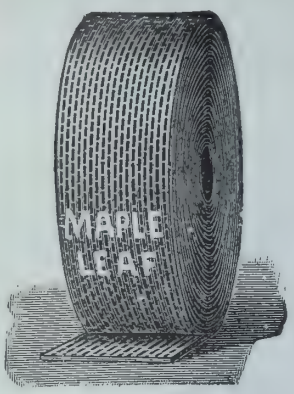
We also have the powerful Leader Combination warm air and hot water Furnace—a heating plant for special heating requirements.

Our new Bungalow Furnace is now being offered. Your knowledge of modern requirements will satisfy you that this Furnace will fill a real need. Of medium size and somewhat lighter build, it is specially adaptable for the Bungalow or Cottage.

On a moderate outlay a thoroughly up-to-date heating plant can be installed.

We are prepared to furnish you with specified data on any of these lines. Write us.

The Happy Thought Foundry Co. Limited
Brantford - Canada



"Maple Leaf"

Brand

Stitched Cotton Duck Belting

D. B. CO.
TRADE MARK
REGISTERED



A Superior belting that hardware merchants can confidently recommend for main drive belts, for conveyors and many other purposes.

It satisfies your customers and builds lasting trade because it is exceptionally strong, durable, true-running and economical. It is thoroughly waterproof and gives high-efficiency service whether used in wet or dry places.

Maple Leaf Belt Dressing

Puts greater "money's worth" into your belting. It increases the life of the belt. For the merchant, its excellence assures good turnover and the profit is good.

Dominion Belting Co., Limited

Hamilton, Canada

Quebec Branch: 51 Duluth Building, Montreal

The "NATIONAL" Line
OF
GUARANTEED

AXES AND LUMBERING TOOLS

In our large plant we are now making **all kinds** of good axes, cant hooks, peaveys and maple handles. We make nothing but the best, and **our prices are right.** Every article fully guaranteed.
We want your orders, and we are going to make it to your interest to place them with us.

OUR NEW AXE AND LUMBERING TOOL CATALOGUE IS NOW READY

Write us for one, and mention the lines in which you are most interested, and we will quote you our "dull times" prices on them. **Write now.**

THE NATIONAL FARMING MACHINERY Limited

Montmagny, Quebec

"SHOOTWELL"

High Efficiency Wool Mop



This is one of the quick selling lines of "Shooters" Goods to be obtained from the Fraser Company at Montreal. "Shoot-well" Superior Quality Wool Mops are just the right kind to suit your customers for polishing rifle barrels or for applying "Saftipaste" to the interior of the barrel.

If you will send your name and address we shall be glad to tell you more of Wool Mops, "Safetipaste," Wire Brushes, "Truform" Jags, Celluloid Cleaning Rods, and wonderful shot-guns, air-rifles, sporting rifles and other fire-arms.

Birmingham Small Arms Company, Ltd., England

FRASER COMPANY

No. 10 Hospital Street - - Montreal, Canada

Production Equipment Co., Union Square, New York

In Stock at Montreal



Victory Padlocks

An attractive and interesting assortment well displayed on a handsome card. Many of your customers have need of padlocks. This display put forward conspicuously reminds them of their need while they are in the store.

This Attractive Display Card

Displays make sales. This card will work for you while you are busy with other sales. It interests customers, who examine the locks, and convince themselves. Why not have this extra money coming in, in addition to regular business?

Manufactured by

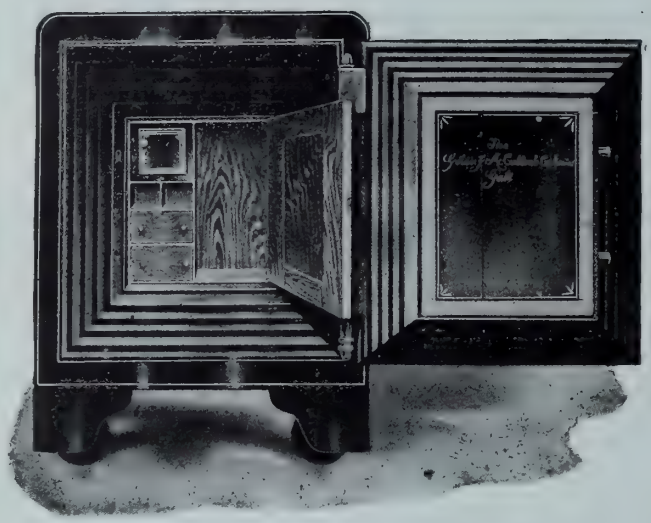
C. O. Clark & Bro.

Montreal, Canada

Protect Your Business

Make Your Book Accounts, Bonds, Overnight Cash, Safe With

Goldie & McCulloch Safes



Goldie & McCulloch Safes have been severely tested by actual use. Time and time again they have come safely through Canada's biggest and hottest fires with real protection to their contents, which have invariably been removed in good condition.

There are sizes and styles for every requirement.
Ask for our Safe Catalogue H-32.

The
Goldie & McCulloch
Company, Limited

Head Office and Works: Galt, Ontario, Can.

Toronto Office ; 1101-2 Bank of Hamilton Bldg. Western Branch Office ; 248 McDermott Ave., Winnipeg, Man.
Maritime Provinces : E. L. Stailing, Roy Bldg., Halifax, N.S. B.C. Agent ; C. L. Ford, 569 Richards St. Vancouver, B.C.

A VALVE for EVERY SERVICE

Valve Satisfaction
—in full measure



JENKIN'S BRASS
GLOBE VALVE

The Jenkins "Diamond Mark" is the symbol of Service—and has been for over half a century.

Jenkins Valves are dependable in every service—the unusual as well as the usual. More and better metal is used in their construction and the weight is so distributed as to leave no weakness at any point.

There is a type and a size of Jenkins Valve to meet every customer's requirements. The Diamond Mark on the valve body is your assurance against complaints and "come-backs."
Catalog No. 8 describes the complete line in detail.

WRITE FOR FREE COPY

Jenkins Bros.
LIMITED

TRADE JENKINS MARK
Jenkins Bros

Head Office and Works: 103 St. Remi St. Montreal Can.
TORONTO — *European Branch* 6 GREAT QUEEN ST., KINGSWAY, LONDON, W.C.2. ENG. — VANCOUVER
AGENCIES IN ALL THE PRINCIPAL COUNTRIES OF THE WORLD

TRADE JENKINS MARK
Jenkins Bros





You make the first sale — then the Barrett Specialties bring in the customers and sell themselves

Big nation-wide advertising and a reputation for dependable products have made the name "Barrett" a tremendous selling force. It's like a magnet drawing trade into your store. And when a customer buys the famous Barrett Specialties, he'll find them so far ahead of competitive brands that he'll be sure to tell his friends about them—and come back for more himself.

Our records show that the popularity of these high-grade Barrett Specialties is increasing by leaps and bounds. Lay in a sufficient supply of them—and *your* sales will soon show profits piling up at a rate that will do your heart good.

There is Creonoid, the ever popular fly-oil, lice-destroyer and cow-spray, which makes the farmers' profits greater by ridding livestock and poultry of troublesome flies and lice.

There is Everjet Elastic Carbon Paint—a glossy-black, durable paint, which prevents rust on all outdoor metal work, and prevents corrosion in metal exposed to the action of steam, acids and alkalies. A proven protective paint for every purpose.

And Plastic Elastigum—a "plastic cement of a hundred uses." It repairs leaks in roofs and flashings, re-lines gutters, stuffs cornices—and does a multitude of other things. It is water proof plastic, and extremely durable.

Old prepared and "rubber" roofs can be made as good as new with Everlastic Liquid Roofing Cement. Easy to apply and dries quickly, closing up the small holes, making the roof waterproof and weather-proof.

Carbosota is a liquid creosote oil used for the preservative treatment of structural timber, by means of Open Tank process or surface treatments. It offers a practical means of reducing losses from wood decay and may be employed by anyone.

WINNIPEG
VANCOUVER
HALIFAX, N. S.

The Barrett Company
LIMITED

MONTREAL
TORONTO
ST. JOHN N. B.

If interested, tear out this page and place with letters to be answered.

Belleville

Some of the Many Cast Design Sets



Olympus

We make Complete Sets of Trims of Every Design, including Door Bells, Push Plates, Pulls, etc.



Rheims

Special Attention Is Given to Master Key Work, Both to Cylinder and Bit Key Locks



herwood





Beaverton

We make complete sets of trims of every design, including Door Bells, Push Plates, Pulls, etc.

Special attention is given to master-key work, both in Cylinder and Bit Key locks.

Our high quality Builder's Hardware is kept strictly up-to-date. Frequently we add new designs that assure Belleville Hardware always being in the lead, and offering the most desirable choice of goods to make satisfactory sales.

The plant is equipped with modern machinery for producing exceptionally high-grade hardware. The Belleville skilled mechanics make Belleville quality certain by selected materials. With model shipping facilities we are fully qualified to make prompt shipments.

The Belleville Hardware & Lock Mfg. Company, Limited

Bellville, Ontario, Canada

AGENCIES:

A. T. Chambers, 705 Dominion Bldg., Vancouver, B.C.

R. H. Falkiner, 34 Victoria St., Toronto, Ont.

A. E. Hanna, 708 Lindsay Bldg., Winnipeg.

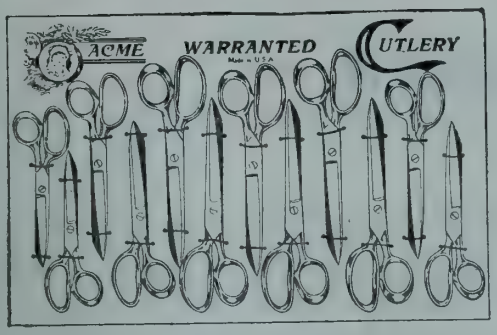
J. H. Roper Co., 133 Coristine Bldg., Montreal, Que.

W. A. MacLauchlan, St. John, N. B.

Belleville

"ACME"

Shears and Scissors



A line especially desirable to sell with high-priced cutlery. Acme Shears and Scissors are very low-priced for the quality.

Their specially hardened, sharp cutting edges assure that smooth, even, positive shear that denotes good scissors. We produce 35,000 pairs daily to supply the demand---a good market for you.

The Acme Shear Co.

Bridgeport, Conn. U. S. A.

Incorporated 1882 Canadian Agent
Capital Stock, $500,000 Mr. A. J. McCrae,
23 Scott St., Toronto
F. G. Maxwell & Co., Winnipeg.

WHY EXPERIMENT?

WE DID IT FOR YOU YEARS AGO



IMPERIAL GENUINE



For Heavy Engines and Extraordinary Hard Work

HARRIS HEAVY PRESSURE

THE COPPER COATED CAKE

For Donkey Engines, Saw Carriages, Small Motors, Transmission Line Shafting and all steady heavy pressure duty.



Matchless

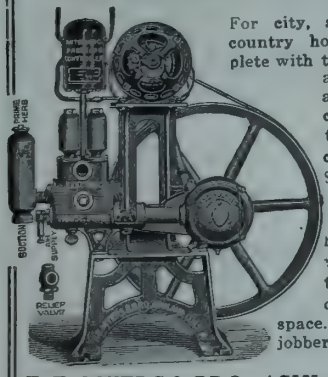
Suitable For Slow-Moving Bearings

Write For Prices

THE CANADA METAL CO., Limited

TORONTO HAMILTON MONTREAL
WINNIPEG VANCOUVER

MYERS—Electric House Pumps



For city, suburban or country homes. Complete with tank or separate. Operation by any current. Automatically controlled. Self-oiling. Capacity 180 gallons per hour. Strong, compact, easy to install, occupies small space. Ask your jobber or write us.

F. E. MYERS & BRO., ASHLAND, Ohio

LONDON

High Grade

BAR IRON

Our iron bars are tough, fibrous and corrosion-resisting, just such bars as your blacksmith friends want to use. Why not carry them in stock for your customers, or if you prefer, have them direct shipped from the mill?

London Rolling Mill Co.,
Limited

LONDON, - ONTARIO

SALES AGENTS

Manitoba—Bissett & Webb, Ltd., Winnipeg. British Columbia —McPherson & Teetzel, Vancouver.

NOVA SCOTIA STEEL & COAL CO., Limited

NEW GLASGOW, N.S.

Manufacturers of

FERRONA PIG IRON

and SIEMENS-MARTIN

OPEN HEARTH STEEL

If interested, tear out this page and place with letters to be answered.

The Most Helpful Equipment In Business

To-day modern business is transacted with the aid of numerous equipment, counters and display windows and cash registers.

We can hardly get along without them—each has its saving in speeding up of daily sales, and yearly turnovers.

But now you add to other equipment, perhaps the most important of all—Hardware and Metal is the equipment for sending you new business ideas.

Properly applied ideas increase the hum of the adding machine. Business ideas quicken the ring of the cash register. Business ideas speed up sales and increase turnover. The ideas you will secure from Hardware and Metal cover practically every one of your important business problems.

Ideas on selling, advertising, managing, financing, buying. Ideas on credits, collections, letter-writing, training salesmen, personal efficiency. Information regarding market conditions. Ideas on stock keeping, inventory, accounting, records and a hundred and one other business suggestions and methods.

Surely from such a productive source of ideas there will come many ideas of real dollars and cents value to you.

HARDWARE & METAL

143 University Ave., Toronto

If interested, tear out this page and place with letters to be answered.

NOW IS THE TIME

To Economize by using

ALUMINIUM

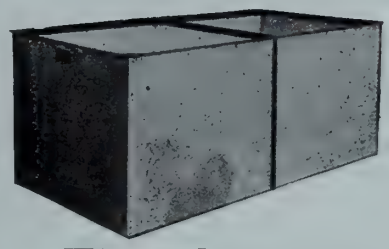
Instead of Brass or copper. Soft sheet for spun or pressed articles, medium for table tops, Kitchen Cabinets, Sinks, etc.

IMMEDIATE DELIVERY

THE BRITISH ALUMINIUM COMPANY, LIMITED
263-267 Aelaide Street West
TORONTO

Eastern Agents: SPIELMAN AGENCIES, MONTREAL

DEALERS
We stand back of these
TANKS



We guarantee them to be better than others. We can do this because we specialize on tanks and know all about what a good tank should be. There is an increasing demand for them among buyers who know good value.

They bring you Business



Heavy Barn Tanks, General Storage Tanks, Windmill Tanks, Tanks for every possible purpose, made of galvanized steel, light or heavy to suit the customer's needs. They are water-tight, rigid and self-supporting—finished round top with heavy angle steel. Square, oblong, round or three corner, with capacity from 1 to 10 barrels.

Our prices are as satisfactory as our Tanks.

Write for price-lists and further particulars regarding this money-making proposition.

The Steel Trough & Machine Co., Limited.
TWEED, ONTARIO, CANADA

Carefully Selected
Lines of Saleable Goods

Thousands of lines of hardware, and kindred goods, are offered on the Canadian market. To select your stock directly from these would take an amount of time your business couldn't afford. It would be a heavy task to interview all the manufacturers' salesmen and make your selections, beside the ever present difficulty of determining the right lines that the public is going to buy. There are problems of buying in quantities large enough to convenience the manufacturer, and of warehousing the stock when bought. All these services are performed for you by a reliable jobber. May we do it for you?

Thos. Birkett & Son Co.,
LIMITED
Shelf and Heavy Wholesale Hardware
Ottawa, Canada



If interested, tear out this page and place with letters to be answered.

Another Splendid Addition to the Popular Maxwell Line

THIS new Maxwell product is equipped with a lever fitted with a wooden handle and a convenient foot stirrup to permit of the operation of the machine while seated.



Maxwell

VACUUM WASHER

is a machine that every woman wants the moment she sees it. It is particularly attractive in design and finish, while mechanically, it is correct in every working principle. The most economical and efficient washer for the price anywhere. We place it upon the market with the utmost confidence that it will do everything that is claimed for it.

Write for Descriptive Folder and Prices

Maxwells Limited
St Marys, Ontario



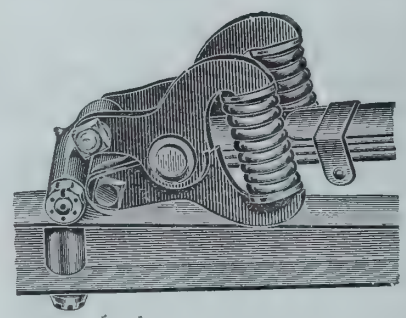
Service Counts!

Eavetrough, Conductor Pipe and Elbows, Ridge Roll, Valleys, Corrugated Iron, and a large stock of Galvanized and Black Sheets.

"We Ship While Others Are Thinking About It."

Wheeler & Bain
Toronto, Canada

Star W-X Shock Absorber FOR FORD CARS



Star W-X Shock Absorber for Ford Cars. Simple and easy to attach without extra tools; merely put in place of the removed shackles. Rigid against end or fore-and-aft movement, but offers no interference with regular Ford spring mountings.

Gives a greater flexibility of action from normal to full load because of changing fulcrum of levers. This, together with two high-grade compression springs at each corner of the car, insures easy riding and prevents breakage.

Prices within reach of every Ford owner, and the device is easily installed by owner.

Canadian Representative: T. MORTIMER, 64 Wellington St. W., Toronto

Star Specialty Manufacturing Company
227-233 West Erie Street **Chicago, Illinois**

PINK'S LUMBERING TOOLS

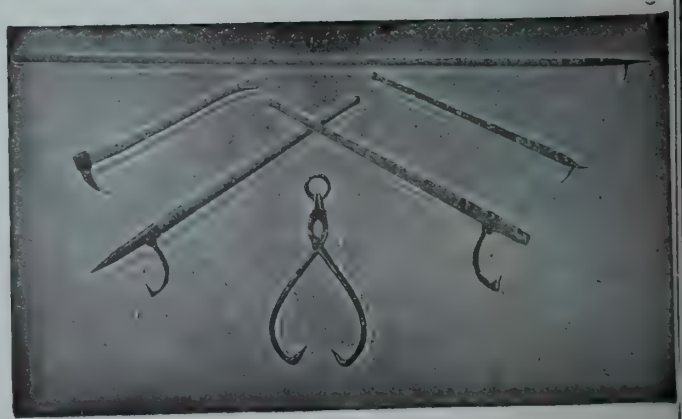
The Standard Tools in every province of the Dominion, New Zealand, Australia, etc.

We manufacture all kinds of lumber tools. Light and Durable.

LONG DISTANCE PHONE No. 87.

Send for Catalogue and Price List.

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

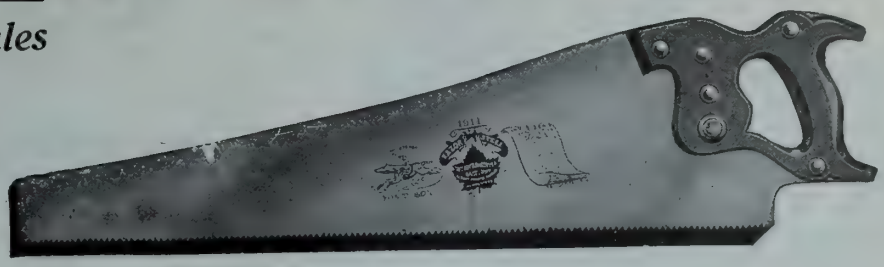


THOS PINK COMPANY, LIMITED
Manufacturers of Lumber Tools
Pembroke **Ontario**

MAPLE LEAF HAND SAWS

Firstin Quality and Sales

The first choice of the experienced mechanic when buying saws is the Maple Leaf Hand Saw. He knows he can rely upon is to give the maximum service.



Shurly-Dietrich Co.
LIMITED
GALT CANADA

The newest in up-to-date Hand Saws is our No. 1914. Combines keen cutting qualities with improved features. Steel blade extends through handle. Unbreakable.

Bale Ties
NAILS WIRE

Laidlaw
In World-Wide Use

SINGLE LOOP



CROSS HEAD



The Laidlaw Bale-Tie Co.
Limited
Hamilton - - Canada

AGENCIES:
A. T. Diggins, Stair Bldg., Toronto; H. E. O. Bull, 184 Mance St., Montreal; M. Bryan, 24 Aldgate, London Eng.; Norman Jessiman, 505 Hastings St. West, Vancouver, B. C.; Harry F. Moulden & Sons, Confederation Life Bldg., Winnipeg, Man.

"Hercules" Sash Cord

The reputation of this brand has been thoroughly established in the Canadian market for the last eighteen years. It compares in quality with the best imported brands, but is sold at a considerably lower price and can be safely recommended for any job.

All wholesale hardware dealers carry "Hercules" Sash Cord and can fill orders promptly

Manufactured in Canada

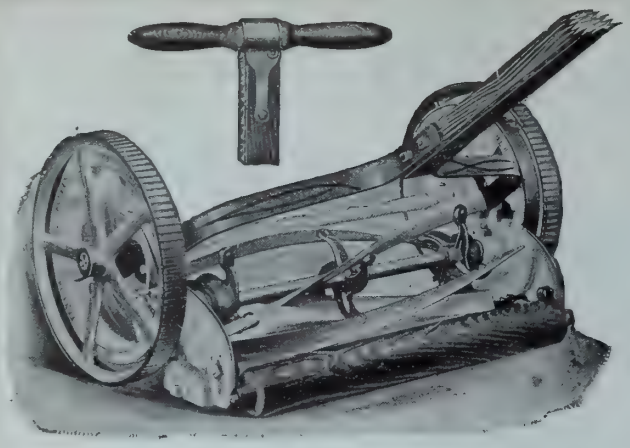
DE LAVAL CREAM SEPARATORS AND DE LAVAL MILKERS

and also other De Laval Dairy Equipment are known wherever cows are kept. A good selling proposition is offered to HARDWARE MERCHANTS in unoccupied territory.

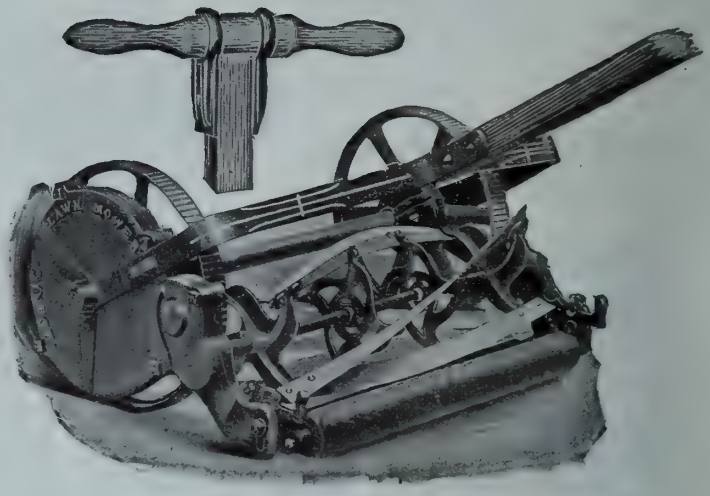
Backed by

DE LAVAL SERVICE and DE LAVAL ADVERTISING

THE DE LAVAL COMPANY, LIMITED
PETERBORO
MONTREAL WINNIPEG EDMONTON VANCOUVER



How is your stock of mowers? We are in splendid shape to fill rush orders. Write, phone or wire--immediate shipment.



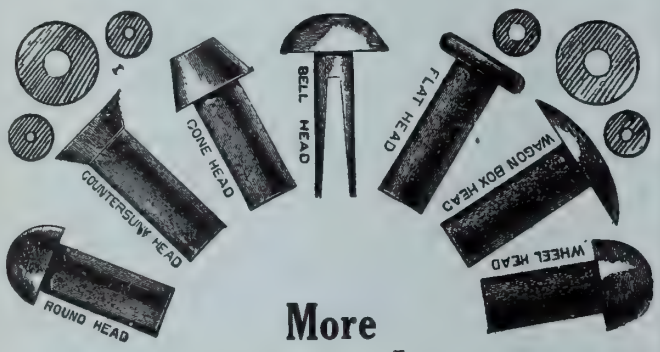
The following makes are always in demand:

"ADANAC" "STAR"
"DAISY" "WOODYATT"
"ONTARIO" "EMPRESS"

Taylor-Forbes
Company, Limited

Head Office and Works
Guelph, Canada

Montreal Branch: 246 Craig St. W. Toronto Branch: 1088 King St. W.; Vancouver Branch, 1070 Homer St.
Maritime Provinces Agents: H. C. Rogers, Limited 147 Prince William St., St. John, N.B.
Western Agents: Harry F. Moulden & Son Confederation Life Bldg., Winnipeg, Man.



More Profitable Lines for the Hardware Dealer



Our products earn maximum profits for the dealer. A trial order will convince you of their great sales-producing qualities.

We manufacture—

Iron, Copper and Brass Rivets
Small Washers and Burrs
Wire Nails
Countersunk Clout Nails
Escutcheon Pins (Brass and Steel)
Tubular and Bifurcated Rivets
Copper and Steel Boat and Canoe Nails, Etc.



The Parmenter & Bulloch Co., Ltd.
GANANOQUE, ONTARIO

John R. Anderson, 36 Dizier St., Montreal. E. Fielding & Son, 9 Front St. East, Toronto. David Philip, 138 Portage Ave. East, Winnipeg. W. O. Webster, 1220 Hamilton St., Vancouver.



Sixty-Five Years' Experience

When you buy a Taylor Safe you get the benefit of our 65 Years' experience in Safe building.
A Taylor Safe represents the most advanced scientific methods of fire construction.
It provides a repository—for your documents and other valuables—that resists the hottest fire and greatest fall.

Taylor Safes are made in 40 different sizes.

Write for quotations on Taylor Safes and Steel Cabinets

J. & J. TAYLOR, LIMITED
Toronto Safe Works
TORONTO, ONTARIO
Branches: Montreal, Winnipeg, Vancouver

If interested, tear out this page keep with letters to be answered.

"Have a Hart"

Every Hardware man should have a Hart Battery Agency. We have a plan by which the Hardware man who acts as our representative can make good money.

Selling HART Batteries
or
Handling Battery Repairs

We have an expert service department and can give quick action on any Battery work. We carry a very large stock of the famous Hart Batteries, all sizes, ready for immediate delivery. On repair work we give an estimate, if desired, before we do the work.

We are headquarters for

Automobile Supplies

Write us for prices on
Bumpers, Brake Lining, Pumps, Polishes, Lamps, Spark Plugs, Fire Extinguishers, Horns, Piston Rings, Nuts, Wrenches—and everything.

SAMUEL TREES & CO., Limited
Manufacturers and Distributors of Auto Accessories
42 Wellington St. E., Toronto

NAILS
WIRE
BALE TIES

WIRE HOOPS FOR KEGS *and* BARRELS
STRAIGHTENED RODS
COPPERED AND TINNED WIRE

Are You a User? Did You Read This Ad.? If So, Ask for Prices.

THE GRAHAM NAIL WORKS
Operated by the CANADA METAL CO., Ltd.
TORONTO

UNIMECO WROUGHT WASHERS

We manufacture a wide range of **wrought washers** of every description. Round and square in plain and galvanized.

"Unimeco" washers possess superior quality and unusual finish.

We can also supply you with **Annealed Rivet Burrs** of the same high quality. The "Unimeco" line is a profitable one for you to handle. Write us for information and prices. We ship promptly.

THE UNION IRON & METAL CO.
LIMITED
1951 DUNDAS ST. W.
TORONTO CANADA

TRIMO



The four good points that make **TRIMO PIPE WRENCHES** superior are the SPIRAL SPRING always in place, STEEL FRAMES that will not break, NUT GUARDS that protect adjustment nut and the INSERTED JAW in handle that can be replaced when worn.

The Trimo Steel Handle Pipe Wrench is also made in the 6", 8" and 10" size with narrow jaws and fine milled teeth, especially adapted for close work.

Your Jobber can Supply



Trimont Mfg. Company

Roxbury (Boston), Mass., U.S.A.



M&S

"The Plug with the Hotter Spark"

The ball point of the "M & S" plug creates a larger and hotter spark, causing more complete combustion. This hot spark will give your car new life and more power.

The three-in-one terminal is adapted to any style ignition wiring. The high grade chemically glazed porcelains are interchangeable — one porcelain fits all plugs.

Dealers—The "M & S" plug is standard equipment on the Overland "4". Ask your jobber for them.

Russell Gear & Machine Co.

Limited

1209 King Street West, Toronto

MADE IN CANADA 31

The Original Keystone WESTCOTT

Adjustable "S" Pipe Wrench



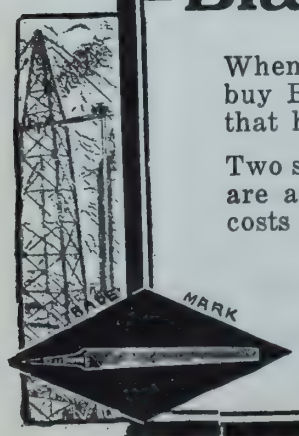
Plumbers, steam and gas fitters know this excellent wrench as the most desirable, handy and convenient wrench made. It can be used to advantage in corners and contracted spaces. The grip is firm and releases quickly.

These are the genuine Keystone "Westcott" wrenches, plainly trade marked "Westcott" on the handle. Many of your customers have had years of satisfactory service from these handy wrenches and will accept no other. Display them well. Let the prospects know where to get them.

If your jobber is sold out, write us direct.

The Keystone Mfg. Company Postal Station "B" Buffalo, N.Y.

Black Diamond for Cutting



When you buy a file, you buy cutting service For extra cutting value, buy Black Diamonds. Made since 1863 to a standard of file quality that has won highest honors at expositions and at the bench.

Two simple steps will lead to better filing except where Black Diamonds are already used. Our catalog is free for the asking. A shop trial costs nothing and will show convincing results.



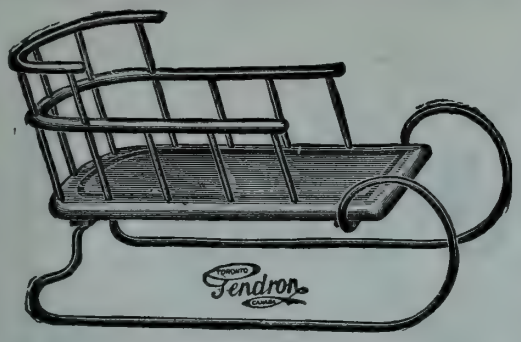
Established 1863

Black Diamond File Works

G.& H. Barnett Company 1078 Frankford Ave. Philadelphia, Pa.

Owned and Operated by Nicholson File Co.

If interested, tear out this page keep with letters to be answered.



THE GENDRON MFG. CO., LIMITED

Makers of

Baby Sleighs

Boys' and Girls' Sleighs

Bob Sleighs

Order now for early delivery

THE GENDRON MFG. CO., Limited, TORONTO



Mincing Machines

The knives and plates are made of wrought Swedish Steel of finest quality. The Mincers may be had tinned all over or enamelled white inside and japanned red outside. A line that sells on merit with profitable results. Write for more details.

Canadian Agent:

F. W. Lamplough & Co. *46 ALEXANDER ST., MONTREAL*

An Axe is as Strong as its Handle

STILL'S

—will give you a stronger working tool, for STILL'S HANDLES are made from the best of Canadian Woods.

The sale of

STILL'S HANDLES

far exceeds all other makes.

There's a reason.

Axe, Pick, Sledge and Hammer Handles, Cant Hook and Peavie Handles.

It pays to sell STILL'S.

J. H. Still Mfg. Company

ST. THOMAS -:- ONTARIO

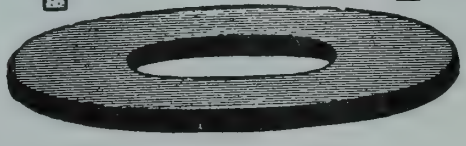
Wrought and Steel Plate

WASHERS

OF ALL DESCRIPTIONS

ROUND AND SQUARE

PLAIN OR GALVANIZED



Annealed Rivet Burrs; Felloe Plates; Sheared and Punched Plates; Malleable Washers and Cast Iron Washers.

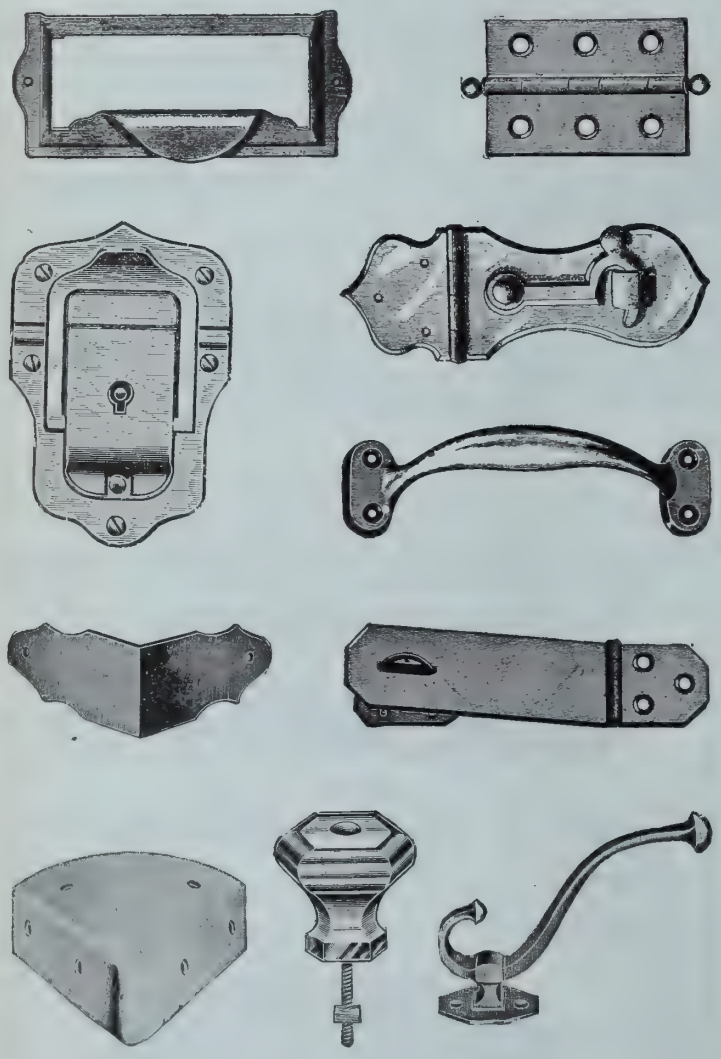
PROMPT SHIPMENTS

We Guarantee Quality and Service.

Wrought Washer Mfg. CO.

Milwaukee, Wis.

The Brainerd Line



Cabinet Refrigerator Builders' Furniture and Chest

Hardware

The Brainerd Line is the most complete line on the market.

We are filling orders with the promptness that prevailed before the war.

The Brainerd Manufacturing Co.

East Rochester, New York, U.S.A.

If interested, tear out this page keep with letters to be answered.

Keep Your Eye Trained on Burlap Prospects

Despite the continued high cost of many building materials, a great deal of new building and much repair work is now in progress throughout Canada.

DECORATIVE WALL BURLAPS

can be used to advantage in nearly every type of building. Whether house, store, office, hall or theatre, there is some portion of it where Decorative Wall Burlaps will make cosier, warmer and more attractive finish.

GO OVER YOUR LOCAL BUILDING RECORDS, IT WILL REVEAL MANY LIVE PROSPECTS

Important:—Prices are now lower than for several years—one of the best selling arguments you could possibly wish for. MAKE USE OF IT NOW.

If you haven't already received one of our counter display cards send for one TO-DAY.

DOMINION OILCLOTH AND LINOLEUM CO., Limited

Montreal - - - Canada

BANNER



Just a thoroughly good, dependable and efficient Lamp Burner. Constructed of brass, economical in the use of oil and wick, very easily cleaned, and combustion so perfectly balanced as to require no attachments for boosting or whitening the flame.

Its name and fame are known to every household, therefore no waste of time in effecting sales.

ASK YOUR JOBBER

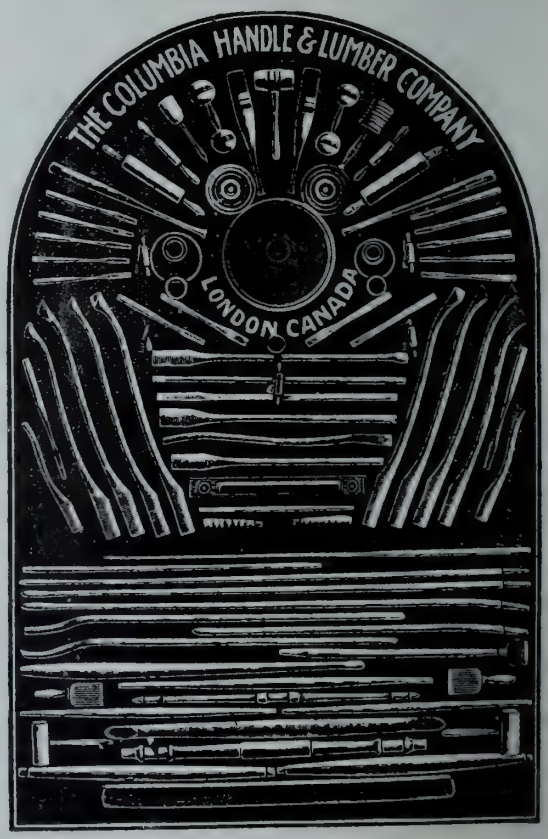
Ontario Lantern & Lamp Co., Limited,

HAMILTON, CANADA.

BRANCHES: MONTREAL TORONTO WINNIPEG

Even One Half Hour

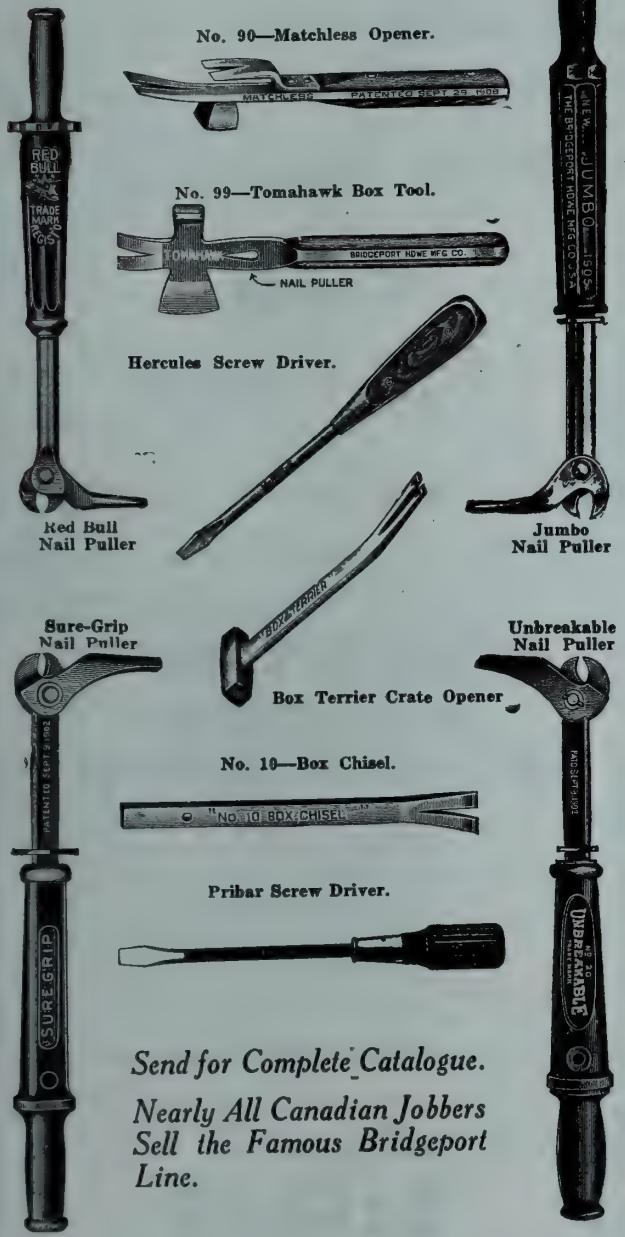
spent reading your trade paper is time well spent. Then pass it on to your assistant, and let it help him to help you.



Order from your Jobber
"MADE IN CANADA"
30 Years' Reputation

BRIDGEPORT

A Popular Line of Tools that Sell Themselves with Profitable Results.



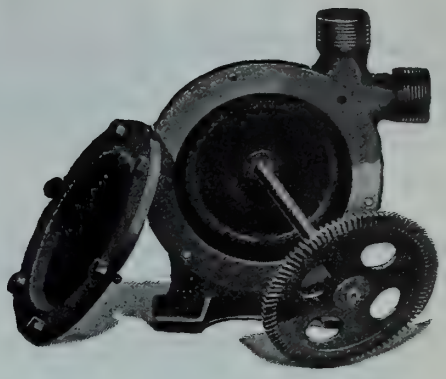
Send for Complete Catalogue.

Nearly All Canadian Jobbers Sell the Famous Bridgeport Line.

The Bridgeport Hardware Mfg. Corporation

Bridgeport, Conn., U.S.A.

Canadian Sales Representative: **W. J. Latimer**
122 Hilton Ave., Toronto



A Bronze Pump with One Moving Part

When discussing Water Systems, do not put the Westco down as an ordinary system, for that is just what it *is not.*

Ordinary systems have a cumbrous tank, and a multitude of moving, wearing parts.

The Westco System has no tank, no gear, no valve, no belt.

To give double assurance of its efficiency and durability the

Westco *Tankless Water System*

is equipped with

AN ALL BRONZE PUMP NEW WESTCO TWO-POLE PRESSURE SWITCH

The system is entirely automatic and runs smoothly and noiselessly. And as it *has only one moving part* it rarely gets out of order.

The Westco Tankless Water System is being handled by dealers all over the North American continent.

It is admitted to be the best selling outfit on the market.

Write us for information regarding Dealer Co-operative Plan, or, when in Toronto, call in and see us.

Westco Pumps, Limited

QUEEN & ABELL STREETS
(One block from Parkdale Station))
TORONTO

FISHING TACKLE MEANS

ALLCOCK, LAIGHT AND WESTWOOD CO., LIMITED

70 King Street W. - - - - Toronto, Ontario



THE PROGRESSIVE MANUFACTURING CO.
Torrington, Conn., U.S.A.

FORSTNER BITS

bore their way right through tough, hard, knotty, cross-grained wood and leave a smooth hole and clean surface. That's performance. THEY DIFFER FROM ALL OTHER BITS, BEING GUIDED BY THE RIM INSTEAD OF THE CENTRE. That's scientific construction. They bore any arc of a circle and can be guided in any direction. That's adaptability. Made for Brace-made Machines. Packed singly; packed in sets. That's convenience. And they sell to Wood Workers, Carpenters, Cabinet Makers and others. That's why you should sell them. Order through your jobber to-day.

Stratford
Builders' Hardware

Is used in all good homes throughout Canada. Its reputation for quality and service is well-known.

We manufacture: Furniture Trimmings of all kinds, Sash Locks, Sash Lifts, Casement Fasteners, Door Pulls, Hat Hooks, Transom Catches, Key Plates, Flush Bolts, Sash, Push and Pull Plates, House Numbers, Door Knockers, Casement Adjusters, etc.



The Stratford Brass Company, Limited
Stratford, Ontario

Walter Woods & Co.

Paper Pie Plates

Hamilton and Winnipeg



Quality That Repeats Sales

We Make
Steel Wire Nails and Brads, Clothes Line Wire. Fencing Staples and Hooks, Galvanized Poultry Netting Staples.



Western Wire & Nail Co.
London, Ontario

Kester Acid-Core Wire Solder

—a self-fluxing solder for automobile and general work. Flux and solder are applied in one. In great demand by all solder users because it saves half of the workman's time and gives a strong bond the first time. Comes in convenient packages and spools that are easily stocked. Write for free sample—investigate this easy-to-stock, easy-to-use, easy-to-sell solder.

Kester Rosin-Core Wire Solder is also manufactured for delicate electrical work.

CHICAGO SOLDER CO.
4225 Wrightwood Ave. Chicago, U.S.A.

Window Glass

Also Plate, Figured, Bent, and Ornamental Glass

RED S

Stained, Wired, Mirror

Order Early

The Toronto Plate Glass Importing Co., Limited
Don Roadway Toronto

If interested, tear out this page keep with letters to be answered.

GERMANTOWN
LAMPBLACK



THE L. MARTIN CO.
HEADQUARTERS FOR
LAMPBLACK
IN ENGLAND AND AMERICA

Originators of Eagle, Old Standard, Globe and Pyramid Germantown Brands.

Suppliers of Bulk Blacks to the highest class Grinding Trade.

Montreal, Toronto, Winnipeg, New York, Philadelphia, London, Eng.



18 Kinds

Tubular, Steel Tray, Wood, *for* Contractors, Foundries, Machine Shops, Farm and Garden.

Here is illustrated the C-71 Favorite for General Purposes.

MADE BY

THE BATEMAN-WILKINSON CO., LTD.

TORONTO, ONTARIO

The Lightning Paint Brush Cleaner

Cleans a Brush in a Minute.



(Patent Pending)

THE LIGHTNING PAINT BRUSH CLEANER is the only paint brush cleaning machine ever placed on the market. It cleans so quickly and thoroughly that brushes can be taken from the strongest colors and almost immediately used in snowy white without carrying the faintest trace of color.

It saves 95% of brush cleaning time. It prevents the formation of a heal and thereby lengthens the life of the brush 30%. It saves 100% of brush soaking fluid. It reduces the brush investment from 25% to 50%. It is the only method of thoroughly cleaning varnish brushes.

This means a tremendous annual saving to manufacturers and contracting painters, an amount equalling many times the cost of the machine.

We need dealers and agents throughout the United States and Canada. It's an interesting proposition. Write

STEWART-SKINNER CO.
50 GREEN ST. WORCESTER, MASS.
SOLE MANUFACTURES

Demon Grip
Welded Steel
Pump Rod Couplings



No Wrench Slips on the Perfect Hex

Stock and recommend the new Demon Grip Steel Pump Rod Coupling, you will find it is easier to sell than anything you have ever sold before. The following description will convince you that the Demon Grip will give your customers better service at the same time giving the dealer a good margin of profit. Send your jobber an order to-day.

Made of Steel—same as the rod.

Hot Forged—perfect hex.

Welded—makes solid job.

Strongest—over three times as strong as a malleable.

Packing—twenty-five in a box to go on your shelf.

Novel—the above advantages make a novelty of a very staple article. The DEMON GRIP cannot help attracting attention.

Manufactured by

EDWARD E. JOHNSON, INC.

2304 Long Avenue

St. Paul - Minn.

OUR COLORED GRADES

1B, 1A, 7, 1, 5

OUR WHITE GRADES

Jap, XC, X, XX, XXX

We can supply you with cotton waste at prices lower than any others for equal quality. Better write us your needs to-day.

ACME WASTE MFG. CO., LIMITED

492 Wellington St. W., Toronto

HOYT METALS

It Pays to Stock Hoyt Metals

There is a wide field for profitable sales in every town. Tinsmiths, newspaper offices, publishers, factories, etc., are all good prospects for some variety of Hoyt Metal. Their superior qualities have made them popular with experienced manufacturers, of which annual sales of $10,000,000 is ample proof.

HOYT METAL COMPANY

MONTREAL TORONTO WINNIPEG

BRASS TACKS

Brass and Brass Plated

FURNITURE AND CHAIR NAILS

All Kinds of Cut Tacks and Small Nails

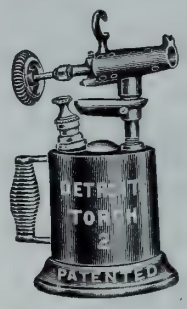
Dominion Tack & Nail Co.

Limited

Galt - Canada

Detroit Torch

Fully Inspected



Capacity..... 1 qt.
Net Weight.....4 lbs.
Shipping wgt....6¾ lbs.

The No. 2, quart-size torch has been pronounced, by experienced torch men, a real sensation. Highest quality brass tank; powerful improved burner; pump with power and strength; a heavy reinforced tank; hook and support for holding soldering coppers; every part thoroughly inspected and tested.

Detroit Torch & Mfg. Co.

Detroit, Michigan

Tuck's Genuine Packings

Asbestos and Others for High Pressure, Steam, Hydraulic and Other Purposes

Trial Orders Solicited—Our Packings Do the Rest

Insist Upon Having the TRADE  Packing Bearing Our MARK

TUCK & COMPANY, LIMITED

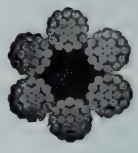
LONDON LIVERPOOL CARDIFF, ETC.

Canadian Representative

Wm. J. Brown, 117 Youville Square, Montreal

Stocks Carried in All Sizes TEL. No. MAIN 2387

WIRE ROPE AND FITTINGS





OF ALL CONSTRUCTIONS

The demand is steady. Are you getting your share of this business? We co-operate with you.

Have you a copy of our Catalogue?

We also manufacture Wire Cloth, Iron Stairways, Fire Place Screens, Window Guards

CANADA WIRE & IRON GOODS CO.

HAMILTON

Stove

All sizes of Clear Mica in stock for immediate shipment.

Price List on Application.

Mica Electrical Insulation of Every Kind.

Mica Company of Canada, Ltd.

P.O. Box 156, Hull, Que.

Mica

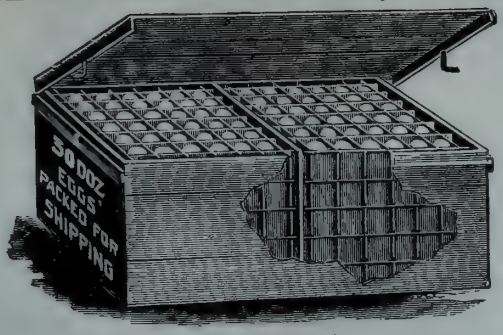
Fittings Limited



Manufacturers of Malleable and Cast Iron Pipe Fittings

Oshawa

THE MILLER BROS. CO., LIMITED



Manufacturers of
White pulp egg case fillers and extra flats in standard and extra large sizes for 12 and 30 dozen egg crates.
20-38 DOWD STREET, - MONTREAL, CANADA



IMPERIAL
ACID CORE
ROSIN CORE
PASTE CORE
WIRE SOLDER
for AUTOMOBILE and GENERAL SOLDERING WORK, Canadian Made.

ALSO IMPERIAL SOLDERING PASTE

THE CANADA METAL CO., LIMITED
TORONTO HAMILTON MONTREAL WINNIPEG VANCOUVER

Heats Itself Sells Itself

Here is a real money-maker for dealers—"Comfort" Flat Iron — "Heats as It Irons."

Every housewife wants one. Spring-time is profit-time. We supply cuts of ads free and pay for first ad in your local newspaper.

Write your jobber

NATIONAL STAMPING & ELECTRIC WORKS
Chicago, Illinois



Heats While it Irons

"COMFORT" Self-Heating IRON

JOSEPH RODGERS & SONS LIMITED

SHEFFIELD, ENG.

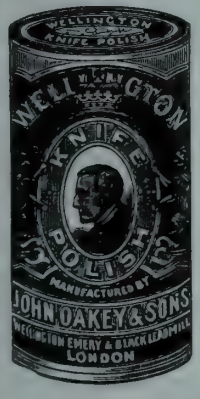
Avoid imitations of our
CUTLERY

By seeing that this exact mark is on each blade.

REGISTERED TRADE MARK
GRANTED 1682.

SOLE AGENTS FOR CANADA

James Hutton & Company
MONTREAL



OAKEY'S "WELLINGTON" KNIFE POLISH

The original and only reliable preparation for Cleaning and Polishing Cutlery, etc.

John Oakey & SONS, Ltd.

Manufacturers of
Emery, Black Lead, Emery Glass and Flint Cloths and Papers, Etc.
WELLINGTON MILLS
LONDON, S.E.1, ENG.
Agents:
F. Manley, 147 Bannatyne Ave. East
WINNIPEG
Sankey and Mason, 839 Beatty St.
VANCOUVER



Opening the Strap

O-Rib-O Adjustable Taper Stove Pipe

This handy patent permits adjustment to fit any stove collar with a smoke-tight joint. No large assortment of taper pipes is necessary, which allows the merchant to economize storage space. It is a quick seller, built for service.

O-Rib-O Manufacturing Co.
Winnipeg, Manitoba

WILKINSON & KOMPASS

TORONTO HAMILTON WINNIPEG

IRON AND STEEL
HEAVY HARDWARE
MILL SUPPLIES
AUTOMOBILE ACCESSORIES

WE SHIP PROMPTLY

STERLING £ TWINES

Made in Canada by

The Sterling Twine Company, Limited
Walkerton, Ontario

Samples and prices upon application to

WILKINSON PAPER CO., LIMITED
76 Bay Street, TORONTO

Exclusive Selling Agents for Ontario

WANT ADS

If you want a buyer, clerk, salesman, traveler, position, you can reach the best men in the trade through these columns.

If you wish to buy or sell a business, or dispose of overstocks, you can reach a larger number of hardware men through this page than in any other way.

Rates (payable in advance) 2 cents per word. An additional charge of 10 cents for each insertion is made when Box Number is required. Each figure counts as one word. When panels are desired a charge of $2.20 is made for a panel 1 inch deep by 2⅛ inches wide.

Address all advertisements for this section to HARDWARE AND METAL, 143-153 University Ave., Toronto, Can.

HELP WANTED

HARDWARE SALESMAN—We have an opening for a real live, energetic salesman for retail store to act as Assistant Manager, must have a thorough knowledge of hardware, be a good stockkeeper and salesman, one who can talk French preferred. Good wages to the right man. Apply giving full information in first letter as to experience, age and salary required; also copy of references to The George Taylor Hardware Limited, New Liskeard, Ont.

WANTED

HARDWARE BUSINESS WANTED—I WANT to purchase a hardware business. Parties wishing to sell kindly give full particulars in first letter. L. O. Charlesworth, Wheatley, Ont.

WANTED—Hardware Business, in Ontario, $8,000 to $15,000 stock, must be A1 paying proposition. Box 77 Hardware & Metal. Box Number

SITUATIONS WANTED

EXPERIENCED HARDWARE SALESMAN and Stockkeeper. Box 82 Hardware and Metal.

STEADY, SINGLE MAN, 8 YEARS EXPERience, also bookkeeping experience, would like steady position with wholesale or retail store in city or town. Box 19 Hardware and Metal.

FIRST CLASS HARDWARE MAN WITH fourteen years' retail experience, three and a half years as store manager, open for position as manager in town or city. Best of references. Apply Box 106, Hardware and Metal.

CLEAN-CUT HARDWAREMAN WITH 10 years' experience, 8 retail, 2 wholesale, desires position with good company where ability is appreciated. Age 26, married. Box 87, Hardware nd Metal, Toronto.

WANTED—Position in a Hardware store, manager or clerk, 13 years' experience, best of references, Ontario preferred. Box 14 Hardware & Metal.

MISCELLANEOUS

NICKEL PLATING — ORDERS EXECUTED promptly. Prices on application. Communicate with F. W. Higginson, 173 William St., Montreal. Telephone Main 8144.

FOR SALE

FOR SALE — SET OF TINSMITHS' TOOLS. John L. Wilson, Enterprise, Ont.

FOR SALE—HARDWARE BUSINESS IN GREY county. Stock about seven thousand. Can be reduced. Large store and dwelling under same roof. A real proposition, so act quickly. Ill-health reason for selling. Box 170 Hardware and Metal.

FOR SALE—NEW STORE, SUITABLE FOR hardware. Gerrard St. East. Practically no opposition. Splendid opportunity. Easy terms. Apply Mullett & Wood, 1426 Danforth Ave., Toronto.

Advertisements on this page

2 cents a word

payable in advance

Opportunities are offered every week on this page.

Are you making use of them?

Decalcomania Transfer
NAME PLATES
Made in Canada by
Canada Decalcomania Co., Limited
354-370 Richmond St. W., Toronto, Can.

ARNETTIZE YOUR STORE

Brightness Attractiveness

and facilities for quick service are essentially features of the Arnettized store.
Let us show you how your store can be improved to make more and quicker sales.

Illustrated Catalogue on Request

THOMAS LEWIS ARNETT
SOURIS, MAN.



Advertising in Hardware and Metal is economical, because the advertiser reaches only a class of business men directly interested in his product.

If interested, tear out this page keep with letters to be answered.



TRADE MARKS

Any trade-mark shown on this page, when stamped on an article of hardware, is the manufacturer's personal "O.K.," guaranteeing the quality of the product.

Metal Stamping and Press Work to Order

Also name plates, embossed trade checks, time checks, badges, steel stamps and stencils or anything in steel or brass lettered or embossed to order.

The Hamilton Stamp and Stencil Works, Limited, Hamilton, Ont.

"Monarch" & "Safe-Lock" Fencing

We make Farm, Lawn and Poultry Fencing, Gates, etc., and *sell exclusively to the Hardware Trade.* Write for Agency.

Owen Sound Wire Fence Co. Ltd.
OWEN SOUND, ONT.

POULTRY LEG BANDS, EAR TAGS AND BUTTONS FOR STOCK

F. S. BURCH

Retail Prices
Single Spiral Colored Bands . . . $1.00 for 100
Ribbon Bands Colored . . . . . $1.65 for 100
Challenge Adjustable Bands . . . .90 for 100

Cattle Ear Tags and Buttons, prices according to amount of printing required. Catalogue Free

RIDEAU SPECIALTY CO.
MANUFACTURERS SMITHS FALLS, ONT.

"Dazee Brand" Woodenware

Buy Western-made Washboards, Step Ladders, Bake Boards, Ironing Boards, Clothes Horses, Tub Stands, etc. For sale by all jobbers. We guarantee the quality will please you. If jobber does not supply you write us direct.

The Brett Mfg. Co., Limited
WINNIPEG, MAN.

PORTABLE COAL BASKETS
DOME DAMPERS
ASH DUMPS BELL TRAPS
BREATHER CAPS
SOOT DOORS
GRATES and COVERS
VENTILATING AIR BRICK CASTINGS

Toronto Foundry Co.
884 Davenport Road TORONTO, CAN

CANADIAN CANOES
All Wood and Canvas Covered
Catalogue "H" on request
THE CANADIAN CANOE COMPANY LIMITED
216 RINK STREET PETERBOROUGH ONT.



Look for the full name
RUSSELL JENNINGS
stamped on the round of our
AUGER BITS
The original double twist auger bit, Patented by Mr. Russell Jennings in 1855.
RUSSELL JENNINGS MFG. CO.
Chester, Conn., U.S.A.

Sash Weights Wall Washers

All Kinds of
Plain Duplicate Gray Iron Castings
CANADIAN DIE CASTING CO., LIMITED
Drummond Building, Montreal

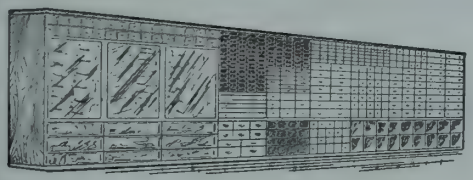
PETERBOROUGH CANOES



High Grade Canvas Covered and Wooden Canoes, Row Boats etc Paddles and Oars.

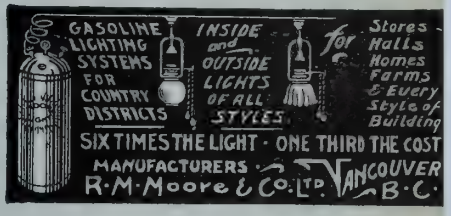
Peterborough Canoe Company Limited
255 Water Street Peterborough, Canada.

HARDWARE AND METAL is the logical medium to use if you have a message for the Canadian hardware trade.



Cameron Store Equipment
Our Specialty
Cameron & Company
74 Logan Ave. Toronto

STERLING
Hack Saw Blades and Machines
Manufactured by
Diamond Saw & Stamping Works
BUFFALO, N.Y.



BATH ROOM FITTINGS

K NIAGARA
KINZINGER, BRUCE & CO., LIMITED
NIAGARA FALLS, CANADA
WHAT WE MAKE WE GUARANTEE

AUTO ACCESSORIES

Have you any small needs?

Do you want to sell anything?

If so, advertise on this page and watch results.

If interested, tear out this page keep with letters to be answered.

INDEX TO ADVERTISERS

A

Acme Waste Mfg. Co., Ltd.. 118
Allcock Laight and Westwood 116
American Pad and Textile Co. 20
American Rolling Mills 28
Ashdown Hdwe. Co., J. H. 72
Anthes Foundry Ltd. 80
American Flyer Co. 74
Acme Shear Co. 103
Arnett, Thos. Lewis 120

B

Bateman-Wilkinson Co., Ltd 117
Barrett Co., Ltd. 101
Barnett Co., Ltd., G and H. 110
Birkett and Sons Co., Thos. 105
Belleville Lock and Mfg. Co. 24
Burgess Norton Mfg. Co... 34
Brantford Roofing Co. 90
Bridgeport Hdwe. Co. 115
Bowser, S. F., The 78
Brown, Wm. J. 118
Brown-Boggs Co., Ltd. 81
Brown and Sharpe Mfg. Co. 86
Burlington Windsor Blanket Co. 104
Brainerd Mfg. Co. 117
British Aluminum Co., Ltd 105
The Brett Mfg. Co. 121
Burrow, Stewart and Milne Co., Limited 6

Cameron and Co. 122
Canada Cycle and Motor Co. 75
Canada Decalcomania Co. Ltd. 120
Canada Metal Co. 75-103-119
Canada Steel Goods Co., The 3
Canadian Canoe Co. 121
Canadian Hart Products, Ltd 13
Canadian National Carbon Co. 82
Can. Wire and Iron Goods Co. 118
Can. Die Casting Co., Limited 121
Can. Westinghouse Co. Ltd. 7
Can. Foundries and Forgings Ltd 11
Canadian General Electric Co., Ltd. 22-23
Channell Limited Inside Front Cover
Chicago Solder Co. 116
Columbia Handle Co. 114
Connor, J. H. and Son, Ltd 96
Consumers Cordage Co. 35
Clark, C. O. and Bro. 99
Cleveland Stone Co. 104

D

Detroit Torch and Mfg. Co. 118
Diamond Saw and Stamp Works 121
De Laval Co., Ltd. 107
Dominion Linseed Oil Co., Ltd. 76-77
Dominion Sheet Metal Corp. .....79—Front cover
Dominion Tack and Nail Co. 118
Doon Twines, Ltd. 95
Dustbane Mfg. Co. 104
E. I. Dupont de Nemours .. 12
Thos. Davidson Mfg. Co. .. 96
Dominion Oilcloth and Linoleum Co. 113
Dominion Belting Co. 98

F

Fittings, Limited 118
Fraser Company 99

G

Gendron Mfg. Co., Ltd. 111
Goodell-Pratt Company 15
Glidden Co., The 70-71
Gutta Percha and Rubber, Ltd. 30
Gurney Foundry Co., Ltd... 93
Graham Nail Works 109
Greening Wire Co. B. 83
Geneva Cutlery Co. 16
Goldie McCulloch Co. Ltd... 100
Gillette Safety Razor Co. .. 36
Greenfield Tap and Die Co. 89

H

Hamilton Cotton Co. 107
Hamilton Stamp and Stencil Works, Ltd. 121
Hamilton Stove and Heater Co. 92
Hobbs Mfg. Co. 78
Hall-Zryd Foundry Co., Ltd. 73
Hurley Machine Co. 84
Hobbs Hardware Co. 88
Hutton and Co., James 119
Howland, H. S. and Sons Co. Limited 1
Hoyt Metal Co. 118

I

Ideal Aluminum Products Ltd. 29
International Business Machines .... Back Cover

J

Jardine and Co., A. B. 33
Russell Jennings Mfg. Co. 121
Johnson Inc., Edward E. .. 117
R. C. Jamieson and Co. .. 68-69
Jenkins Bros. Ltd. 100

K

Kribs, Wm. A., Co. Ltd. .. 87
Kasement Skrene Dore Co., Ltd 32
Kinzinger, Bruce and Co. Ltd. 121
Mathias Klein Sons 21
Keystone Mfg. Co. 110

L

Laidlaw Bale and Tie Co. .. 107
Lamplough and Co., F.W. 111
Landers Frary and Clark ... 2
London Rolling Mill Co. .. 103
Lufkin Rule Co. of Canada 122
Lawson Mfg. Co. 4
The Meriden Brittania Co. Limited 17-18

M

Macfarlane A. and Co., Ltd. 10
Martin and Co., L. 117
Marble Arms Mfg. Co. 105
Mica Co. of Canada, Ltd. .. 118
Miller Bros. Co. Limited .. 119
Maxwells, Limited 106
R. M. Moore and Co. Ltd. 121
The Millers Falls Co. 19
Morrison, Jas., Brass Mfg. Co. 91
Myers Mfg. Co., Limited .. 92
McClary Mfg. Co. 97
Myers, G. E. and Bros. 103

N

National Farming Machinery 98
National Stamping and Electric Works 119
National Electric Heating Co. Limited 31
Nicholson File Co. 94
Niagara Metal Stamping Corp. 104
Nova Scotia Steel and Coal Co. 103
North Bros. Mfg. Co. 97

O

Oakey and Sons, John 119
O-Rib-O Mfg Co. 119
Ottawa Paint Works, Ltd. .. 67
Owen Sound Wire Fence Co. 121
Ontario Lantern and Lamp Co. 114

P

Parmenter, Bullock and Co. 109
Peterborough Canoe Co. .. 121
Pink Co., Thos. 106
Plymouth Cordage Co., Ltd. 27
Progressive Mfg. Co. 116
Peck Stow and Wilcox 25
Pease Foundry Co. 95
Prairie City Oil Co. Inside Back Cover

R

Ramsay A., and Son. Co. .. 65
Renfrew Electric Products 38
Rideau Specialty Co. 121
Russell Gear and Machine Co. 110
Richardson and Bureau .. 80

S

Sanderson Pearcy and Co... 63
Shurly-Dietrich Co. 107
Slater, N. Company Ltd 5
Starrett Co., L.S, ... 94
Steel Co. of Canada, Ltd. ... 9
Stanley Works, The 34
Star Specialty Mfg. Co. 106
Steel Trough Machine Co., Ltd. 105
Still Mfg. Co., J. H. 111
Stratford Brass Co., Limited 116
Stratford Mfg. Co., Limited 116
Savage Arms Corp. 26
Slade Mfg. Co. 14
G. F. Stephens and Co. 66
Stewart Skinner Co. 117

T

Toronto Plate Glass Imp. Co. 116
Taylor-Forbes Co., Ltd. 108
Toronto Foundry Co. 121
Trade Mark Page 121
Trees and Co., Samuel 109
J. J Taylor Co. 108
Trimont Mfg. Co. 110

U

Union Iron and Metal Co. .. 109

W

Want Ad. Page 120
Wheeler and Bain, Ltd. 106
Westco Pumps Limited 115
Western Wire and Nail Co. 116
Wentworth Mfg. Co., Ltd. 80
Woods and Co., Walter 116
Wrought Washer Mfg. Co. 111
Wilkinson Paper Co., Limited 119
Wiebusch and Hilger, Ltd. 85
Wilkinson and Kompass ... 119
Wright, E. T. Co., Limited 32
Western Clock Co. 8

LUFKIN — ACCURACY

Instantly Associated,
In the minds of those who measure,
Everywhere.

THE LUFKIN RULE CO. OF CANADA, LTD.
WINDSOR, ONT.

TAPES *and* RULES

THE

TRADE MARK

OF

QUALITY

MADE-IN-CANADA



FOR

SPEED AND COMFORT

USE

ELECTRO GASOLINE

WITH ABOVE

Sold only through legitimate merchants

PRAIRIE CITY OIL CO.

Head Office: WINNIPEG

Branches at

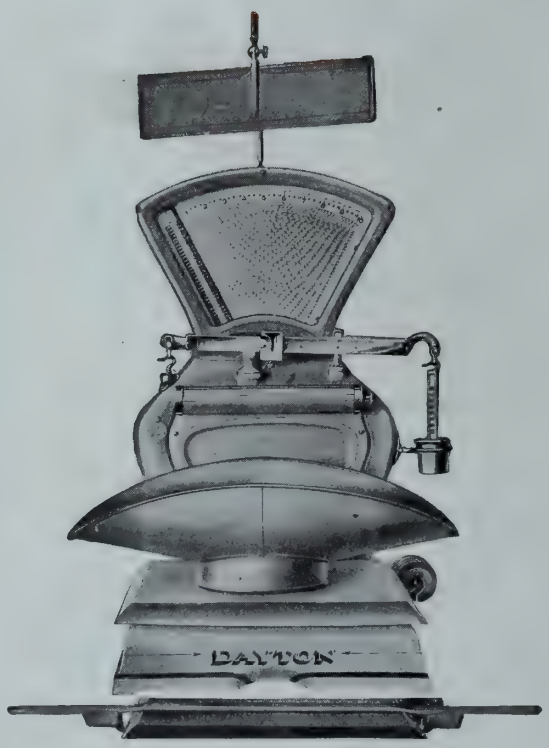
SASKATOON MOOSE JAW MEDICINE HAT LETHBRIDGE

DAYTON

International Business Machines — SPEED ACCURACY ECONOMY

The scale that counts and computes

An Investment for lighter work and larger profits in the hardware trade



EXCLUSIVE FEATURES.

No hardware merchant can afford to be without the help of the Dayton hardware scales exclusive features. Here are two:
WIRE RACK—gives extra platform accommodation for weighing coils of rope, wire, rubber hose.
COUNTING SCOOP—invaluable at stock taking time, enabling you to compute in a moment the number of small articles in any given bulk.

BEFORE you close up your store tonight—give this extra thought to your day's receipts:

How much of the money you have taken in over your counters belong to you?

Cast your eye over your bills payable and expense list: payments for stock,—clerks, taxes, repairs, insurance—and the dozen other items.

How much will remain of the money that has just passed through your cash registers?

The amount you have left will be the SOLE REWARD for the thought and energy you are putting into your business. Upon this fag-end of your receipts depends ,possibly, the comfort and welfare of your family.

This fag-end of your receipts,—this margin of PROFIT—was never in a position so precarious as in this day of quickening competition.

That is why the alert hardware merchant is studying this problem: How can I increase the net returns from my business, with a narrower profit margin?

To such a merchant we suggest this thought: Don't waste energy and time trying to do what a machine will do better.

The Dayton Hardware Scale will weigh your goods and compute your prices instantaneously and with hairsbreadth precision.

The Dayton Hardware Scale will rid your business of the multiplied careless, inaccurate weighings which are the most murderous destroyers of profits.

INTERNATIONAL BUSINESS MACHINES CO., LIMITED

Frank E. Mutton, Vice-President and General Manager,
Head Office and Factory—Royce & Campbell Avenues, Toronto.

For your convenience we have Service and Sales Offices in Vancouver, Calgary, Edmonton, Saskatoon, Winnipeg, Walkerville, London, Hamilton, Toronto, Ottawa, Montreal, Quebec, Halifax, St. Johns, Nfld.

Also manufacturers of International Time Recorders and International Electric Tabulators and Sorters.

Published Every Saturday Since 1888

Hardware and Metal

Vol. XXXIII. No. 26. THE MACLEAN PUBLISHING COMPANY, LIMITED PUBLICATION OFFICE: TORONTO, CANADA JUNE 25, 1921

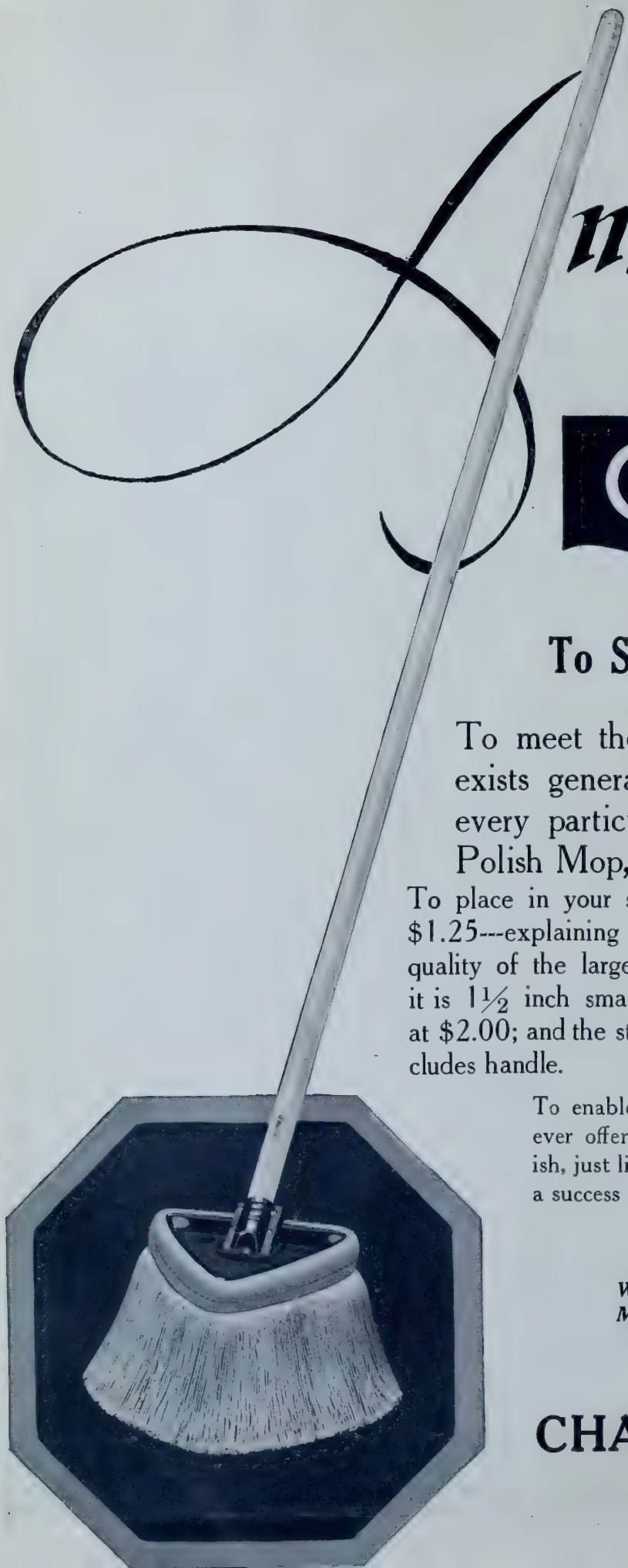


OUR NEW IRON

DESIGNED TO MEET THE PARTICULAR NEED OF THE PRACTICAL PAINTER.

THIS iron has a cover that fits securely but can be removed and replaced quickly and easily. The sides are straight and the handle is flush with the top, making it easy to stack and store. The bail cannot come off as it is attached to the wire rim, which gives strength and rigidity to the can. Altogether, this iron makes a perfectly balanced paint pot, possessing,

Great Strength, Utility and Security.



Announcing No. 15

O-Cedar Polish Mop

To Sell at, Complete, $1.25

To meet the demand---which we believe exists generally---for a Mop as good in every particular as the regular O-Cedar Polish Mop, but somewhat lower in price.

To place in your store a "Polish" Mop you can sell at $1.25---explaining to your customers that it has all the quality of the larger one---the only difference being that it is 1½ inch smaller diameter than the Mop you sell at $2.00; and the steel centre is not japanned. Price includes handle.

To enable you to say "Here's the best Mop value ever offered in Canada---treated with O-Cedar Polish, just like the large Mop that has proved so great a success as a floor polisher."

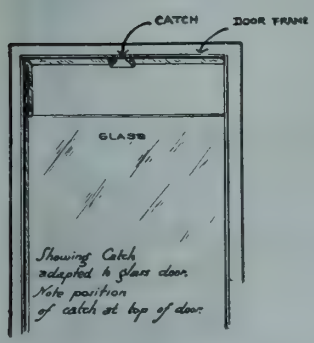
We are now ready to ship this new Mop---order through your jobber.

CHANNELL LIMITED
TORONTO

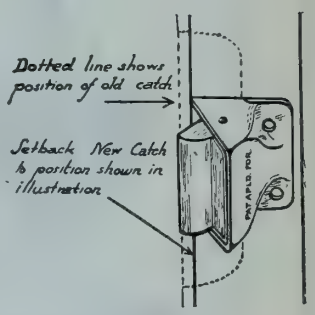
'RICE LEWIS' NEWS

AUTO ACCESSORIES

to take the knock, the rattle, the glare out of the old car ---and some of the new ones.



The early summer finds the rattles and knocks that have developed during the first few weeks of use of the new spring car, Old cars are beginning to balk on the hills. Headlights are beginning to show their inefficiency and need replacing. Now is the time to go after the replacement business.



VICTORY AUTO DOOR CATCH

This is a brand new line that fills a much appreciated need. It takes the rattle out of any auto door or sedan window. It even may be used on house windows with splendid effect. Easy applied, always efficient. Sells at $1 per pair retail.

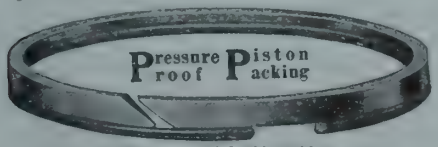


Pat. Mar. 2, 1915. Feb. 29. 1916

Pressure Proof Rings

Are a permanent cure at low cost for poor compression, over-oiling and all kindred motor trouble; save money on gasoline and oil—give much more power—prevent carbon.

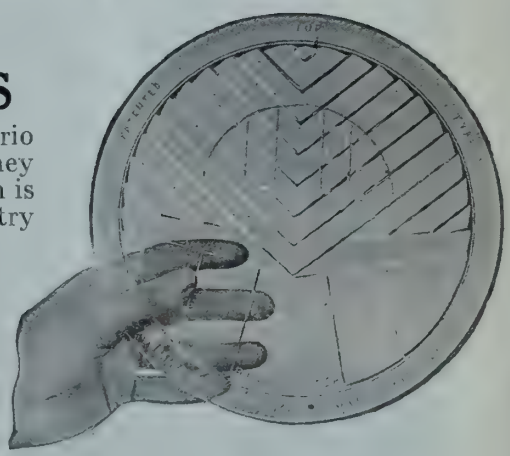
We carry "three part" and "junior" styles in all sizes.



Patented Feb. 29. 1916

SHALER ROADLIGHTERS

Not only conform with the Ontario laws in preventing glare, but they give maximum road light, which is even more essential in country driving. The "Shaler" Roadlighter shows the road through fog or dust most efficiently. We also sell the Sills Rite-Lite Lens—the de luxe automobile driving light.



Other Lines

We carry a good range of such lines as :—Jacks; Tire Covers (plain, black and white beaded, all sizes); Tire Chains; Hotshot Batteries; "Hercules," Giant and Junior Spark Plugs; Two and Three Cylinder Pumps; Compound, Triple and Single; Norwesco and Johnson's Auto Products; O'Cedar Polish and Liquid Veneer; Pyrene Fire Extinguishers; Auto Lamps, all sizes; Goggle Sets, etc., etc.

Rice Lewis & Son Limited, Toronto

Ask the "Rice Lewis Man" or Write Direct

Be Prepared for the Preserving Season



Funnels.



Fruit Jar Fillers.



Imperial Measures.



Lipped Preserving Kettles.

Last year a big number of Canadian hardware merchants were caught napping. They laid in a small stock of enameled-ware to meet the preserving season demand.

A week after the demand commenced they were cleaned right out. Then we were swamped with wires, night-letters, telephone calls and hurry-up orders for all kinds of enameled-ware preserving articles. It was a busy time for our packing and shipping departments, but they were equal to the occasion.

How about THIS season? It will be here very soon. Are you prepared, or will YOU be caught napping?

Be on the safe side. Order now. Our enameled-ware lines are now selling at lower prices than a year ago.

Now is the time for a useful window display of enameled-ware Preserving Kettles, Fruit Jar Fillers, Imperial Measures, Funnels, Spoons, Ladles, Skimmers, Cullenders, Fruit Presses, etc.

Shipments Made Promptly

The Sheet Metal Products Co. of Canada Limited

Montreal TORONTO Winnipeg

Vancouver

Hatch

Garage Door Outfits

Exceptionally easy to apply and have full directions packed with each set. Slamming or sagging of doors is impossible; nor can snow and ice interfere with their working easily and reliably.

The Hatch Garage Door Outfit is rich in selling points and easily closes the sales. Its performance is so reliable and satisfactory to the user that sales of Hatch Garage Door Outfits lead to more future sales and permanent business.

The Hardware Dealer in Garage Hardware has a splendid outlook for the future, as the use of motor cars continues to increase.

Canada Steel Goods Co., Limited

Hamilton, Canada



3 Special Swivel Door Rollers.

22 Feet of Track.

3 Paris Special Garage Door Hinges.

3 Stay Rollers (floor guides).

2 Extra heavy Garage Door Handles.

1 Safety Hasp (for fastening doors outside).

1 Hook and Eye (for hooking back swinging section inside).

The track comes in separate bundles—two 8-foot and one 6-foot lengths. Screws and bolts for everything. Japan finished and all neatly packed in a wooden box. Ask for prices and details.

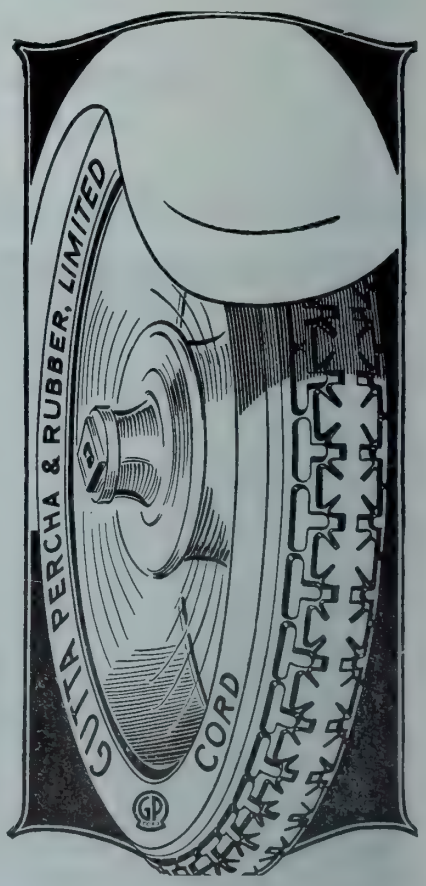
If interested, tear out this page and place with letters to be answered.

"I Make Good Money Selling Tires"

That's what any live Hardware man will say after he has handled Gutta Percha Tires for a season. There's Money in selling Tires. Get in a line of Gutta Percha and PUSH them.

"GUTTA PERCHA"

(Cord) TIRES (Fabric)



"Go as Far as You Like on 'Gutta Percha' Tires"

Ask for Our Prices on Tires, Tubes, Running Board Mats, Blow Out Patches, Cementless Patches, Radiator Hose, etc.

Gutta Percha & Rubber, Limited

Head Office and Factory, Toronto

BRANCHES IN ALL LEADING CITIES OF THE DOMINION

If interested, tear out this page and place with letters to be answered.

"DURO"
ALUMINUM WARE
99% PURE

Canada's Most Popular Cooking Utensil

Wide Range to Choose From.



No. 315—Tea Pot.
4 Pint.

"Duro" is setting the pace in the quality race.

Every Piece Guaranteed.

Leading Jobbers Handle "Duro."

Send for trial order---Duro Aluminum Cleanser. Contains six pads steel wool, one cake soap.



No. 325—Coffee Pot.
4 Pint



No. 165—Tea Kettle.
5 Quart.

Made in Canada by

W. D. SHAMBROOK & CO.

Hamilton, - Ontario.



No. 47—Egg Turner.



Dairy Pails.
8, 10 and 12 Quart.



No. 350—Percolator.
8 Cup.

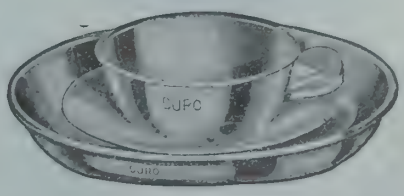
Representatives:

A. T. CHAMBERS, Vancouver.

L. T. WALLS SALES LIMITED, Winnipeg.

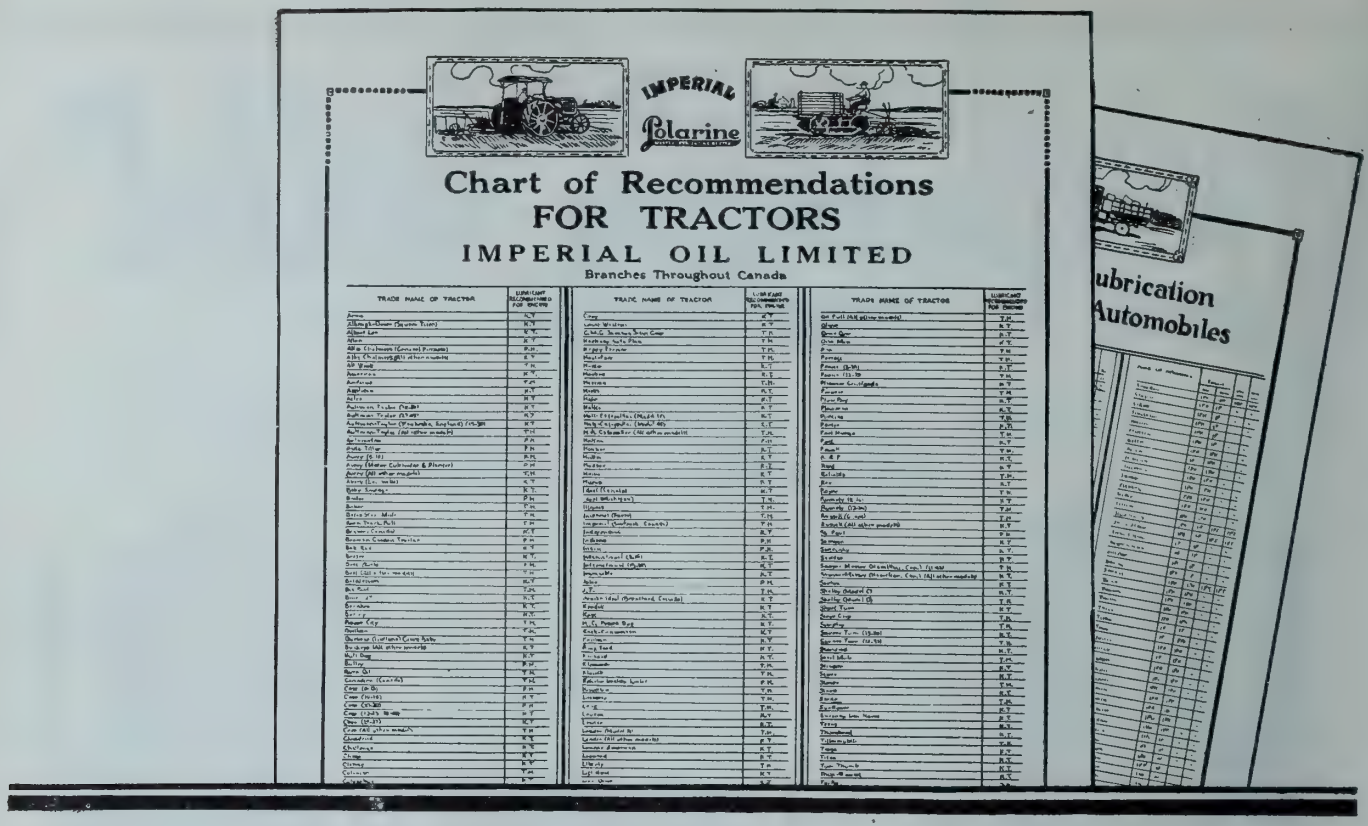
J. R. ANDERSON, 36 St. Dizier St., Montreal.

ARMSTRONG & PATTERSON, St. John, N.B.



No. 390—Child's Set (3 piece).
Polished or Satin Finish.

If interested, tear out this page and place with letters to be answered.



These Charts Sell Imperial Polarine---

Dealers who sell Imperial Polarine Motor Oils according to our Chart of Recommendations are in line for bigger and ever increasing business. By using these charts you can capitalize on every dollar we have spent to make our recommendations scientific and absolutely reliable.

Display the Imperial Charts of Recommendations prominently. Sell every customer the correct grade of Imperial Polarine Motor Oils for his type of truck, tractor or automobile. He gets better and longer service from his motor equipment—you secure his permanent trade in oils and all other lines you handle.

There is a great demand for Imperial Polarine Motor Oils. They are known from one end of the Dominion to the other. Every dealer serves an unlimited market—every sale nets him a good profit. See the Imperial Oil salesman to-day regarding our profitable dealer agreement.

If you're not displaying the Imperial Charts of Recommendations, write in to-day for the one you require, or for both if you can use them. A letter to 56 Church Street, Toronto, will bring the Charts, also a copy of our interesting new booklet, "Automotive Lubrication."



Crank-case cleaning service is a money-maker and a business-getter for dealers. Advertise your store by displaying the Imperial Polarine Crank-Case Service display poster. Free electros are also available to dealers for strong local campaigns. See the Imperial Oil salesman.

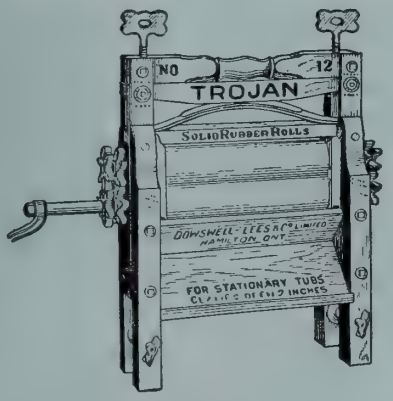
IMPERIAL OIL LIMITED

Branches in All Cities

If interested, tear out this page and place with letters to be answered.

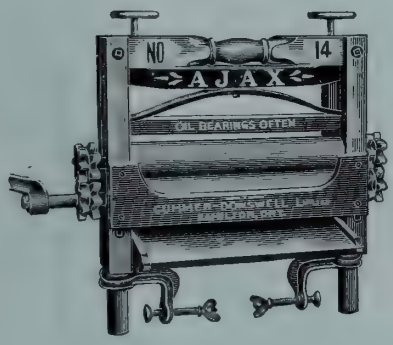
LARGE WRINGERS

When Your Customers ask to see Wringers larger than the standard size, what have you to show them?
Here are three large Wringers built for hard, heavy work.



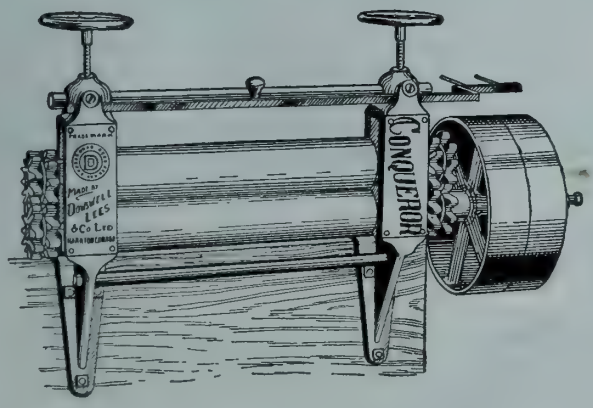
Trojan

An ideal wringer for large familes, Chinese or small laundries.
Extra grade rubber rolls 12 inches by 2¼ inches.
Has reversible drain board which sheds water either way.
Suitable for stationary tubs only.



Ajax

This is a fine big general purpose wringer.
Has reversible drain board which sheds water either way.
It is suitable for large, round or square tubs.
Extra grade rubber rolls 14 inches by 2¼ inches.



Conqueror

Is designed for the heavy work of Hospitals, Hotels and large institutions, also for clothing manufacturers, tent makers, and others, for shrinking cloth, canvas, etc.

Frame is heavy metal construction, galvanized. Tight and loose pulleys-2½ x 12 inches, and belt shifter are provided, and a crank handle is supplied for emergency use.

Highest grade rubber Rolls in four sizes: 17 in., 20 in., 24 in. and 30 in. x 3 1-4 in. diameter.

Write today for Prices and further Particulars.

Dowswell, Lees & Co., Limited

HAMILTON - - CANADA

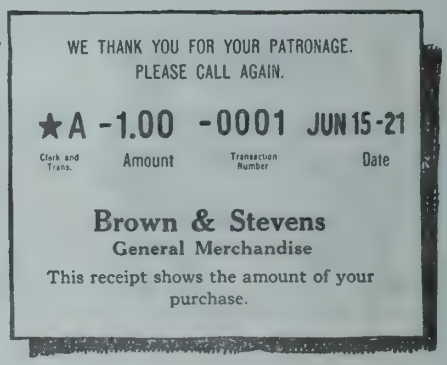
Eastern Representative :
JOHN R. ANDERSON
Montreal, Que.

Western Representative :
HARRY F. MOULDEN & SON
Winnipeg, Man.

If interested, tear out this page and place with letters to be answered.



A receipt printed and issued by a National Cash Register →



The register prints a record of the sale on the receipt. The star shows it was a cash sale. "A" is the clerk's initial. The amount is $1.00. It was the first sale on June 15, 1921. The register also prints an advertisement of the merchant's store on the front and back of the receipt.

Benefits the customer :

The plainly printed figures of the amount on the receipt show that she has not been overcharged. She likes to buy in a store of this kind.

Helps the clerk :

It proves that he registered the right amount. The added and printed records inside the register give the clerk credit for the sale.

Protects the Merchant :

He knows that to get the proper amount printed on the receipt, correct added and printed records must be made inside the register.

A National Cash Register is the only machine that prints and issues this kind of a receipt.

We make cash registers for every line of business

NATIONAL CASH REGISTER CO.

OF CANADA LIMITED

If interested, tear out this page and place with letters to be answered.

TACKS



TACKS FOR EVERYBODY

AUTO TRIMMERS
CARRIAGE TRIMMERS
BASKET MANUFACTURERS

CARPET LAYERS
SHOE MANUFACTURERS
UPHOLSTERERS

HEADS
that will not break off

THE STEEL COMPANY OF CANADA LIMITED

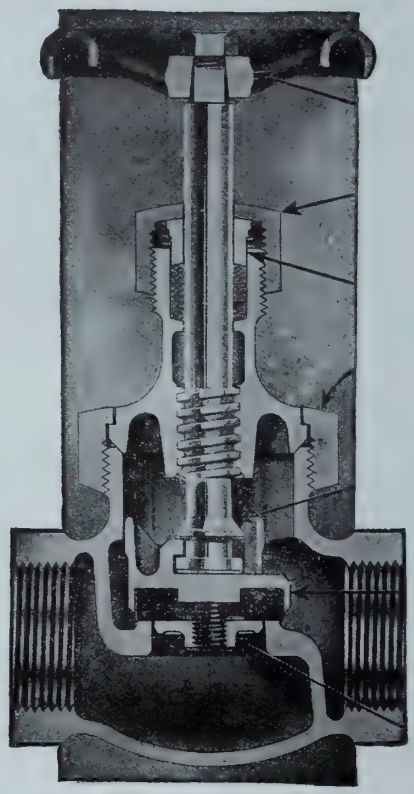
POINTS
that meet the demand

HAMILTON MONTREAL

If interested, tear out this page and place with letters to be answered.

SEVEN FEATURES OF THE CRANE NUMBER 7

for use in plants where continuous service is required and where discs must be changed quickly without injury to the valve.



1—Easily removable malleable iron, non-heat wheel

2—Malleable iron nut

3—Brass gland

4—Malleable iron nut

5—May be packed under pressure when valve is wide open

6—Removable disc holder for quick change

7—Removable nut for changing disc

Made in sizes ¼-to 2-inch; for 150 pounds steam working pressure; discs for steam, air and water supplied as ordered. Body, Bonnet, Stem, Disc Holder, Gland, made of Brass.

Fully described in Circular No. 1 which will be sent upon request.

Manufacturers of Valves, Fittings and Piping Equipment and Distributors of Pipe, Plumbing and Heating Supplies.

Branches and Warehouses:
HALIFAX, OTTAWA, TORONTO, WINNIPEG, REGINA, CALGARY, VANCOUVER.

Sales Offices:
QUEBEC, SHERBROOKE, HAMILTON, VICTORIA.

CRANE
LIMITED
HEAD OFFICE & WORKS
1280 ST. PATRICK STREET
MONTREAL

CRANE-BENNETT
Limited
Head Office and Warehouse:
LONDON, ENGLAND.

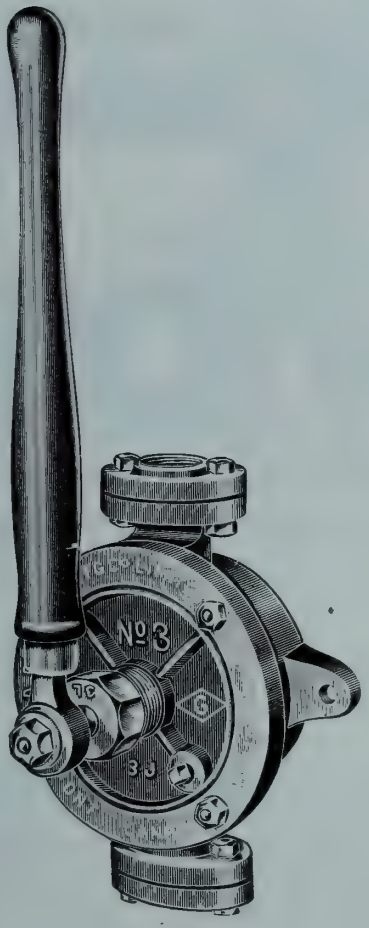
Sales Offices:
MANCHESTER, BIRMINGHAM.

8

If interested, tear out this page and place with letters to be answered.

CANADA
FOUNDRIES & FORGINGS
LIMITED

If Your Troubles are Liquid



Let the REDWING handle it

JAMES SMART PLANT

Brockville - Canada

ALL STEEL ANVILS

We shall be glad to supply, in addition to our General Catalogue, literature on

Steel Castings	Lithographed
Galvanizing	Ware
Wire Goods	Enamelled
Stoves	Signs

The "Davidson" anvils are ALL STEEL and are made of material particularly adapted for the purpose by special process developed in our Steel Foundry. The faces of "Davidson" anvils are dead true and of the proper hardness; they ring clearly and are guaranteed to give the maximum amount of service.

Prices on application.
Ask for Booklet No. 2.

The Thos Davidson Mfg. Co. Limited





Head Office: Montreal
Branches: Toronto and Winnipeg

Steel Foundry Division:
Lachine Canal, Turcot

DAVIDSON



The New Idea circulates heat the natural way.

It is durable, economical and fully guaranteed.

NEW IDEA PIPELESS FURNACE

The Homes in Your Territory Without a Furnace

Just consider the large number of homes in your territory without a furnace of any kind. A New Idea Pipeless Furnace should be in every one of these homes, and you are the dealer who should be boosting this well-known, efficient heating unit and reaping the harvest of sales which will surely follow. We will assist you in every way possible to develop this new business through our extensive advertising campaign and co-operative sales plan. Why not begin now to get these "prospects" interested? The sooner the better. "The early bird gets the worm" and the enterprising hustling dealer gets the new business every time. Write us at once for particulars of our attractive proposition to dealers.

New Stove Catalogue just off the press, which we will gladly mail upon request.

THE HAMILTON STOVE & HEATER CO. LTD.,

Successors to Gurney Tilden Co. Ltd., Hamilton.

75 Years Successful Manufacturing Souvenir Stoves and Ranges, Furnaces, etc.
Montreal Representative:—Mr. Charles Nicoll, 614 Aylmer St., Montreal.
Vancouver Representative:—1073 Hamilton St., Vancouver, B. C.
Winnipeg Representative:—134½ Higgins Ave., Winnipeg, Man.

If interested, tear out this page and place with letters to be answered.



Made with 34 Years' Experience

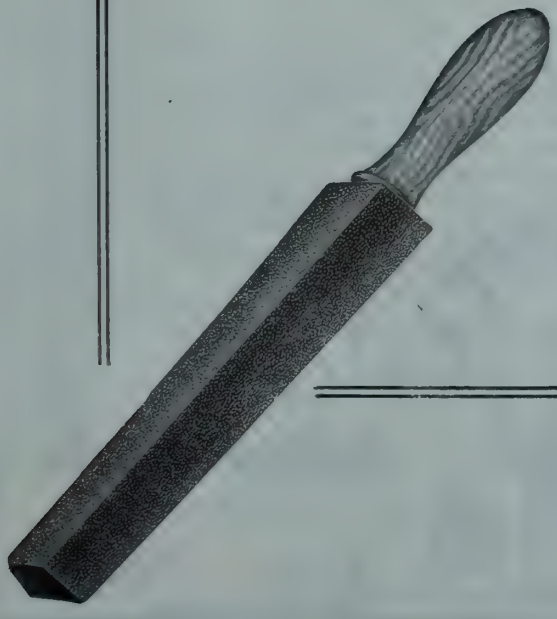
IN THE MANUFACTURE *OF* ABRASIVES

Hart Mower Files

A 100% Canadian Product that has the two good features of selling well and bringing the merchant a good profit.

Displays sell Hart Mower Files. Let every window that displays your farm and garden cutting tools, be amply supplied with exhibits of Hart Mower Files. Such displays will pay you well in increased sales.

ASK YOUR JOBBER TODAY

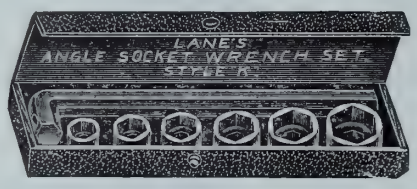


Canadian
Hart Products Limited
Hamilton, Canada

If interested, tear out this page and place with letters to be answered.

LANE'S UNIQUE TOOLS

The Unique Angle Socket Wrench Set



Style "K" Set

Lane's Style "K" Angle Socket Wrench Set, consists of a right angle, hexagon key 8 in. long, and six round, cold rolled, hardened steel sockets, with broached hexagon openings. Size of socket openings: ½", 9/16", ⅝", also 11/16", ¾", and ⅞". Packed in Brown Karatol Case, weight 20 ozs.

This little wrench sells splendidly because every man of mechanical intelligence appreciates its exceptional value for removing stubborn cap-screws and hexagon nuts. It is made entirely of steel, has powerful leverage, and, like all "Unique" Tools, is guaranteed against wear and breakage. It is built for speed, and never slips, or "chews up" screws or nuts.

Manufactured by

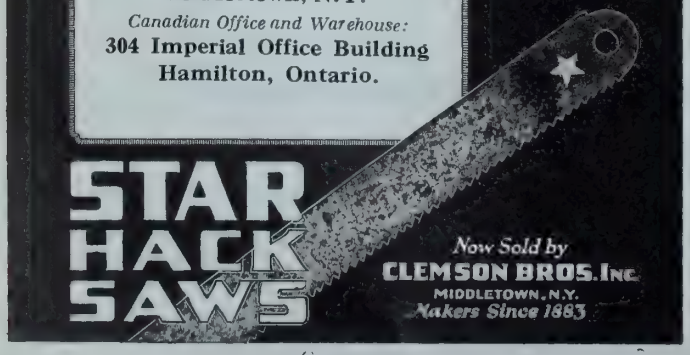
WILL B. LANE UNIQUE TOOL CO.

170 W. Randolph St., Chicago, Ill.

Most of your customers want Star Hack Saws — why not concentrate on the leader, and speed up your profits?

Star Saws in the famous green box are now sold by Clemson Bros., Inc., who have made them since 1883. Don't get side-tracked — insist on Star Saws.

CLEMSON BROS., Inc.
Middletown, N.Y.
Canadian Office and Warehouse:
304 Imperial Office Building
Hamilton, Ontario.



Guaranteed---What More?

D-B CARBON REMOVER

Is guaranteed to remove carbon in 30 minutes—without removing the cylinder head. The process pulverizes the carbon and ejects it through the exhaust.

To prove our absolute confidence in D-B CARBON REMOVER, we let your customers try it without expense—you give it to them—if it proves unsatisfactory they return the can to you. We, in turn, will pay you the **retail value** of every can returned for this season.

This is guaranteeing the quality of our product!

AUTO JACK says: A can of D-B is never returned.



THE

Dustbane Mfg. Co.

LIMITED

Ottawa Ontario

If interested, tear out this page and place with letters to be answered.

Barrett Roofings, Cements Industrial Paints etc.



Start these money-making cements to work for you today—

Don't sit back, waiting for the building boom, and let live, *immediate profits* slip right through your fingers. All around you are roofs—hundreds of 'em—in pressing need of patching and repairs. Don't miss this trick—don't pass up the profits in this roof-repair business.

Tell folks in your community how easy it is to renew their old roofs with Barrett Roof Repair Materials. Let 'em know your store is headquarters for these famous roof-repair materials. Go after this business hard, and then—watch the profits roll in.

Plastic Elastigum

A tough, elastic, waterproof, acid-proof cement with the consistency of thick molasses. There are so many uses for this ever-ready patching cement that it is known generally as "The Waterproof Cement with a Hundred Uses."

It is extremely easy to apply with trowel or putty-knife to any surface, wet or dry. It expands and contracts with surfaces of all kinds, whether metal, stone, concrete, wood, glass, glazed brick or terra cotta. Among its many uses, it is particularly useful—for flashing work of all kinds; for waterproofing gutters; for damp-proofing parapet and fire walls above flashings, for stopping leaks in roofs, around chimneys, skylights, etc.

Liquid Elastigum

A high-grade cement in liquid form, unequalled for recoating old and worn felt, metal, and "rubber" roofings. It actually gives new life to old roofs by forming a tough, weatherproof coating over the entire surface.

It not only seals cracks and small holes against moisture, but it is of sufficient body to level small hollows, and reinforce weak spots.

Liquid Elastigum is composed of non-volatile oils combined with asbestos fibre. It is applied very easily with brush or squeegee, and because of its fibrous nature, spreads in a thicker layer than ordinary roof paint.

Liquid Elastigum is also very economical, one gallon covering from 100 to 250 square feet, depending upon the surface to be painted. Even after years of service it is still tough and elastic.



Dependable Products that bring Big Profits

By carrying and recommending Barrett Plastic Elastigum and Barrett Liquid Elastigum you'll not only swell the total on your sales sheet, but you'll create genuine customer good-will by furnishing tested products that are sure to give satisfaction.

The Barrett Company
LIMITED

MONTREAL TORONTO WINNIPEG
VANCOUVER, ST. JOHN, N.B. HALIFAX N.S.

If interested tear out this page and place with letters to be answered.

STEEL IRON METALS

WINNIPEG WAREHOUSE STOCK

REINFORCING BARS IN ALL SIZES, IN LENGTHS UP TO 60'
BOLTS: MACHINE, CARRIAGE, DRIFT, SHIPBUILDING, ELEVATOR
BAR IRON: FLAT, ROUND AND SQUARE, SMALLEST TO THE LARGEST

HEXAGON BARS		MACHINE STEEL	
BOILER TUBES	NUTS	RIVETS	SHAFTING
ANGLES	CHANNELS	RAILS	TEES
FORGING BILLETS	CAP SCREWS	WASHERS	SET SCREWS

GAUGE SHEETS, BLACK AND GALVANIZED, IN ALL GAUGES

GET OUR MONTHLY STOCK LIST

A COMPLETE LINE FOR

THE MANUFACTURER — THE WHOLESALER — THE CONSUMER

IF IT'S STEEL OR IRON WE HAVE IT

The MANITOBA STEEL & IRON COMPANY.

WINNIPEG, MANITOBA LIMITED

North Star Batteries

Last Longer Cost Less

North Star batteries are so carefully and perfectly made as to ensure more power and longer life than ordinary batteries. They will stand unused for a considerable period without noticea e deterioration and can always be relied on for wuick hot sparks. We guarantee this and will replace, without asking questions, any that do not give more power and last longer than other batteries.

North Star multiples are especially made and demanded wherever heavy duty ignition is required. Made in various sizes; packed in strong containers with handle, easy to connect, and absolutely waterproof.

North Star batteries offer superior service to the user and more profit to the dealer—both are good reasons why you should stock them.



Ask Your Jobber

CANADA DRY CELLS LIMITED

WINNIPEG, MANITOBA

If interested, tear out this page and place with letters to be answered.

Of Special Interest To

Quebec Hardwaremen

So pronounced has been our reception in Ontario, Manitoba, Saskatchewan and Alberta that we have extended our operations to the Province of Quebec and are duly licensed.

The hardware and implement dealers of this Province may therefore now enjoy the privilege of reducing their fire insurance costs exactly 50 per cent.

It is common knowledge that for the past 13 years our hardware companies have provided 100 per cent protection at 50 per cent the stock companies cost.

We charge the regular board rate and return the dividend of 50 per cent at the expiration of the policy. Policy does not have to be renewed to obtain the dividend.

Our Quebec manager is Mr. Alfred Brunelle, Room 35 Maisonneuve Building, No. 97 St. Jacques Street, Montreal. Write Mr. Brunelle direct (French or English) for quick service and immediate binders.

Official fire insurance connection for Ontario Retail Hardware Association.



Endorsed by Manitoba Retail Merchants' Association.

Financial Reference—Bank of Montreal—Montreal or Winnipeg.
(Please address the Bank through YOUR banker)

Our Provincial Managers are experienced fire insurance men and are most willing to give you the benefit of their advice upon request.

F. A. MARTIN
P. O. Box 137.
Colborne, Ont.

C. W. ATHEY
504 MacLean Block
Calgary, Alta.

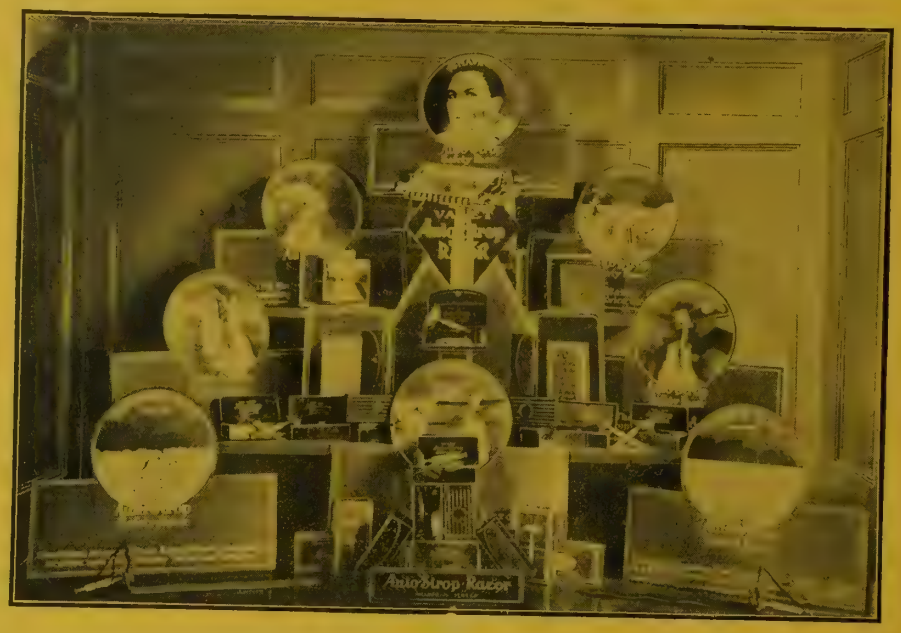
A. E. ATHEY
1720 Broad Street
Regina, Sask.

I. E. FAIRCHILD
802 Confederation Life Bldg.
Winnipeg, Man.

The Canadian Hardware and Implement Underwriters

C. L. CLARK, Manager
Suite - Confederation Life Building - Winnipeg.

Two Special Packages of Valet AutoStrop Razors



The above illustration shows a window dressed with Advertising Material contained in Special Package No. 18 or Special Package No. 6.

Special Package
Number Eighteen

16 Sets to retail at	$5.00
2 Sets to retail at	5.50
Selling price	91.00
Cost	61.43
Profit	29.57

48% profit on your investment.

Each package contains full set of advertising material, as illustrated, and 4 live selling plans.

Special Package
Number Six

6 Sets to retail at	$5.00
Selling price	30.00
Cost	22.50
Profit	7.50

33 1-3% profit on your investment.

Each package contains full set of advertising material, as illustrated, and 4 live selling plans.

FILL OUT THIS COUPON TO-DAY

AUTOSTROP SAFETY RAZOR CO., LIMITED
Toronto, Canada
Send me at once direct [ ] or through my jobber [ ] Special Package No. 18 — 18 sets—cost $61.43. Sells for $91.00. [ ] Special Package No. 6—6 sets — cost $22.50. Sells for $30.00.

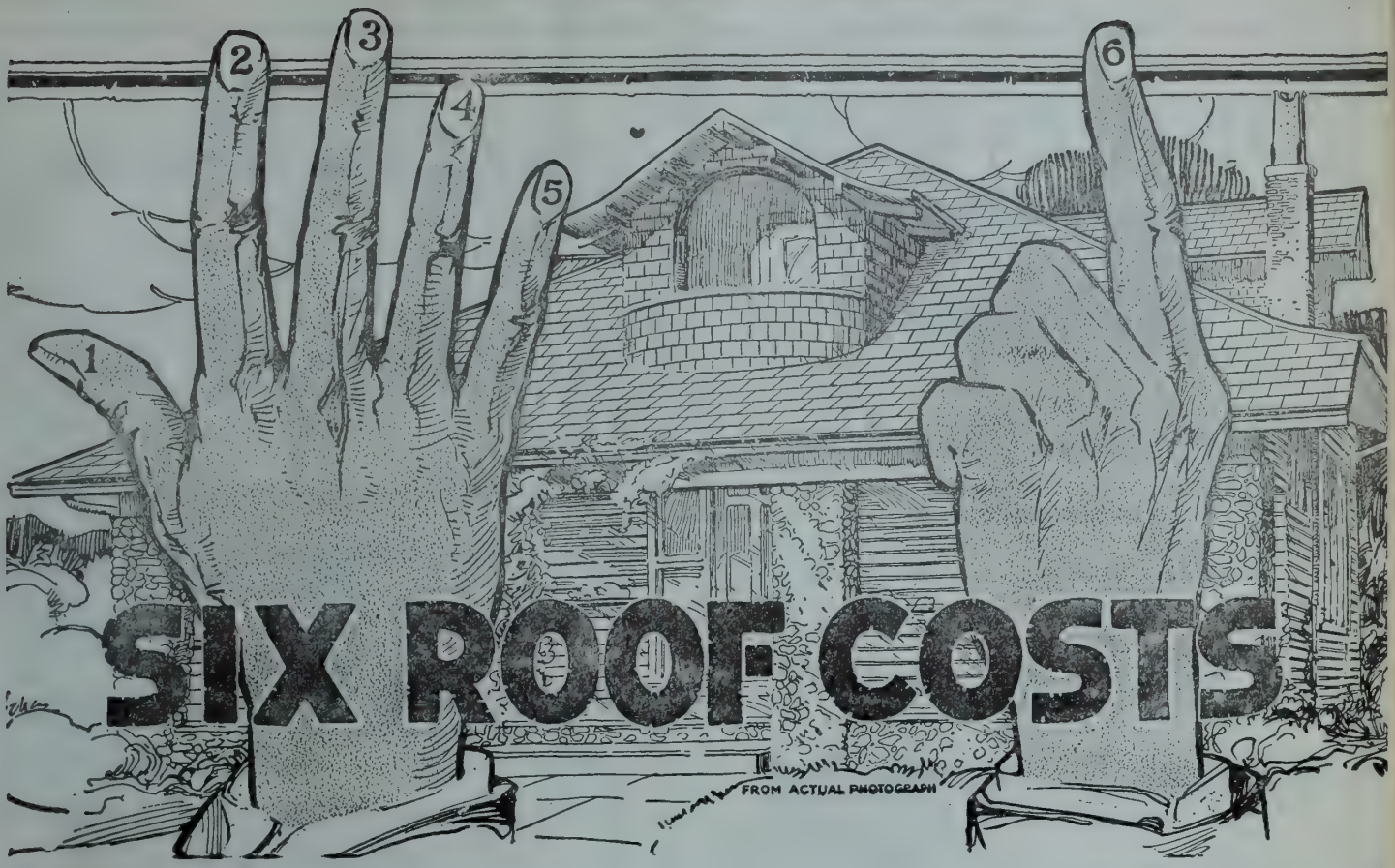
My Name .....
Address .....
Jobber's Name .....
Address. .....

We don't ask you to buy without first helping you to sell. Each package contains full information on our Thirty-day trial plan.

50-50 newspaper co-operation offer.
Gift plan for dealers and clerks.
Dealers' advertising book for arranging campaign.
Full set of new and attractive advertising material.

Your jobber stocks them.

AutoStrop Safety Razor Co., Limited
Toronto, Canada



When you require a roof, the measurement will be in squares (100 square feet). A basis for analysis of the costs of Brantford Asphalt Slates is given below:

1 **INITIAL COSTS OF MATERIALS**—Brantford Asphalt Slates are sometimes higher in initial cost for the material.

2 **NAILS REQUIRED**—Brantford Asphalt Slates require ONLY 684 nails to lay a square. Brantford Slab Slates require ONLY 450 nails.

3 **COST OF LAYING**—Brantford Asphalt Slab Slates are four on one strip—require only one operation in handling, one operation in spacing—Individual slates are 8 x 12¾ inches—Cut easily, fit easily, fit on angles and bend over round surfaces. You save 30 to 50 per cent. in laying.

4 **NO PAINT OR STAIN REQUIRED**—The surface of Brantford Asphalt Slates is in nature's permanent colors, green and red, unfadeable, always attractive,—requiring no stain to produce artistic effects, no liquid coats to make them fire-resistant.

5 **SAVING OF INSURANCE**—Brantford Asphalt Slates are classed as non-combustible by fire insurance Companies—a direct saving of from 10 to 20 per cent. on premiums is effected. In certain localities fire regulations demand asbestos paper under some roof materials, but Brantford Asphalt Slates are fire-resistant and are immune from special regulations.

6 **COST OF REPAIRS**—From the day they are laid Brantford Asphalt Slate roofs show almost 100 per cent. of the original. roof untouched. Brantford Asphalt Slates do not curl, split, crack or rot. Complete protection and permanent protection are built into Brantford Asphalt Slate Roofs.

Compare these roof costs with those of any other roofing material) it is your money you are spending and you want vaule for it—then buy

Brantford
Asphalt Slates

Distributed under Brantford Roofing Trade Marks, through Brantford Roofing Dealers. Stock carried, information furnished, service rendered by our dealer in your district.

Brantford Roofing Co., Limited

Head Office and Factory

Brantford, Canada

Branches at Toronto, Montreal, Halifax and Winnipeg

DEMON GRIP



Welded Steel

Pump Rod Couplings

Not only are these more helpful to you in pulling displays but they are far superior to malleable. They are accurately bored and threaded. No wrench can slip on the perfect "hex." Packed neatly and attractively in boxes of 25.

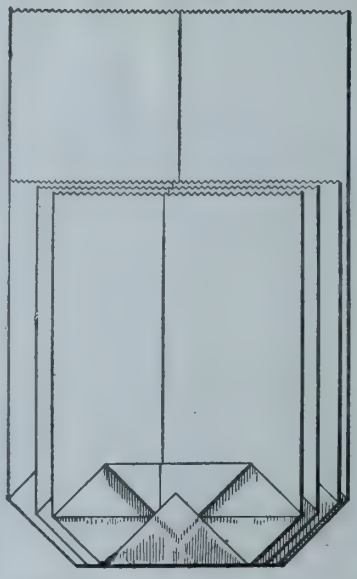
Manufactured by

Edward E. Johnson, Inc.

2304 Long Avenue

St. Paul Minn.

Kraft Hardware Sacks



We are manufacturing a line of Extra Heavy Re-inforced Bottom Kraft Sacks specially made to withstand heavy usage.

"The bag of Leathery toughness."

Request samples and prices. You will be more than satisfied.

The Continental Paper Products, Ltd.

OTTAWA - CANADA

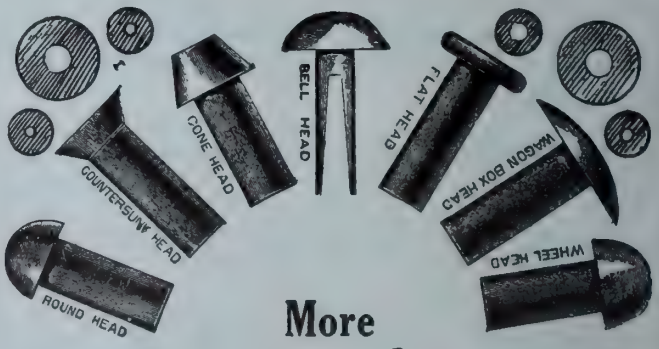
MADE IN CANADA

Blacksmiths' Boiler Makers' Machinists' AND Pipe Fitters' Tools

Write for Catalogue

A. B. Jardine & Co.
LIMITED

HESPELER, ONT.



More Profitable Lines for the Hardware Dealer



Our products earn maximum profits for the dealer. A trial order will convince you of their great sales-producing qualities.

We manufacture—

Iron, Copper and Brass Rivets
Small Washers and Burrs
Wire Nails
Countersunk Clout Nails
Escutcheon Pins (Brass and Steel)
Tubular and Bifurcated Rivets
Copper and Steel Boat and Canoe Nails, Etc.



The Parmenter & Bulloch Co., Ltd.
GANANOQUE, ONTARIO

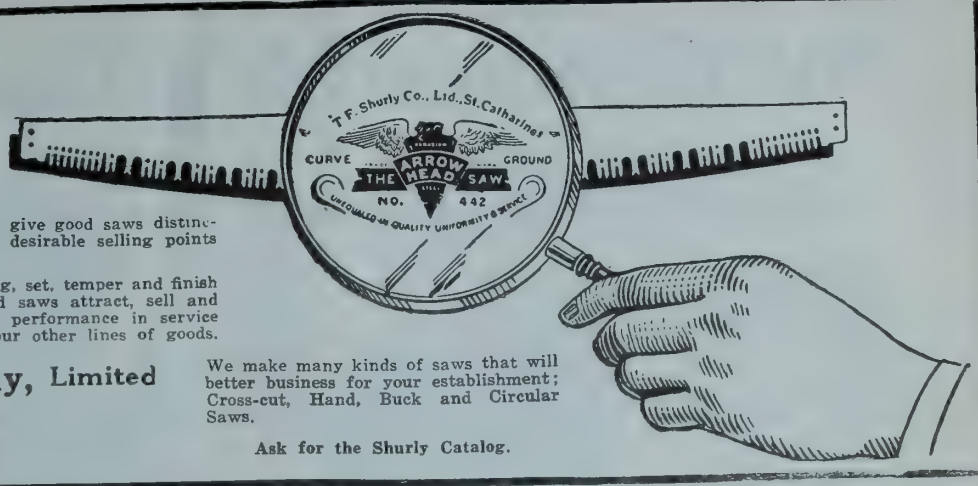
John R. Anderson, 36 Dizier St., Montreal. E. Fielding & Son, 9 Front St. East, Toronto. David Philip, 138 Portage Ave. East, Winnipeg. W. O. Webster, 1220 Hamilton St., Vancouver.

Arrowhead Saws

Vanadium Steel

How you sell saws depends partly on your salesmanship. You can sell a poor saw but once; to sell saws successfully and build yourself a permanent business you must sell good saws. To give good saws distinction and individuality they must have the desirable selling points of superior saws.

Arrowhead saws have those points; the hang, set, temper and finish are right, and they sell right. Arrowhead saws attract, sell and satisfy your customers. Their satisfactory performance in service creates confidence in your store, and in your other lines of goods.



T. F. Shurly Company, Limited
St. Catharines
Ontario

We make many kinds of saws that will better business for your establishment; Cross-cut, Hand, Buck and Circular Saws.

Ask for the Shurly Catalog.

BALE TIES

Prevent Broken Bales And Commercial Loss With

Laidlaw

Laidlaw Bale-Ties have had a long and thorough test, resulting in their general choice by buyers throughout the Dominion—in fact throughout the world.

Laidlaw Bale-Ties mean prevention of broken bales and severe commercial loss. Laidlaw Bale-Ties are superior in material, design and manufacture.

The Laidlaw Bale-Tie Company
Limited
Hamilton, Canada

Agencies:

Norman Jessiman, Vancouver, B.C.
A. T. Diggins, Toronto, Ont.
Harry F. Moulden & Son, Winnipeg, Man.
H. E. O. Bull, Montreal, Que.
M. Bryan, 24 Aldgate, London, Eng.

The Newest and Latest Maxwell Washer

AS ITS NAME implies, this washer cleanses the clothes by the vacuum process—the simplest and most natural method known. It makes instant appeal to every housewife entering your store.



Maxwell

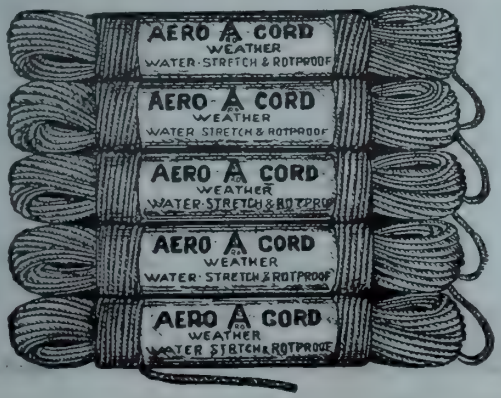
Vacuum Washer

Note that the location of the gears is UNDER the tub. The washer cannot tip over when the cover is open, for there are no heavy gears above tub to make it top heavy. Automatically-cut gears ensure an exceptionally smooth, quiet running machine.

All wooden parts are beautifully finished in natural wood and metal parts painted in aluminum bronze. Its appearance attracts immediate attention. A single demonstration effects many sales, for every satisfied user sells others.

Write for descriptive folder and prices.

Maxwell's Limited
ST. MARYS, ONTARIO



Your trade is entitled to the best article procurable for a given purpose, price being equal

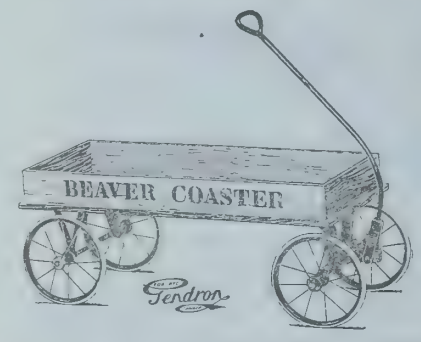
AERO

AERO SASH CORD

WEATHER ROT AND STRETCH PROOF, will meet all requirements and more. Superior in strength and durability.

Manufactured by
THE AERO MFG. CO., LIMITED
LENNOXVILLE QUEBEC
***Western Agents:* The H. L. Perry Co., Limited, Winnipeg, Man.**

The Gendron Mf'g. Co., Limited



MAKERS OF

Coaster and Express Wagons
Doll Cabs, Toy Carts, Automobiles, Velocipedes.

Catalogues Sent upon Request.

The Gendron Manufacturing Co., Limited,
TORONTO

UNIMECO WROUGHT WASHERS

We manufacture a wide range of **wrought washers** of every description. Round and square in plain and galvanized.

"Unimeco" washers possess superior quality and unusual finish.

We can also supply you with **Annealed Rivet Burrs** of the same high quality. The "Unimeco" line is a profitable one for you to handle. Write us for information and prices. We ship promptly.

THE UNION IRON & METAL CO.
LIMITED
1951 DUNDAS ST. W.
TORONTO CANADA

TRIMO

THE WORD TRIMO



Stands for good tools made by the Trimont Mfg. Co., which are the following:—

The Trimo Pipe Wrench
The Trimo Chain Pipe-Wrench
The Trimo Nut Wrench
The Trimo Pipe Cutter (Hand)

The four good points that make **Trimo Pipe Wrenches** superior are the **Spiral Spring** always in place—**Steel Frames** that will not break—**Nut Guards** that protect adjustment nut—and the **Inserted Jaw** in handle that can be replaced when worn.



Pipe Wrench Nut Wrench

TRIMONT MFG. COMPANY
ROXBURY (BOSTON), MASS.
MANUFACTURERS

PINK'S LUMBERING TOOLS

The Standard Tools in every province of the Dominion, New Zealand, Australia, etc.

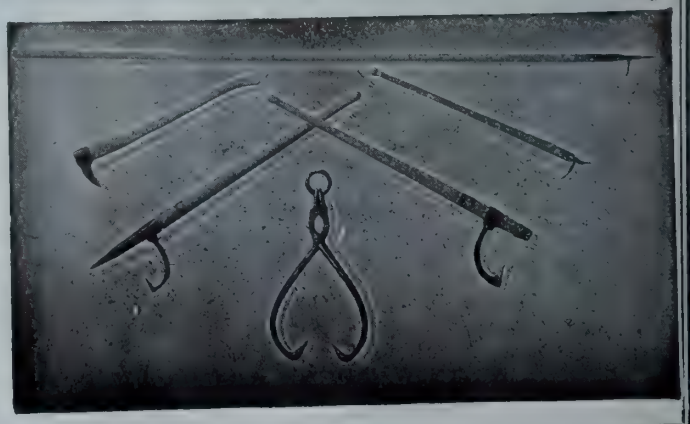
We manufacture all kinds of lumber tools. Light and Durable.

LONG DISTANCE PHONE No. 87.

Send for Catalogue and Price List.

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

THOS. PINK COMPANY, LIMITED
Manufacturers of Lumber Tools
Pembroke Ontario



TANKS



Gasoline Tanks

For Underground Storage

Made of the finest copper steel procurable, welded and then painted on the outside with Anti-Rust, Acid-Proof black paint, these tanks are practically rust and corrosion proof. For handling gasoline only the very best is safe. The thorough test all our tanks undergo before leaving our factory is a guarantee of their reliability. The prices are most reasonable.

Oil and Gasoline Tanks



Here's a tank made of copper-steel with handy screw cap opening at top for filling and faucet in side near bottom for drawing off contents. Another reliable tank at a moderate price. These tanks have been giving satisfactory service wherever sold

Your Money Back if Not Satisfied

Write us for prices and send us addresses of possible customers to whom we can send literature direct for you. We also manufacture baths, dairy equipment, sanitary closets, etc.

The Steel Trough & Machine Co., Ltd.

TWEED, ONTARIO, CANADA

WHY EXPERIMENT?

WE DID IT FOR YOU YEARS AGO



IMPERIAL GENUINE



For Heavy Engines and Extraordinary Hard Work

HARRIS HEAVY PRESSURE

THE COPPER COATED CAKE

For Donkey Engines, Saw Carriages, Small Motors, Transmission Line Shafting and all steady heavy pressure duty.



Matchless

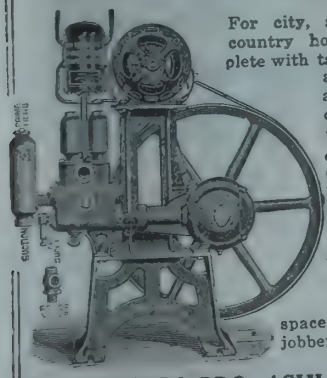
Suitable For Slow-Moving Bearings

Write For Prices

THE CANADA METAL CO., Limited

TORONTO HAMILTON MONTREAL
WINNIPEG VANCOUVER

MYERS—Electric House Pumps



For city, suburban or country homes. Complete with tank or separate. Operation by any current. Automatically controlled. Self-oiling. Capacity 180 gallons per hour. Strong, compact, easy to install, occupies small space. Ask your jobber or write us.

F. E. MYERS & BRO., ASHLAND, Ohio

NOVA SCOTIA STEEL & COAL CO., Limited

NEW GLASGOW, N.S.

Manufacturers of

FERRONA PIG IRON

and SIEMENS-MARTIN

OPEN HEARTH STEEL

KEEP CANADA PROSPEROUS

If the Canadian people will demand goods made in Canada, there can be only one result: A PROSPEROUS CANADA.

LONDON BAR IRON

Made in Canada for the last eighteen years, has earned a reputation

FOR QUALITY THAT SATISFIES

Send In Your Order Now

London Rolling Mills Co.

LIMITED

LONDON, CANADA

Sales Agents: Manitoba, Bissett & Webb, Ltd., Winnipeg; British Columbia, McPherson & Teetzell, Vancouver.

Crowding is Fatal to Effectiveness

in window or interior displays. The human eye can only take in so much at a time, and anything beyond that will only confuse and bewilder.

Better rely on the general ELEGANCE of the goods, and use a line in which this quality is a natural part such as

"WELLWORTH"
Better Quality
Aluminum Ware

Representatives throughout Canada.

British Columbia; T. S. Griffiths & Co., Vancouver.
Middle West; J. K. Bell & Co., Winnipeg, Man.
Northern Ontario; W. H. Mohan, Box No. 741, North Bay.
Quebec Province; H. H. Palmer, 400 Outremont St., Montreal, P. Q.
Central Ontario; J. J. Carte, Head Office,
East & West; J. R. McMillan, 28 Front St. E., Toronto, Ont.
A. J. Seiler, Head Office.

Wentworth Manufacturing Company
Hamilton Canada

An Axe is as Strong as its Handle

STILL'S

—will give you a stronger working tool, for STILL'S HANDLES are made from the best of Canadian Woods.

The sale of

STILL'S HANDLES

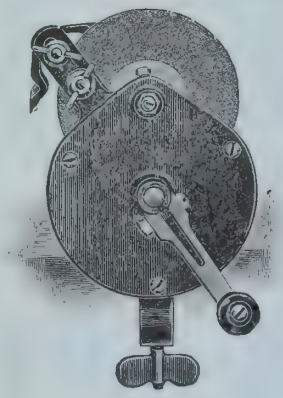
far exceeds all other makes.

There's a reason.

Axe, Pick, Sledge and Hammer Handles, Cant Hook and Peavie Handles.

It pays to sell **STILL'S.**

J. H. Still Mfg. Company
ST. THOMAS -:- ONTARIO



Coolkutter Tool Grinders

ARE ENCLOSED CUT GEAR MACHINES

Points That Make Sales

The Coolkutter Tool Grinder is a quality product that sells on merit. Its service-giving qualities and moderate price make these grinders a profitable line for the progressive hardware merchant. Build your sales by adding this profitable line to your stock.

The grinding wheel used on the Coolkutter machine was carefully selected for its cool and quick-cutting qualities. These Grinders are finished in black japan, made in four sizes.

Western Hardware Mfg., Co.
Milwaukee, Wisconsin

Wrought and Steel Plate
WASHERS
OF ALL DESCRIPTIONS

ROUND AND SQUARE

PLAIN OR GALVANIZED



Annealed Rivet Burrs; Felloe Plates; Sheared and Punched Plates; Malleable Washers and Cast Iron Washers.

PROMPT SHIPMENTS

We Guarantee Quality and Service.

Wrought Washer Mfg. CO.
Milwaukee, Wis.

5 out of 7 and 3 out of 5

Five out of every seven customers in a Hardware Store own an automobile. If the dealer is right smart he can land a good share of the automobile accessory trade of these people. GET OUR PRICES AND TERMS. OUR CATALOG SHOULD BE IN YOUR HANDS. WRITE FOR IT.

BATTERIES

We are distributors of the world-famous

HART BATTERY

We can ship any size on short notice, fully charged.

TIRES

You should get your supply of

PARTRIDGE TIRES

from us, as we are Ontario distributors. Our terms and prices may be had on inquiry.

SERVICE

VULCANIZING

Hardware men need not turn down any chances to handle Tire Repairs. Send the job to us, we will give you estimates and a prompt service.

BATTERY REPAIRS

Battery repairing is delicate work. Our department is in charge of experts. Honest work and honest charges.

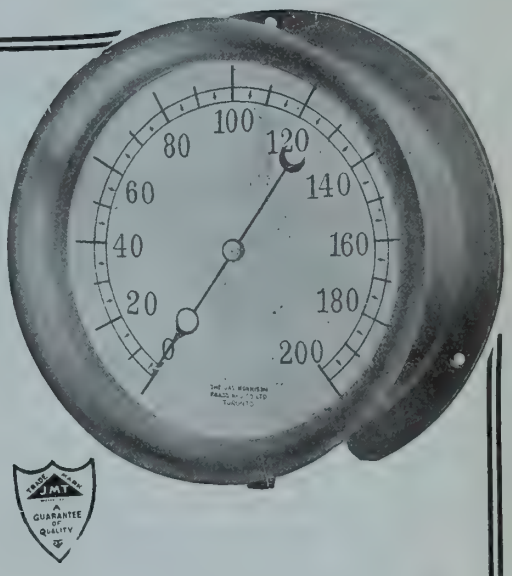
Samuel Trees & Co., Limited, 42 Wellington St. East

Manufacturers and Jobbers. Auto Accessories. TORONTO

Established 1869

Sales Built on Confidence

Morrison Gauges



include gauges for every conceivable purpose—for indicating or recording:—pressure, temperature, altitude, revolutions, etc.

These well-known, reliable gauges sell well because they are regarded by mechanical men as standard.

There is hardly a requirement for gauges that you cannot supply with Morrison Gauges. With the Morrison line you can make a sale out of inquiries.

Write to-day for catalogue of the reliable Morrison products. It will pay you to stock and sell the famous Morrison line.

James Morrison Brass Mfg. Co., Ltd.

93-97 Adelaide Street West, Toronto

If interested, tear out this page and place with letters to be answered.

"The Premier"

The Chicago "Premier" Spring Pivot Hinge is high-class—in a class by itself.

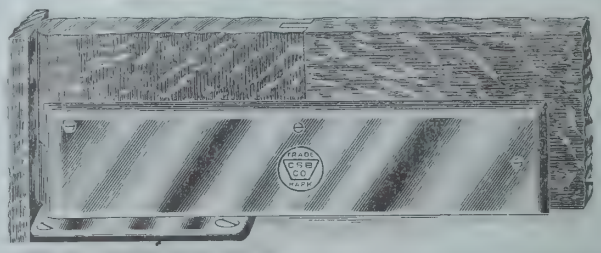
The weight of the door is carried on ball bearings, the eccentric has roller bearings and the spring is made of best tempered steel flat wire.

It also has a tension adjustment and an aligning feature.

It is recognized as the "PREMIER."

Chicago Spring Butt Company.
CHICAGO NEW YORK
Send for Catalogue M36

TRADE CHICAGO MARK
TRADE CSB CO MARK
SPRING HINGES



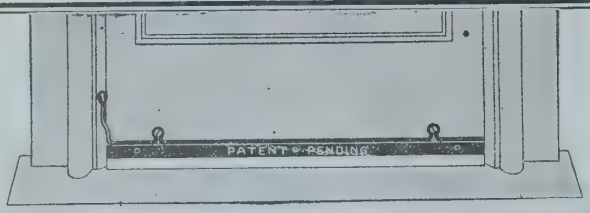
FISHING TACKLE MEANS
ALLCOCK, LAIGHT AND WESTWOOD CO., LIMITED
70 King Street W. - - - Toronto, Ontario



HE PROGRESSIVE MANUFACTURING CO.
Torrington, Conn., U.S.A.

FORSTNER BITS

bore their way right through tough, hard, knotty, cross-grained wood and leave a smooth hole and clean surface. That's performance. THEY DIFFER FROM ALL OTHER BITS, BEING GUIDED BY THE RIM INSTEAD OF THE CENTRE. That's scientific construction. They bore any arc of a circle and can be guided in any direction. That's adaptability. Made for Brace-made Machines. Packed singly; packed in sets. That's convenience. And they sell to Wood Workers, Carpenters, Cabinet Makers and others. That's why you should sell them. Order through your jobber to-day

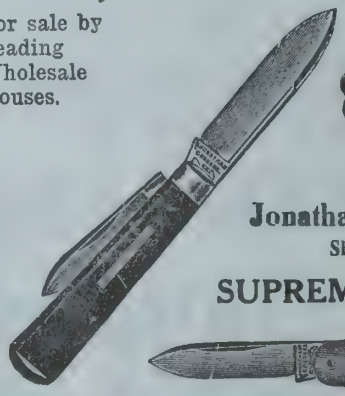


The Automatic Door Strip

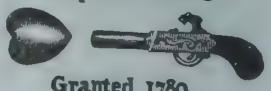
A rubber attachment made in lengths to fit any door; works automatically; no friction; cannot wear out; no draughts; saves coal and time. Easily adjusted; satisfaction guaranteed. Write to-day.

Atlas Iron, Wire and General Metal Works
815 Queen St. West, Toronto. Phone Adel. 3889
Manufacturers of
Elevator Enclosures; Works for Banks, Offices, etc., a specialty; Ornamental Iron Fence; Wire Window Screens; Guards for Machinery Protection.
"While we stand still we rust."

For sale by Leading Wholesale Houses.

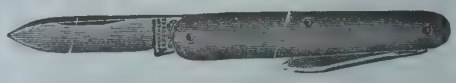


Corporate Mark



Granted 1780.

Jonathan Crookes & Son
Sheffield, England
SUPREME CUTLERY



Fittings Limited



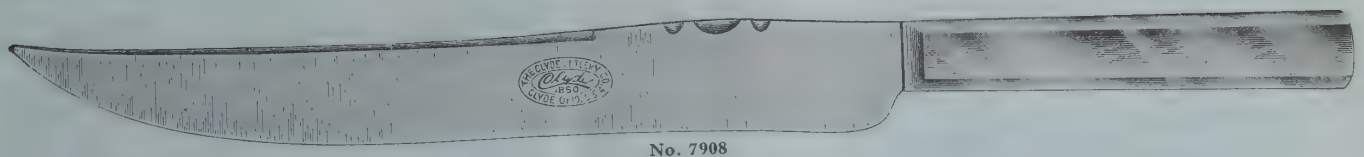
Trade Mark
Registered

Manufacturers of Malleable and Cast Iron Pipe Fittings

Oshawa

G. W. METALS
are superior
Manufacturers of the famous
XXXX NICKEL SPECIAL No. 1 R.R.
BABBITT METALS
SOLDERS PIG and CALKING LEAD
Made in Canada
Write or Wire Your Enquiries
Great Western Smelting & Refining Co.
Vancouver, B. C.

Wm. M. Gordon & Co., Winnipeg, Man.
A. G. Low Co., Saskatoon, Sask.



No. 7908

TWO HOUSEHOLD FAVORITES

of exceptional quality and finish, that have proven their worth.
No cutlery stock is complete without these two numbers.

This Trade Mark

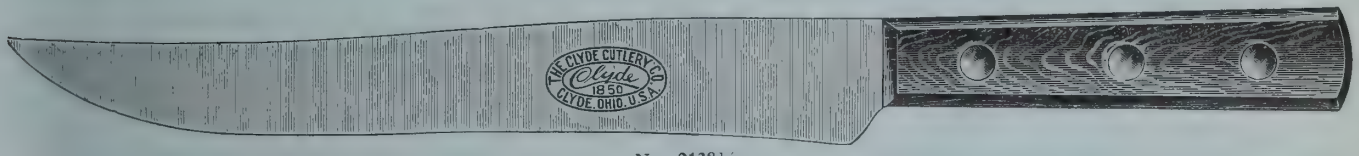
THE CLYDE CUTLERY CO. Clyde 1850 CLYDE, OHIO. U.S.A.

Is Your Guarantee

The CLYDE CUTLERY CO. make a very complete line of household cutlery in new and popular designs. Each pattern is distinctive and meets with the approval of the most fastidious.

CANADIAN SALES OFFICE:

ADCOCK & BREWER, LIMITED
MONTREAL, QUE.



No. 2138½

The "NATIONAL" Line
OF
GUARANTEED
AXES AND LUMBERING TOOLS

In our large plant we are now making **all kinds** of good axes, cant hooks, peaveys and maple handles. We make nothing but the best, and **our prices are right.** Every article fully guaranteed.
We want your orders, and we are going to make it to your interest to place them with us.

OUR NEW AXE AND LUMBERING TOOL CATALOGUE IS NOW READY

Write us for one, and mention the lines in which you are most interested, and we will quote you our "dull times" prices on them. **Write now.**

THE NATIONAL FARMING MACHINERY Limited
Montmagny, Quebec

If interested, tear out this page and place with letters to be answered.

OUR COLORED GRADES

1B, 1A, 7, 1, 5

OUR WHITE GRADES

Jap, XC, X, XX, XXX

We can supply you with cotton waste at prices lower than any others for equal quality. Better write us your needs to-day.

ACME WASTE MFG. CO., LIMITED

492 Wellington St. W., Toronto

HOYT METALS

SELL YOUR SHARE

Engineers in charge of valuable machinery, and responsible for steady production, know the value of Hoyt Metals wherever speed and fast work are necessary. There are many prospects in your town, where you can introduce Hoyt Metals, assured of consumer satisfaction and new business for yourself.

HOYT METAL COMPANY

MONTREAL TORONTO WINNIPEG

Pedlar's

Galvanized Steel Shingles
Corrugated Iron Siding
Plain and Stone Pattern Siding
Metal Ceilings and Walls
Eaves Trough and Conductor Pipe, Etc.

Write for Price List and Illustrated Catalog H.M.

The Pedlar People Limited

Established 1861

Executive Office and Factories: Oshawa, Ont.
Branches: Montreal, Quebec, Halifax, St. John, Ottawa
Toronto, Winnipeg, Calgary, Vancouver

STERLING £ TWINES

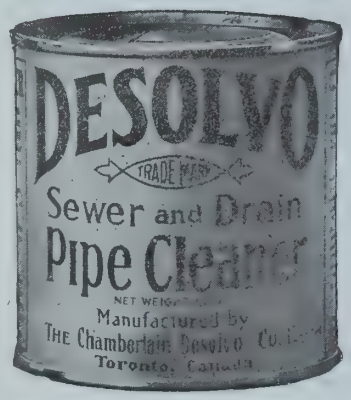
Made in Canada by

The Sterling Twine Company, Limited
Walkerton, Ontario

Samples and prices upon application to

WILKINSON PAPER CO., LIMITED
76 Bay Street, TORONTO

Exclusive Selling Agents for Ontario



It Supplies an Existing Need, and So It Has Steady, Profitable Sales

People needed Desolvo even before they knew about it. They need it just as much today. They need it again, as soon as the cans are empty, to be ready for the next frozen or clogged pipes. It should be on hand all the time and office Buildings, Hotels, etc. buy it that way.

THE CHAMBERLAIN DESOLVO COMPANY
109 Church St., Toronto

Eastern Canada Representatives:
Richardson & Bureau, 55 St. Francis Xavier St., Montreal, Quebec.
Ontario Representative:
L. F. Mayne, 875 Trafalgar St., London, Ont.
Western Canada Representatives:
N. D. McPhail & Co., 1329 Standard Bank Bldg., Vancouver, B.C.

EMPIRE LEVELS

HAVE CONVINCING SELLING POINTS

The dealer will find them a constantly moving line because they are extremely accurate, durable and very striking in appearance.

The EMPIRE line includes a level for every use — aluminum, wood, and brass-bound, in many sizes and styles.

Complete catalogue on request.



The EMPIRE ADJUSTABLE ALUMINUM LEVEL, shown above, is the biggest selling level on the market. The improved adjustable and interchangeable vial case enables the user to repair broken glasses without impairing the use of the tool.

EMPIRE LEVEL MFG. CO.
MILWAUKEE, WIS., U.S.A.

Western Agents--L. T. Walls Sales, Ltd., Confederation Life Bldg., Winnipeg

JOSEPH RODGERS & SONS LIMITED

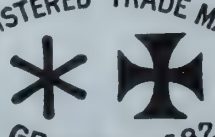
SHEFFIELD, ENG.

Avoid imitations of our

CUTLERY

By seeing that this exact mark is on each blade.

REGISTERED TRADE MARK

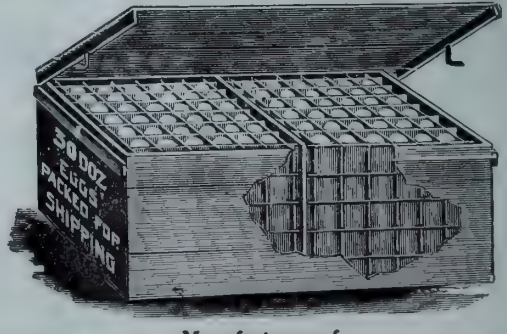


GRANTED 1682.

SOLE AGENTS FOR CANADA

James Hutton & Company
MONTREAL

THE MILLER BROS. CO., LIMITED



Manufacturers of
White pulp egg case fillers and extra flats in standard and extra large sizes for 12 and 30 dozen egg crates.
20-38 DOWD STREET, - MONTREAL, CANADA



Educating the Users of Files

Files are comparatively short-lived, and must be replenished often, if efficient work is desired. This we are constantly impressing on file users through our advertising.

The prestige of our five brands as the standard of file quality is also maintained in our advertising.

These are two ways we are helping you to sell these five brands:

KEARNEY & FOOT
GREAT WESTERN
AMERICAN
ARCADE
GLOBE

FILES and RASPS

We carry large reserves, so you can restock quickly from your jobber.

Made in Canada by:

Nicholson File Company

Port Hope - - Ontario

MENDETS
A PATENT PATCH

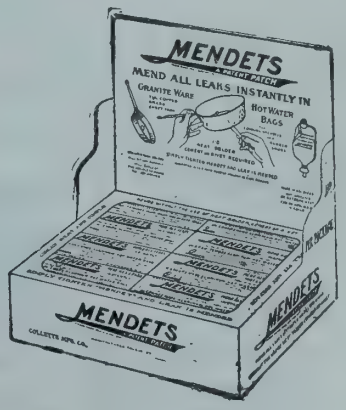


They Attract, Interest, Convince, AND Sell Housewives

Display Them On Your Counter

It's a simple process. Every household has some utensil that can be made serviceable again with Mendets. The display on your counter attracts attention the idea catches hold, and suggests the utensil needing repairs. The cost is low so that the desire is easily satisfied and Mendets are bought.

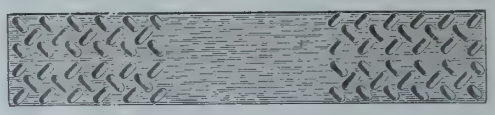
This takes little of your time. It pays you well.



Collette Manufacturing Company

COLLINGWOOD, ONT.

Premax Stronger Wall Ties



Premax Galvanized Wall Ties may be had in three sizes. All are well-designed, heavily plated to prevent corrosion and amply strong for the most severe demands.

Ask for our new prices on Premax Builders Hardware---Wall Ties, Veneer Ties, Brick Bonds, Wall Plugs and Sash Chain

"20 Successful Years Old"

NIAGARA METAL STAMPING CORPORATION

Division M **Niagara Falls, N. Y.**

Western Canadian Sales Agent

D. A. McDonald, 141 Bannatyne Ave., Winnipeg, Man.



Again in Demand

The wooden tub is back—the high cost of the metal is largely responsible, but a wooden tub has other advantages.

There is no galvanizing or plating to fall off. No rust to spoil clothes, and hot water retains its heat longer.

Cane's wash tubs will be favored. They last a lifetime and are built with the workmanship that has made Cane's Woodenware popular for over thirty-five years.

Order a supply of Cane's Tubs from your dealer for a source of Good Revenue

The Wm. Cane & Sons Company, Ltd.

Manufacturers **NEWMARKET, ONTARIO**

The Right Goods at the Right Time

Because we understand this important factor in the retailers' success we have qualified our house to hold in stock and ship promptly the right goods. The goods that our experience enables us to select from the thousands of lines offered on the market. We are able to make this selection with confidence and offer you dependable goods of assured saleability.

May we fill a trial order to convince you?

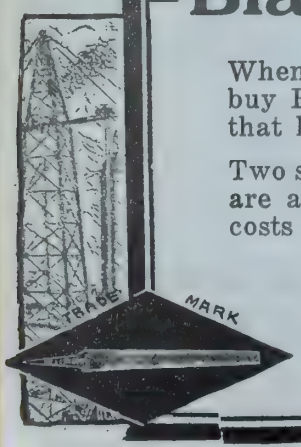
Thos. Birkett & Son Co.

Limited

Shelf and Heavy Wholesale Hardware

Ottawa, Canada.

Black Diamond for Cutting



When you buy a file, you buy cutting service For extra cutting value, buy Black Diamonds. Made since 1863 to a standard of file quality that has won highest honors at expositions and at the bench.

Two simple steps will lead to better filing except where Black Diamonds are already used. Our catalog is free for the asking. A shop trial costs nothing and will show convincing results.

Established 1863

Black Diamond File Works

G.& H. Barnett Company 1078 Frankford Ave. Philadelphia, Pa.

Owned and Operated by Nicholson File Co.



If interested, tear out this page keep with letters to be answered.



Service Counts!

Eavetrough, Conductor Pipe and Elbows, Ridge Roll, Valleys, Corrugated Iron, and a large stock of Galvanized and Black Sheets.

"We Ship While Others Are Thinking About It."

Wheeler & Bain
Toronto, Canada

Butler's **FAMOUS SHEFFIELD CUTLERY**

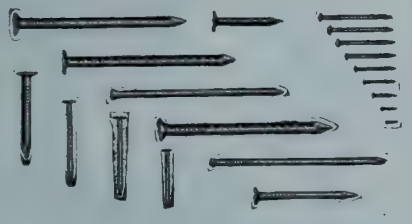


JAMES BUTLER, Head of the Butler Firm 100 years ago.

Regd A.D 1681 | "BUTLER" 1768 | ART 1861

GEO. BUTLER & CO., LTD., Sheffield, England
London Showroom, 62 Holborn Viaduct, E.C. 1.
Address correspondence to TRINITY WORKS, SHEFFIELD

Make NAILS! Not NOISE!!



USE OUR IMPROVED

Universal Wire Nail Machines

Fast, Smooth and Quiet Running. No Cams or Gears.

Sleeper Hartley, Inc.
WORCESTER, MASS.

Kester Rosin-Core Wire Solder

a self-fluxing solder for electrical repair and manufacturing work. Flux and solder are applied in one. In great demand by all solder users because it saves half of the workman's time and gives a strong bond. Comes in convenient package form for sale in hardware stores.

Kester Acid-Core Wire Solder for automobile and general soldering is also made.

Chicago Solder Co.
4225 WRIGHTWOOD AVE., - CHICAGO, U.S.A.

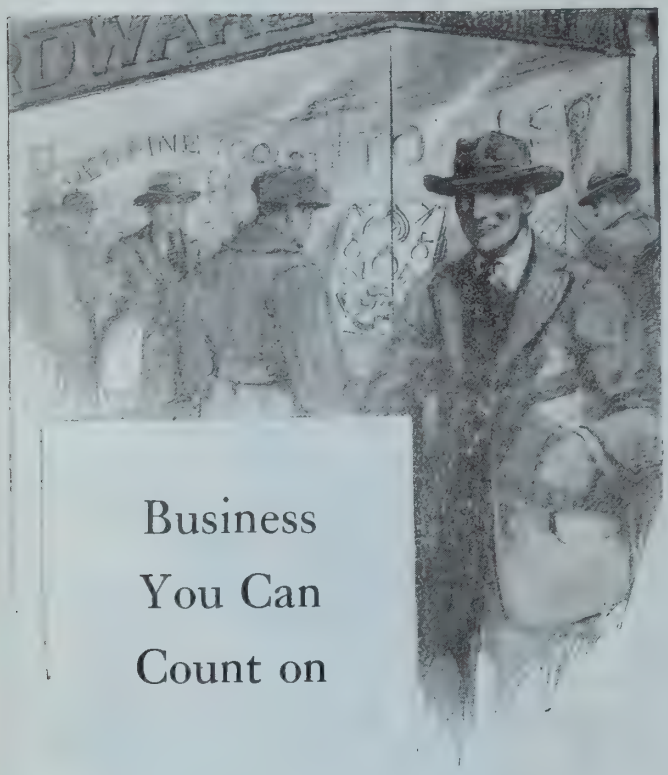
WILKINSON & KOMPASS
TORONTO HAMILTON WINNIPEG

IRON AND STEEL
HEAVY HARDWARE
MILL SUPPLIES
AUTOMOBILE ACCESSORIES
WE SHIP PROMPTLY



PARIS
REFRIGERATORS
SCREEN DOORS
WINDOW SCREENS
COMBINATION SCREEN AND STORM DOORS
RELIABLE GOODS AND PROMPT SERVICE
WRITE FOR INFORMATION

Sanderson-Harold Company, Ltd.
PARIS, ONTARIO



Business
You Can
Count on

The demand for Starrett Tools is solid substantial, enduring—like the *quality* of the tools themselves. Your reputation as a store that handles Starrett Tools is an income-producing asset on which you can always depend.

And you can rely, too, on the steadfast Starrett advertising policy, which year after year is spending thousands of dollars in publications mechanics read, to still further build prestige for Starrett Tools—and Starrett Tool sales for you

Send for Catalog No. 22 M.A

THE L. S. STARRETT CO.

The World's Greatest Toolmakers
Manufacturersof Hack Saws Unexcelled
ATHOL, MASS.

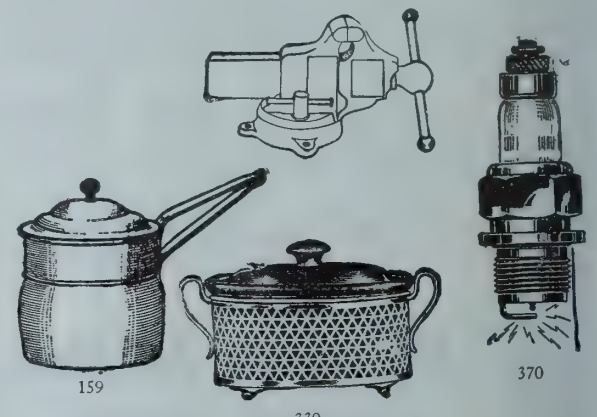


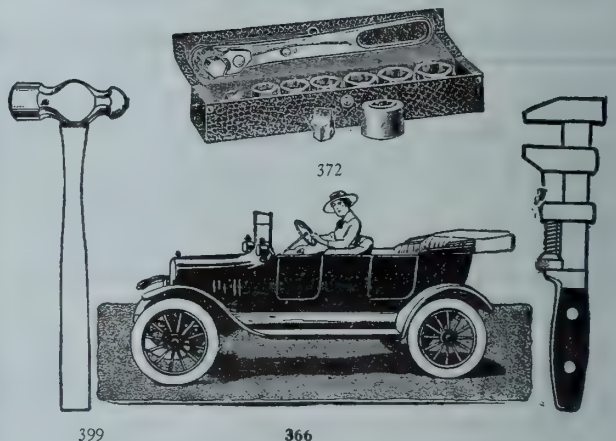
Starrett Tools

STARRETT TOOLS — STARRETT HACK SAWS

Retailers' Electro Service

A GOOD ILLUSTRATION is worth 1,000 words. Over 400 hardware electros are shown in a booklet which Hardware and Metal supplies free to its readers. Following electros have been selected at random. Send for complete catalogue.





THE above are a few of HARDWARE AND METAL'S electro assortment, comprising 412 electros of hardware and motor accessory articles, which are available to subscribers at a cost of 30c each, cash with order. Booklet showing complete assortment will be mailed free upon request.

HARDWARE & METAL
Electro Department
143-153 University Avenue
TORONTO, CAN.

If interested, tear out this pageplace with letters to be answered.

GERMANTOWN LAMPBLACK



THE L. MARTIN CO.
HEADQUARTERS FOR
LAMPBLACK
IN ENGLAND AND AMERICA

Originators of Eagle, Old Standard, Globe and Pyramid Germantown Brands.
Suppliers of Bulk Blacks to the highest class Grinding Trade.

Montreal, Toronto, Winnipeg, New York, Philadelphia, London, Eng.

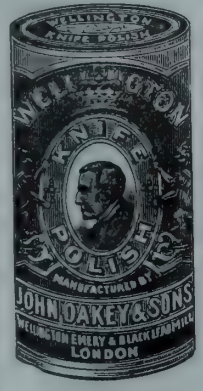


IMPERIAL
ACID CORE
ROSIN CORE
PASTE CORE
WIRE SOLDER
for AUTOMOBILE and GENERAL SOLDERING WORK, Canadian Made.

ALSO IMPERIAL SOLDERING PASTE

THE CANADA METAL CO., LIMITED
TORONTO HAMILTON MONTREAL WINNIPEG VANCOUVER

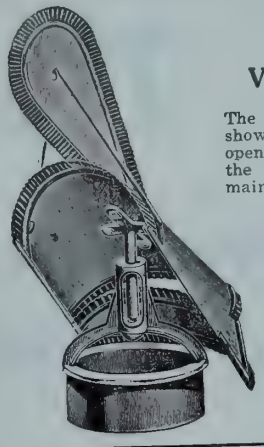
OAKEY'S
"WELLINGTON" KNIFE POLISH



The original and only reliable preparation for Cleaning and Polishing Cutlery, etc.

John Oakey & SONS, Ltd.
Manufacturers of
Emery, Black Lead, Emery Glass and Flint Cloths and Papers, Etc.
WELLINGTON MILLS
LONDON, S.E.1, ENG.
Agents:
F. Manley, 147 Bannatyne Ave. East
WINNIPEG
Sankey and Mason, 839 Beatty St.
VANCOUVER

O-Rib-O
Volcano Chimney Top



The Deflector — the lower slanting part shown — receives wind through the sloped opening, directing it over the chimney on the "blow-pipe" principle, creating and maintaining a continuous draft.

Cures the worst chimneys, and closes sales with a bang. Homes, stores, churches, factories are all your prospects.

Order to-day.

O-Rib-O
Manufacturing Co.
Winnipeg, Manitoba



Mincing Machines

The knives and plates are made of wrought Swedish Steel of finest quality. The Mincers may be had tinned all over or enamelled white inside and japanned red outside. A line that sells on merit with profitable results. Write for more details.

Canadian Agent:
F. W. Lamplough & Co. *46 ALEXANDER ST., MONTREAL*

Stove Mica

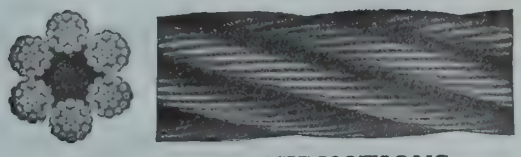
Mica Company of Canada, Limited
P.O. Box 156, Hull, Que.

All sizes of Clear Mica in stock for immediate shipment.

Manufacturers of Mica Insulation.

Price List on Application

WIRE ROPE AND FITTINGS



OF ALL CONSTRUCTIONS

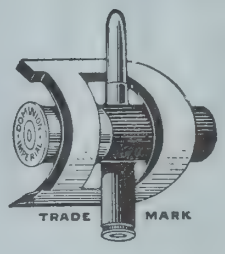
The demand is steady. Are you getting your share of this business? We co-operate with you.

Have you a copy of our Catalogue?

We also manufacture Wire Cloth, Iron Stairways, Fire Place Screens, Window Guards

CANADA WIRE & IRON GOODS CO.
HAMILTON

If interested, tear out this page and keep with letters to be answered.



TO-DAY

Write your specifications for Dominion Ammunition

Hardware merchants, you can protect yourselves against disappointing your regular ammunition customers by specifying your requirements now. You will sell a lot of Dominion Ammunition this Fall—if you have it when your customers want it.

A survey of the sales possibilities for Dominion Ammunition shows that no less than the normal Fall demand is probable. Closed seasons are the only dull times the sportsman knows.

We have the materials; we know the orders will come—but we must have your specifications before we can manufacture more than a certain percentage of Canada's requirements.

By specifying your requirements now—no matter how small or for what delivery date—you will be sure of the stock you need to satisfy your customers and avoid disappointment.

Dominion Cartridge Co., Limited

Owned and operated by Canadian Explosives, Limited

Halifax Montreal Toronto Sudbury Winnipeg Vancouver

If interested, tear out this page and place with letters to be answered.

The Only Weekly Hardware Paper in Canada

Member Audit Bureau of Circulations *Member Associated Business Papers*

Hardware and Metal

CANADA'S NATIONAL HARDWARE WEEKLY

Vol. XXXIII JUNE 25, 1921 No. 26

New Merchandising Vogue May Stay 37
Effective Combinations in Display 38
Turpentine and Linseed Oil Feature Markets 39
Saskatchewan R.M.A. draws record crowd 40
"A Great Victory for the Retailer" 41
Swift Current Man Heads Sask. R.M.A. 42
Want Better Margin on Oil 43
Editorial Comment 44
Events in the Trade 45
Weekly Hardware Market Reports, Montreal, Toronto, London, Winnipeg 46
Weekly Paint Markets 50
Doubles Paint Business in Two Years—Making an Attractive Brush Display 52

The MacLean Publishing Company, Limited

JOHN BAYNE MACLEAN, President. H. T. HUNTER, Vice-President.
H. V. TYRRELL, General Manager.

Publishers of Hardware and Metal, The Financial Post, MacLean's Magazine, Farmers' Magazine, Canadian Grocer, Dry Goods Review, Men's Wear Review, Printer and Publisher, Bookseller and Stationer, Canadian Machinery and Manufacturing News. Power House, Sanitary Engineer, Canadian Foundryman, Marine Engineering of Canada, Canadian Motor, Tractor and Implement Trade Journal, Druggists' Weekly.

Cable Address, Macpubco, Toronto; Atabek, London, Eng.

ESTABLISHED 1887.

HARDWARE AND METAL

GEO. D. DAVIS, Manager.

CHIEF OFFICES:

CANADA—Montreal, Southam Bldg., 128 Bleury St., Phone Plateau 946. Toronto, 143-153 University Ave., Telephone Adel. 5740; Winnipeg, 901 Confederation Life Bldg., Telephone A. 3773; Vancouver, 314 Carter-Cotton Building, 198 Hastings St. West. Woodstock, Ont.

GREAT BRITAIN—London, The MacLean Company of Great Britain, Limited, 88 Fleet Street, E.C., E. J. Dodd, Director, Telephone Central 12960. Cable Address: Atabek, London, England.

UNITED STATES—New York, A. R. Lowe, Room 1606, St. James Building 1133 Broadway (corner 26th St.), Telephone Watkins 5869; Boston, C. L. Morton, Room 734, Old South Building, Telephone Main 1024; Chicago, H. A. Maguire, 405-6 Transportation Bldg., 608 So. Dearborn St., Telephone Wabash 9430.

SUBSCRIPTION PRICE—Canada, $4 a year; Great Britain, South Africa and West Indies, 16s. 6d. a year; United States, $4.50 a year; other countries, $5 a year. Invariably in advance.

INGOT METALS

Tin
Zinc
Lead
Copper
Antimony
Aluminum
Stock and Import

A. C. LESLIE & CO., LIMITED
560 ST. PAUL ST. WEST
MONTREAL

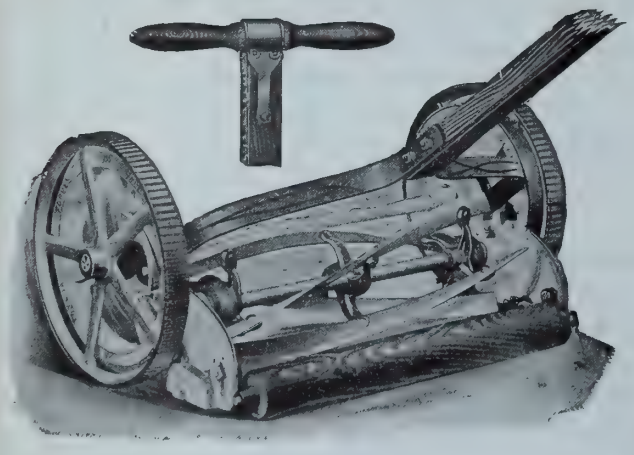
QUEEN'S  **HEAD**

The stamp of this brand on any GALVANIZED IRON is an immediate guarantee of quality, and an assurance that the iron may be subjected to the severest possible tests.

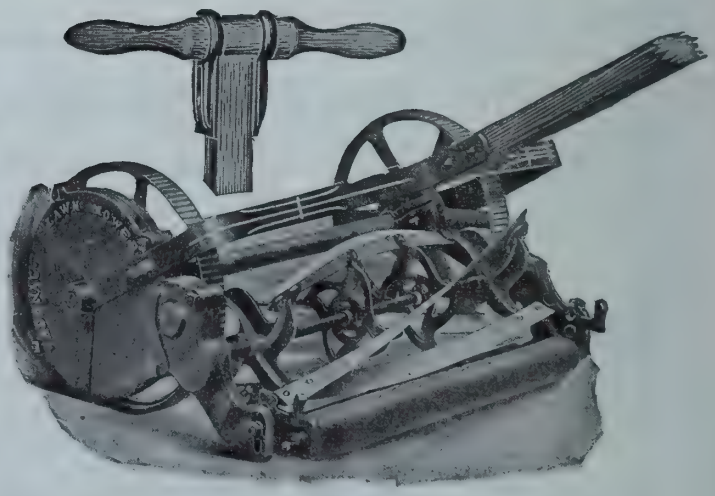
Once Tried—Always Used
If You Want the Best

John Lysaght, Ltd.
Manufacturers
BRISTOL and NEWPORT

A. C. Leslie & Co., Ltd.
Managers Canadian Branch
MONTREAL



How is your stock of mowers? We are in splendid shape to fill rush orders. Write, phone or wire--immediate shipment.



The following makes are always in demand:

"ADANAC"
"DAISY"
"ONTARIO"
"STAR"
"WOODYATT"
"EMPRESS"

Taylor-Forbes
Company, Limited

Head Office and Works
Guelph, Canada

Montreal Branch: 246 Craig St. W. Toronto Branch: 1088 King St. W.; Vancouver Branch, 1070 Homer St.
Maritime Provinces Agents: H. C. Rogers, Limited 147 Prince William St., St. John, N.B.
Western Agents: Harry F. Moulden & Son Confederation Life Bldg., Winnipeg, Man.

If interested, tear out this pageplace with letters to be answered.

Canada's National Hardware Weekly

Hardware and Metal

Published Every Saturday Since 1888

Vol. XXXIII. June 25, 1921 No. 26

New Merchandising Vogue May Stay

Lower Costs on Builders' Hardware This Week Expected to Help Construction in Fall—Continued Price Reductions Raise Interesting Points as to Merchandising Policy for the Future—Will Frequent Orders in Small Quantities be Permanent Basis for Future?

IF lower costs on building materials and labor will accelerate construction in Canada, lines relative to the hardware trade are certainly lending assistance this week, two very important commodities having been adjusted to lower levels. Prices on all tarred felts, dry and tarred sheathings show a decline of from 10 to 15 per cent. While this can hardly be stated as an outstanding feature, considering the market tendencies of many hardware commodities to-day, dealers throughout the country will undoubtedly welcome the advice.

In the opening months of the year, most products of the roofing manufacturer registered a price decline in sympathy with costs of raw materials. Production costs, particularly as regards labor, were taken into consideration at that time inasmuch as a higher standard of efficiency had been reached, but no reduction in wages was forthcoming. Forecasts as to the future trend of prices were that if changes were made, they would not be of a radical nature. Such has been the case up to the present; there has been a quite gradual decrease in prices of most products, with reductions slight, culminating with the present reduction, which, it is thought should encourage building as far as building papers are concerned.

Builders' Hardware Declines

Accompanying the above reductions, comes the announcement from manufacturers of builders' hardware, that their lines of brass, bronze, iron and steel hardware have undergone a reduction, ranging from 10 to 20 per cent. While lines of a cheaper nature are not included, the decrease is quite general for the higher priced lines. These price cuts cover locks, door sets, and some lines of butts, in brass, bronze and steel. Other lines in porcelain and jet knobs are not yet affected.

It is reported that present stocks in the various lines are fairly heavy, and that although current business is far from disappointing, the total volume of sales is falling short of expectation in certain quarters. Calculations for this season were based upon an extensive building revival, and the short-coming evident in the amount of new construction, both prospective and under way, are stated to have contributed in a considerable manner towards conditions now existing in these trades.

Whether such price reductions have arrived too late to materially affect this situation, or not, is problematical. It is pointed out, however, that with the new lower quotations now prevailing on these products, stimulated activity for the fall season is generally looked for, and dealers further state that prospects tend towards a brighter tone prevailing in future sales.

Recent price revisions recorded on compression goods, are also of interest in connection with the general tendency to reduce the cost of certain building materials. Increased discounts on eavestrough and conductor pipe were noted during May, and an increase in the current volume of sales has since been evident in these products. Similar reductions in corrugated sheet prices a few weeks ago stimulated the movement in this line also. Many other changes to a lower price basis have recently been apparent affecting builders' hardware.

May Stimulate Activity

These and other recent price declines should bring about renewed trade activity, according to the opinion expressed by one of the leading eastern manufacturers when interviewed by Hardware and Metal, he also making the prediction that the more frequent replacement order by retailers has come to stay, and that the future will see improved co-operation between the manufacturing plant, or wholesale house, and the retail store.

"For some time past the idea has developed, among the public as well as throughout the trade, that the peak of high prices has not only been reached, but passed. Consequently, this brought about a feeling that reductions would be the order of the day, and that price declines could be looked for with more or less certainty", he stated.

"Whether this opinion was right or wrong, matters not. The primary reason to consider is, that we have been witnessing a gradual lowering of prices, especially during the current year, and it is not the unnatural expectation of many that the future will show further price reductions.

"How this will stimulate business is accounted for in this manner. As prices continued to range higher, purchases began to decrease in volume. In conjunction with the rumor of anticipated price revisions, merchants' orders were noticeably smaller and more or less frequent. This is the condition which exists to-day in the majority of lines. But in turn, the manufacturers have also been forced to purchase in lesser quantities, until small replacement orders have become usual and expected. Everyone has seemed to be holding off, pending price developments.

May Shed Hesitation

"With price adjustments on a reduced scale fast becoming evident, buyers of all grades can be looked for to shed their hesitation and make certain purchases, even if they are not as large as in former days, and in some cases covering immediate requirements only. The chief thing is that the buyers' confidence should be restored, and confidence is a vital factor.

"The period of trade adjustment through which we are passing is also likely to bring about a revised method of buying on the part of the retail merchant. Business conditions have forced quicker turnover, and smaller and more frequent purchases make this possible. Specialty sales, new and up-to-date methods of salesmanship, and the closer co-operation of manufacturers, and wholesalers with the retail trade, tend toward an increased volume of local trade, and the merchant can then afford to work on a closer profit margin.

Smaller Orders in Future

"We therefore look for sorting-up orders and smaller shipments in the future, for merchants generally have learned the lesson of the past few years and realize the advantages in this method of buying and in taking their cash discounts. Retail stocks will not be so heavy, not only because the current demand may be somewhat lighter, but also for the reason that the merchants will be striving for quicker turnover.

"Manufacturers who aim to build up a sound business reputation have adopted this policy with their customers. Of course there always is a certain class of manufacturers who will load up any merchant whenever the chance presents itself, but their percentage is getting smaller. Tactics of this description do not pay permanent dividends, for the good-will of the trade is a recognized factor in modern scientific business."

Effective Combinations in Display

Customers Dissatisfied With Purchase at Local Hardware Store Frequently Shun that Store in Future but not so with Departmental Stores—Garden Accessories and Paints Prove good Combination Prior to warm Week-Ends in Early Summer.

ANother hardware firm to prove the value of selling high grade paint is the Mathewson Hardware Ltd., Toronto. This firm has built up an active business in paints in a more or less business district, drawing custom from the residential district surrounding the business section.

Discussing various factors in paint selling, Mr. Mathewson stated to Hardware and Metal that in his trade he has found that a cheap grade of paint does not pay. He makes the point that even if a departmental store sells a low grade paint at a low price and it does not come up to the customer's expectation, the customer will still continue to deal with that departmental store for various requirements, but not so with the hardware store. As Mr. Mathewson states, once a customer has been disappointed in his or her purchase at the hardware store they frequently shun that store in future with the idea that the merchant is himself to blame for their purchase of cheap goods and thinking that if he would "put one over" them on that article he would do it on others.

This is an unfortunate condition for the retail hardware merchant, as occasionally unavoidable mistakes will be made and result in disappointment to the customer in the purchase, but, as Mr. Mathewson points out, it is therefore all the more necessary for the merchant to be constantly vigilant to see that his customers get what they require and that they are educated to the value of high class materials.

Seasonable Lines Featured Together.

In connection with Spring paint selling this firm makes frequent window displays, usually in conjunction with some other seasonable line such as is shown herewith. In addition, advantage was taken of a recent opportunity to link up with the special efforts of the representative of a certain paint company who canvassed the district adjacent to the Mathewson store and demonstrated to housewives, right in their homes, the value of paint and varnish as a preservative and a beautifier. This representative had color cards and other literature to press home his arguments, and he found that those called upon were only too glad to seek his advice as to how to go about fixing up woodwork, furniture, stoves, pipes, floors, etc. In many cases these various articles were badly in need of a coat of paint or varnish but had been neglected through oversight. Bringing the matter to the attention of those called upon and being there where it required little effort to be shown how to apply the needed preservative, this representative secured considerable business. A sample of furniture polish was left with each prospect.

Mr. Mathewson reports that many new customers have been won for the store through this effort, and this means a help to the sale not only of paints and varnishes, but of other lines which these customers will constantly be requiring from the hardware store. Mr. Mathewson has found that once a prospect has been introduced to the inside of a certain store, providing they secure courteous attention and are satisfied as to price and quality of goods purchased, it will not be nearly so difficult a job to get that purchaser back to the store on subsequent occasions.

Brings New Customers.

Another result of this special effort was the bringing to the store of customers from a radius formerly looked upon as outside the logical field of business for this store. This further shows the value of individual effort on the prospects at their homes, and is a point to which the hardware merchant can give attention with profit. Recent cartoons have been appearing in some papers comparing the merchant who sits in his store and waits for business to come to him, with the one who gets out and hustles. Recent years have been such as to bring a share of business to the former merchant, but things have changed and it is only the latter merchant who is getting anywhere a normal amount of business. The experience of the Mathewson Hardware Co. proves the force of this statement and also shows that the merchant can greatly help a return to normal trading conditions who goes out to his customers if they will not come to him.

This firm reports paint trade developing well this season, with lower prices helping considerably to speed the turnover. Considerable shelf room is devoted to the paint display in this store. Mr. Mathewson drew the attention of the representative of Hardware and Metal to the shelves which, about 4 p.m. presented a very ragged appearance, these shelves having been filled completely in the morning of the same day.

PUBLISHING UNDER STRIKE CONDITIONS.

Since the issue of June 4, Hardware and Metal has been published under strike conditions, the printers and allied trades having made demands for less hours and an increase in wages which this and other publishing firms considered impossible and entirely foreign to the present tendency toward lower prices and decreased costs. We would therefore ask the temporary indulgence of our readers, if this issue is a little late. Complete service on news, trade features, market reports etc., is being continued as usual and plans are being perfected whereby regular date of publication is expected to be resumed very shortly, irrepective of those on strike.



Paints and garden accessories provide a good combination for sales just prior to warm week-ends early in the summer, according to the experience of Mathewson Hardware Ltd. Toronto. Hence the two lines are featured simultaneously as shown herewith and they get a good share of attention during this season. In the paint display, there is a sample of a board partly covered with paint. This reveals the surface saving and preservative qualities of paint. Brushes are also prominently featured throughout. In the garden accessory window are seen seeds and planting tools, sprinklers, lawn mowers, poultry netting, rakes, shovels, shears etc.

Paint for Repair Work.

While new building is being done to some extent in the district in which this store is located, Mr. Mathewson stated that this had helped sales of builders' hardware to some extent, but had had little effect on paint trade. Practically all the paint being sold is for repair work on properties.

Mr. Mathewson believes in setting a good example himself and has recently had all the shelving and wall display drawers painted. These are done in grey and blue and with samples of various lines of shelf hardware affixed to the exteriors of the drawers it presents a very neat appearance. Realizing the value of displaying brushes to best advantage, this firm contemplates removing the brush stock from the drawers in which they have been classified according to price, and arranging them in a glass display case in the paint section where they will receive the attention of paint purchasers.

It will be noted that a display of garden tools and accessories is shown in the other window. These two lines have been found to go well together and especially just prior to a week-end, great activity results from such displays, and from the advertisements used in the local newspaper.

Turpentine and Linseed Oil Feature Markets

BOTH turpentine and linseed oil continue to feature the price changes occurring in the paint markets.

Linseed oil quotations have been firming up for several weeks, the flax seed situation being one of the principal contributory factors. In addition to the increase of 10 cents per bushel in the tax provided by the United States Emergency tariff on imports of Canadian seed, current crop reports indicate that less flax seed will be harvested this season than was available last year. Due to the recent increase in the cost of seed, the linseed oil market is now very firm. It is reported that these conditions contain the possibility of future price increases, but much depends upon the prevailing demand. Under the conditions outlined, and with a firm demand for linseed oil continuing, quotations might stiffen considerably. But should the current movement in oil slacken to any marked extent, then any such decline in business offers the inclination to shade prices a little, and chiefly, at least, to offset further increases.

Dealers generally quote business as good under present circumstances, but state that it is too early to offer predictions as to the future market activity although the tendency in linseed oil prices is at present on a steady upward trend, based upon flax seed and prevailing market conditions.

Turpentine Price Fluctuates.

Following price increases extending over a period of several weeks, turpentine quotations have now fluctuated with a drop of eight cents per gallon. The recent rapid rise in prices is stated to have been carried to extravagant dimensions, and reaction was looked for in several quarters. The market tone has been reported easier during the last two weeks, and the arrival of fresh supplies has relieved the pressure on local stocks.

Foreign buying, which created a firmer demand, coupled with the manipulation on southern markets of reserve stocks of old season's spirits, are presumably the chief causes for recent price variations. Current stocks were depleted, due to dealers being adverse to purchase heavily on the rising market, and while this condition has now been relieved, little surplus supplies are evident. The principle of small replacement orders is prevalent throughout the trade, even the larger buyers reported as only ordering between 25 and 50 per cent. of normal supply for the current season.

Sask. R.M.A. Draws Record Crowd

Eighth Annual Meeting of the Association Is Marked by Much Enthusiasm, and Timely, Interesting Addresses—One Hundred Per Cent of the Merchants in Saskatchewan Have Weathered the Storm of Business Depression—The President's Address

By Staff Correspondent

SASKATOON, June 20.—The eighth annual convention of the Saskatchewan Provincial Branch of the Retail Merchants' Association of Canada was called to order at 10 o'clock, Tuesday, June 14, in the Byers-Butler Hall, Saskatoon.

S. D. McMicken, Provincial President, was in the chair, and in excellent form. The delegates at the morning session exceeded in numbers any convention record to date, and they continued to roll in all day from the furthermost corners of the great Province of Saskatchewan. Many more arrived for the trade section meetings which occupied the whole of Wednesday, June 15th.

The Mayor's Welcome.

His Worship, the Mayor of Saskatoon, Dr. A. MacG. Young, tendered a most hearty welcome to the visitors, which was further amplified by Harley Henry, president of the Saskatoon Chamber of Commerce. G. Garfield Wray, boot and shoe merchant of Regina, replied to the kindly addresses of welcome.

In his address of welcome, Mayor Young showed a remarkable degree of familiarity with merchandising. He made an expert analysis of past and present market conditions, mentioning that the merchants were not alone when they faced a "buyer's" market, as the municipalities found they were in the identical position when they stepped out to sell their debentures.

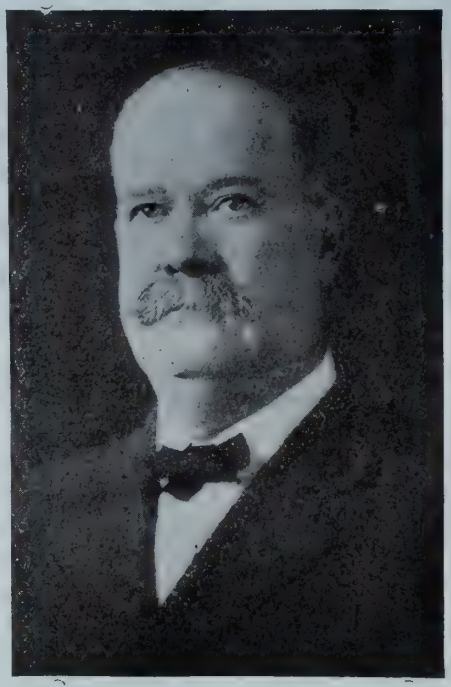
"Considering the troublous time we have been through," said his worship, "Saskatchewan municipalities have made a surprisingly good showing, although in two or three instances municipalities had defaulted in their bonds. This merely should give a lesson to all merchants, many of whom are also municipal officers, to play the safe game in municipal finance as they did in their own business. and I urge you," said the doctor, "to accept such municipal office as the electors will give you. You owe a duty to the country to accept the highest responsibility of citizenship."

Sask. Merchants Weather Storm.

Mr. Henry mentioned that in Saskatchewan almost 100 per cent. of the merchants had managed to weather the storm, and by the look of the crops, there would be smooth water ahead for them. "The watch and wait policy has been played now as far as it pays to do it. The new watchword for you merchants and for us all to 'go get 'em' "

The President's Remarks.

The president's address was a modest one. Mr. McMicken stated that he knew that the secretary had covered



S. D. McMICKEN
of Moose Jaw, who presided at all the meetings of the Saskatchewan R. M. A. convention.

everything pertaining to Saskatchewan and the Dominion President, J. A. Banfield, would report Dominion progress. Therefore he contented himself with a few remarks from brief notes.

Mr. McMicken suffered a most severe loss by fire in Moose Jaw within recent weeks and he has a gang of thirty workmen building him a new store, "and there's only one thing on earth that could have pried me away from superintending that work," said the president, "and that is the work of the R. M. A." Mr. McMicken mentioned that nine executive sessions had been held, two sessions with the Government, one with the wholesale grocers, and one with the Board of Commerce. He spoke most enthusiastically about the spirit of fairness with which the wholesale grocers joined the organized retailers towards settling various contentious points, also the increasing disposition on the part of the Government of Saskatchewan to lend a sympathetic and attentive ear to any suggestions from the Retail Merchants' Association. The president states that an effort is being made to bring the retailers in the four Western Provinces and the Wholesale Grocers' Guild covering the same territory into closer harmony. Great progress along these lines has been made.

Secretary's Report.

The secretary's report certainly proves that the past year was a history-maker in the annals of Saskatchewan Association work.

The secretary, F. E. Raymond, received a most flattering ovation when he took the floor.

"In connection with the matter of making the work of the association more widely known it is my hope during the coming year to be able to arrange for meetings at different points throughout the province, to which merchants from the adjoining towns would be invited, these meetings to be addressed by different members of the executive, and such other speakers as we are able to provide for, from time to time," said the secretary of the Saskatchewan R. M. A. in his report to the annual convention.

"As in the case of the Luxury Tax the provincial office has had a vast amount of work to do in furnishing information regarding the application of the Sales Tax and in acting as a third party in the settlement of disputes between our members and some supply houses, who through a misunderstanding of the regulations had assessed the tax in error, or had perhaps charged an excessive amount. We have also been the means of adjusting to the entire satisfaction of all concerned a number of disputes which some of our members have had with the department at Ottawa, regarding the application of the Sales Tax.

Meetings of the Year.

During the year eight provincial executive meetings have been held. On June 11th, the day following the close of our convention, the executive proceeded to Regina for the purpose among other things of meeting the Government ministers.

Discontinue Branch Offices

Another important step taken at this meeting was the decision to discontinue the district branch movement and to close the offices at Assiniboia and Kerrobert.

This form of organization had been closely watched up to this time and everything possible was done to make it the success that we had hoped for, but we were doomed to disappointment.

Our gross loss in the operation of the Assiniboia branch was $2,464.89.

In the case of Kerrobert which branch was started in January, 1920, our gross loss was $2,347.48. It was estimated that for the coming year the cost of carrying on this work would in the case of each branch amount to approximately $4,500.00, which would mean 180 district members paying a fee of $25. As we had been carrying on in the Assiniboia district since June, 1919, and as our membership at the time the branch was closed was only 70, we could not see much hope of realizing the necessary amount. I feel convinced that if it had been possible to make this plan of organization a success, the two men we had employed would have done so.

Wholesalers Meet Retailers.

Another meeting of very considerable importance to the grocery trade not only of this province, but of all three prairie provinces at least, was held in the Board of Trade Rooms, Regina, on April 12th. Upon this occasion a committee representing the retail grocers, together with the remaining members of the provincial executive, met the representatives of the wholesale grocery houses operating in Saskatchewan.

This meeting was important both from the standpoint of results obtained and the fact that it was a step in the direction of closer co-operation between these two classes of business. A copy of the minutes of this meeting has been sent to the provincial secretaries for the Provinces of Manitoba and Alberta with a request that steps be taken to secure the endorsement of the wholesale houses there, although this is presumed to have already been given effect by the fact that the resolutions passed at Regina were endorsed by a meeting of the Prairie Provinces Wholesale Grocers' Association held in Winnipeg a week or two later. Another meeting to which all wholesale grocers selling in Saskatchewan have been invited regardless as to whether or not they have a house located here, has been arranged for in connection with this convention.

New Fire Insurance Organization.

One other important move made during the year was the arrangement entered into with the Northwestern Mutual Fire Association of Seattle, Washington, which company absorbed our own company, the Retail Merchants' Mutual Fire Insurance Company on December 1st, 1920. Under this arrangement all policies in force with the Retail Merchants' Mutual Fire Insurance Company were re-insured in the Northwestern Mutual from that date. On this business, as well as upon all new business written since, the Northwestern, through the Retail Merchants' Underwriters Agency, a purely Canadian institution, have allowed a dividend for the first 2 months of 35 per cent. and since that time 40 per cent. of the earned premium.

Praise For Organizers.

A large amount of credit is due to our two organizers, Mr. G. W. Anderson and Mr. W. L. McQuarrie for the efficient manner in which they carried on their work, which resulted in an increased membership, in spite of depressed conditions and an increased fee. Our membership at the close of 1919 was 1944 and at the close of 1920 it stood at 2,157, an increase of 213 for the year. Meetings were held in a large number of towns throughout their respective territories with good results and in a number of cases active local organizations have been formed, which give promise of good results to the local merchants.

VISIT GOVERNMENT FARM.

Following the luncheon hour, the delegates were guests of the local merchants and the United Commercial Travellers' Association in a delightful motor drive around the "miracle city." The Dominion Government Forestry Farm was visited, where Mr. McLean, the officer in charge, explained the Government's plan of assisting in the forestration of Saskatchewan and the beautifying of rural homes. Then the University of Saskatchewan was visited and an address was listened to in the new physics lecture room. The various departments of the University work were thrown on the screen and the delegates were instructed on the methods by which they could assist the Government to conquer field and garden pests and increase the prosperity of their neighborhood. Next the party visited the great plant of the "Quaker Oats" and "Quaker Flour Mills." Every process and operation was explained by well-informed guides..

"A New Line of Endeavor"

Following the drive, an excellent address was given by Dean Rutherford of the University of Saskatchewan on "A new line of endeavor for the Retail Merchant." Briefly Prof. Rutherford's address followed the past periods of Saskatchewan history, when Mr. McKay, at the Indian Head Experimental Station many years ago first introduced the present prairie summer fallow procedure to conserve moisture and ensure crops. As the grass roots and fibre of the soil were thus destroyed, the land was unbound and commenced to drift and blow. To-day the necessity is to grow binding crops of sweet clover, brome grass, and western rye which further means stock, not wheat. He urged the retailers to help their customers to sense the new stage that this prairie is now entering and get down to sure and profitable mixed farming instead of continuing to gamble on wheat, with lean years, extended credits and failure.

"A Great Victory for the Retailer"

J. A. Banfield, Dominion President of R. M. A., in Addressing the Saskatchewan Branch at Its Annual Meeting, Says that the Government Is Now Beginning to Recognize the Retailer—Some Things the Association Has Yet to Do

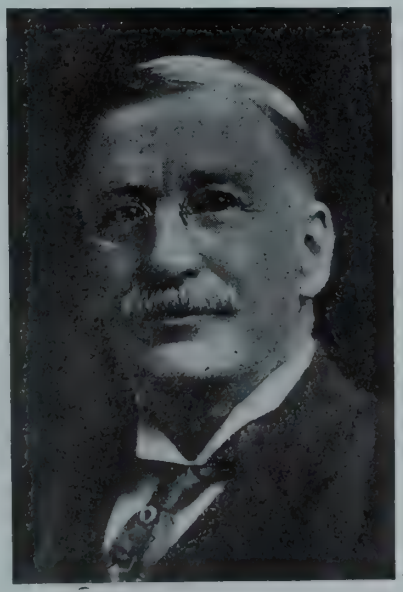
By Staff Correspondent

SASKATOON, June 20.—J. A. Banfield, the Dominion president, in addressing the meeting, traced briefly the history of the R. M. A. to date. What it had accomplished, what it was still fighting for, and the need for greater membership and keener interest.

"All legislation is of vital interest to the retailer," said the president. "Not a bill is put through the house that does not indirectly, and most often directly affect the retailer. No matter what the government does, it affects the consumer, and the retailer is the one immediately in contact with the public, so must bear the displeasure and suspicion, if any one must."

Recognizing the Retailer

At the same time Mr. Banfield pointed out that the Government is beginning to recognize the retailer as a factor to be reckoned with, and always one body that stands for anything fair and square. It is always in favor of anything that, as the president expressed it, "teeters," not all down on one end. The retailers are now called into conference by the government on matters concerning them. "The last budget," said the speaker, "is the retailer's budget. It agrees with the recommendation that we made to the government. It is fair, equitable, and efficient.



"J. A. BANFIELD"

President of the Dominion R. M. A., addressed the retail merchants of Saskatchewan at their annual convention on the work the Dominion Association is accomplishing.

When the retailers were called into conference along with the wholesalers, and manufacturers, we got the cold shoulder from the latter," said Mr. Banfield. "I met one manufacturer, who, when I asked him if he was going to the conference, smiled and said, No." Why, said he, we got a circular a month ago outlining what the manufacturers had decided to do. Notwithstanding which," smiled Mr. Banfield, "the retail counsel prevailed."

A VICTORY FOR THE ASSOCIATION.

"When the retailers said that the tax should be collected at the fountain head —and it was so decreed—that was a great victory for your association," said Mr. Banfield, "and after it was all over, Sir Henry Drayton thanked the association for the help it had given."

He commended the Ottawa merchants most highly, saying, "Whenever it has been necessary to have a delegation of merchants go at short notice before any body at Ottawa, the Ottawa merchants have responded most magnificently. We could have all we needed on 15 minutes' notice. They never spare themselves when association affairs can profit by their effort."

Mr. Banfield remarked that those white haired boys, those paragons of virtue whom the Board of Commerce

had occasionally uncovered; those who sold for cost plus on the rising market, or who through inefficiency had never managed to make a profit, where are they now?—down and out—on Bradstreets and Dunns' bankrupt list. They perished "unwept, unhonored, and unsung." The president touched on the turnover tax, saying that the government never had made provision for the retailer passing-on the tax, as was the case with the wholesaler and manufacturer. "How would you collect a turnover tax on a Greek restaurant, where the proprietor's hip pocket is his bank?" demanded the president.

Things Yet To Be Done

Among the things yet to be done Mr. Banfield mentioned an efficacious "fraudulent advertising act," one that would make the manager co-responsible with the proprietor for misrepresentation. The present act has been found weak in this respect. The trading stamp act is also in need of extension to include guessing contests, certificates and rebates. "The latter are a continuous uncertain outstanding liability," said the speaker. "Gambling is rampant. Three card monte and the like should be repressible by law."

The onus of responsibility in the case of adulteration, as of maple products should also be taken off the tradesman. All such produce as hay in bales, etc., should where practicable, bear the name of the producer. A department for scientific research should be authorized and organized at once. The subject of foreign purchases was touched upon.

Mr. McMicken humorously cited a recent case he had observed where an attractive card distributed by a manufacturer bearing the legend, "Buy in Canada," also bore the small note "Printed in Albany."

Parcel post rates also came in for the attention of the Dominion President. "It is a disgrace that letters must bear a portion of the expense of carrying the packages of your mail order competitor," said he. "Each department should stand on its own feet. It is unjust that any parcels should be carried in the post office at less than the actual cost of giving that service."

Pleads for Greater Membership

In pleading for greater membership the speaker said, "Don't under-estimate the value of the smallest dealer. You know that he who is not for you is against you. In a petition, the man with only a peanut stand, may cancel your vote—even though your business is in the hundreds of thousands. Get them all in with you. Every member get a member."

Swift Current Man Heads Sask. R.M.A.

Final day's session of the Sask. R. M. A. convention is marked by interesting discussion, passing of resolutions and the election of new officers—the new Bankruptcy Law is explained by Professor Arthur Moxon.

By Staff Correspondent

THE FINAL day's meetings of the convention were marked by addresses on the income tax, the bankruptcy act and a debate on merits of a cash business versus a credit business. A number of resolutions were passed, as well as new officers elected for the ensuing year. The convention will be held in Regina next year.

Income Tax Returns

Bert R. Masecar, official auditor of the Saskatchewan Board, stated that the questions in regard to the same, mostly centered round the difficulty of writing stock in a falling market. Profits, it was explained, were only cash profits. Whatever they put through their books as their turnover, they had got to treat as their sales. Amusing illustrations of the ways of the income tax authorities were given by the president, who had waited a whole year for a reply to a letter and then was fined $1,800 for not making his return, reduced to $10, all because he had not the information he was largely due to the intelligent efforts sought after.

New Bankruptcy Law

Professor Arthur Moxon gave an address on the bankruptcy law of Canada. The new act, he said, was "made in Winnipeg" and was probably one of the most admirably drawn pieces of legislation that had emanated from the Canadian parliament since Confederation. It was something lawyers tried to get for a number of years, and it of wholesalers and traders of Western Canada they had now their excellent legislation on the statute books. It was honestly and fairly designed to give to the commercial community exactly what the community wanted, not what the lawyers wanted. If statute was not satisfactory and did not do its work it was not because the lawyers interfered, but it was because the facts of business and the facts of human nature were too complicated to at once allow them to draft an act that would be humanly perfect.

Affects Status

The statute was going to be of very considerable importance to the wholesalers and retailers in the course of the next ten years, Prof. Moxon said. It was drawn fairly lucidly and carefully for a statute and would be in the hands of every intelligent merchant in the community, so that when the necessity came for doing the simple things required of the act, making claims in the assets of other people, etc., would show him just what his rights were without any necessity of referring to a solicitor or going to a solicitor and proving his claim. The act made a very important departure in their whole system of treating insolvency. He showed how the law affected the status of the individual. The man who had a receiving order of bankruptcy made against him involuntarily lost to a certain extent the status of an ordinary individual.

The Resolutions

Among the resolutions was one to instruct the secretary to supply Ottawa with a copy of the convention deliberations, for filing in the archives, and publishing if they thought desirable.

An attempt to add the chairmen of the trade sections to the Provincial Board was opposed by Mr. Morton, president of the Regina section.

A resolution, fathered by the Drug Section, complimented the government on the new narcotics act, stating that they realize that it is not aimed at the legitimate drug trades, but against pedlars, and pledges the drug trade to assist in every way to keep the spirit of the law and assist in its enforcement. (The Pharmaceutical Association in Saskatchewan has already obtained twenty-two convictions for infractions of the liquor act and are determined to maintain the high character of the profession.) A suggestion was attached to the resolution asking the Dominion Secretary to lend his assistance toward having the Government supply uniform forms for the entering of the data required by the act.

An effort was made to have piano salesmen excluded from the Hawkers' and Pedlars' Act, so that they would not be compelled to pay $100 Provincial license fee to travel around selling pianos. One speaker in favor of the exemption stated that the cost of breaking in and experimenting with green salesmen would be prohibitive and the license is non-transferable. A speaker against any exemption said that the travelling piano salesmen took business out of each district and brought nothing to the district, and that all reputable piano dealers already had local agents who contributed to the communities, etc. The resolution was defeated.

The omnipresent resolution favoring "Made in Canada" goods (in the abstract) was duly moved, seconded and passed unanimously. It would be a hardy soul, indeed who would rise to his feet and vote "nay." The discomforting thought is that in spite of such resolutions our people continue to pile up the adverse trade balance, having quite decided that having spoken patronizingly of the article of Canadian manufacture, it is then in order to patronize the foreign manufacturer.

Officers Elected

The new officers are:

President Jack Wood, men's furnishings, Swift Current, Sask.; First Vice-President, T. H. Masterson, Chevrolet dealer, Regina, Sask.; Second Vice-President, G. Garfield Wray, shoe merchant, Regina, Sask.; Treasurer, S. E. Fawcett, hardware and sporting goods dealer, Saskatoon; Honorable Secretary, Ralph Miller, men's furnishings, Prince Albert, Sask. Honorable Secretary, Ralph. Miller, men's furnishings, Prince Albert, Sask.; Permanent Secretary, F. E. Raymond, Saskatoon.

The whole convention was a tribute to the good work done by the Saskatchewan Board Staff, the trade section meetings entailing an enormous amount of work and organization ability. Mr. Raymond had able assistance from his assistant, H. J. Beveridge; H. T. Pizzey, secretary of the Implement and Auto Sections; F. L. Phillips, collection department; F. E. Bellow, accountant; Miss E. Evans, insurance; R. B. Evans, publicity; Charles Woodman, traffic, and the two genial organizers, W. L. McQuarrie, who serves the North, and George W. Anderson, who serves the merchants in the South half of Saskatchewan.

Want Better Margin on Oil

Hardware Merchant Delegates to Convention of Saskatchewan Board—R.M.A. Object to Oil Companies Selling Direct to Farmers at Two Cents Per Gall. Less Than to Retailers—Want Better Terms on Lubricating Oils and Greases.

SASKATOON, Sask.—The system under which the 8th annual convention of the Saskatchewan Board Retail Merchant's Association held their convention proved to be most satisfactory to everybody.

While the hardware merchants are intensely sympathetic to the other branches of retail trade, they could not be expected to take the same keen interest in the details of their troubles that they do in their own. So after Tuesday's enthusiastic joint session, the hardware dealers' section met in the Meighan, McCrum show room in Saskatoon for a strictly hardware discussion.

Endorse Explosives Legislation.

Geo. Morrison of Moose Jaw, presided, and the meeting got down to cases at once. This time it was cases of ammunition, and all the delegates expressed themselves as well pleased with the new explosives regulations which permit the sale of firearms to foreigners on a permit from the police. Permit also of the storage of ammunition in an ordinary store, as before the war.

Leonard Paul, Western Manager, Brandram-Henderson, Ltd., addressed the retail hardware men on the paint-up, clean-up, and "Save the Surface" campaign, explaining the national movement towards the encouragement of beautification and preservation through the medium of paint. The dealers were urged to cash in to the fullest extent with the big movement. To link up with the big advertisements and to borrow prestige from the big ones creating it. The speaker particularly mentioned Edmonton for the signal success that had attended the co-operative work of manufacturers, wholesalers and dealers in that market. He urged the dealer in every town in Saskatchewan to lend the same support to achieve the same success.

Selling Oil to Farmers.

Representatives of the various oil companies were invited to attend this session, and they were on hand. The dealers frankly stated why they considered that there should be a two cent spread between the price charged the dealer for gasoline and the price at which the refiners are selling direct to the farmers.

A. R. Smith, while stating that the sales policy of the Saskatchewan branches was dictated from Toronto, ventured the opinion that they considered that by granting the farmer more favorable prices, the oil companies were helping to develop this great Canada of ours, the granary of the world, etc., etc.

A. A. Willard, speaking for the British American Oil Company, corroborated, and also explained that the scarcity and cost of supplying drums was the reason why the dealers were required to pay cash for gasoline, etc. The great thing, opined Mr. Willard, was to get farmers into the country, and there should be no discrimination against the farmer at this time. He did, however, suggest a committee to go into the matter of margins, with the head offices of the oil companies.

Not Worth the Trouble.

During the discussion the equity of the flat charge for gasoline and oil all over the province, regardless of cost of freight haul, was questioned. Several hardware dealers expressed the opinion that the handling of gasoline and coal oil was not worth their trouble.

The question of a better margin on gasoline was left over for the present, but the question of obtaining better terms from the oil companies on lubricating oils and greases is going to be pushed for action.

Active Fall Campaign for "Save the Surface"

Extensive Campaign Planned for Fall Months. Spring Trade Well up to Expectations.

THE seasonable Spring demand for paints, paint specialties and varnishes is said to have been well up to expectations of the paint manufacturers; April, May, and up to the middle of the present month having proved a very active period in the industry.

While some of the volume of business may be accounted for by the curtailment of buying on the part of dealers in the earlier months, the general impression is that the "Save the Surface" Campaign, by educating the public and the merchants in the value of the use of paint and varnish, is an important factor in bringing about this activity. Outside points, as well as the larger buying centres, are said to be coming under the influence of the campaign, and are taking advantage of the selling opportunities it encourages.

A meeting of the Committee has been held for a preliminary consideration of the Fall campaign, and it was decided to conduct this with the same activity and enthusiasm that has been given to the Spring painting season.

The finances are said to be in excellent condition to permit of this, and still further co-operation on the part of the hardware and paint dealers generally is looked forward to by the Committee. With this co-operation it is felt the effect of this national co-operative advertising will be felt by everyone interested in the business, to say nothing of the satisfaction felt by the consumer who realizes the truth of the message being conveyed.

WESTERN NOTES.

Whyte and Orr's hardware store at Daysland, Alberta, has been greatly improved during the past week with a coat of paint.

The W. E. Lord Co., Red Deer, Alberta, are making extensive improvements to their main store so that increased accommodation will be provided for the hardware and other departments. The firm is also enlarging its warehouse for hardware. This warehouse will be extended and made 25 feet by 25 feet, one storey high. The foundation will be of concrete while the walls will be made of brick. The interior of the building will be greatly improved and a fine show room provided.

The hardware store of Messrs. Fyffe and Park, Swift Current, Sask., was badly damaged by fire recently. The loss is estimated at $20,000 according to the report and is covered by insurance. The fire is supposed to have been caused by defective wiring.

Hardware and Metal

Canada's National Hardware Weekly

Member Audit Bureau of Circulations Member Associated Business Papers

The Only Weekly Hardware Paper in Canada

PUBLISHED EVERY SATURDAY SINCE 1888 BY

The MacLean Publishing Company, Limited

Montreal Vancouver Toronto Woodstock Winnipeg

WEAKENING STEEL MARKET.

THE weakness of the steel market is likely to be accentuated by the fact that a hang-over from the war of some 300,000 tons of finished steel, chiefly plates and shapes, is to be put on the market by the U. S. shipping board. It is also interesting to note that adding to the material coming on the market from consumers is the return of the United States of considerable quantities of steel, small tools, hardware and building equipment. These supplies were sold two years ago at a job lot price by the U. S. to the Government of France, with little thought given to the possibility of their return. Prices are now much below those prevailing on most of this material, in the case of tools being about one-third below the domestic price. The mills are still operating at a small percentage of capacity and meanwhile the process of cleaning up all accumulated rolled products is going on. It is expected that shortly there will be the greatest scarcity of steel stocks that has been experienced for some years.

BRITISH LETTER RATE TO CANADA

THE British letter rate to Canada has been doubled, being now 4c. instead of 2c. There was a proposal to increase the postal rates on business and trade and technical newspapers sent to Canada, but the Government after looking into the matter decided not to do so and when the announcement to that effect was made in the British House of Commons on June 9th it was, according to cables appearing in Canadian newspapers, greeted with tremendous applause. The Postmaster-General pointed out that even the leading daily newspapers in Great Britain opposed any increase even of rates and technical and trade newspapers because **it would hamper British spirit and enterprise overseas as compared with the United States and Germany and would retard the recovery of British export trade.**

Sir Geo. Foster said that the British Trade Commission, of which he was a member had found, chiefly on the evidence submitted to them in Australia, that the reason German manufacturers had secured such a powerful and increasing hold on the Australian market was their persistency in salesmanship. Sir George did not get the whole story, or, if he did, he failed to apply it. That salesmanship was spoken and written. The way for German salesmen was prepared in advance. Their advertising in the business newspapers—printed in English sometimes—preceded their salesmen for two or three years and it came to the desks of their customers weekly or monthly to supplement the calls of their salesmen—to work for them while their salesmen were not there. Germans were much better and more persistent advertisers than British in the Canadian field before the war.

STEERING A NARROW COURSE.

THERE is little doubt but that the present retail policy of curtailing stocks is one to be followed under present circumstances, but while following this plan, the merchant should not overlook the fact that there is the other possibility by adhering too strictly to it, namely, that of losing possible business by being unable to give customers satisfactory service. Restricting the selection of goods, has been found by some merchants to definitely reduce the volume of turnover for the reason given, and when this condition is reflected throughout all retail stores, it is bound to have substantial proportions as regards its effect upon general business.

The solution is not only a question of maintaining stocks, but of keeping in close touch with wholesalers and manufacturers so that supplies can be secured readily, and so that helpful suggestions from customers can be conveyed to these branches of trade. Without a fairly complete range of goods, the customer's desire for selection and comparison is not only curtailed, but the retailer's natural ability for selling is hindered. A narrow course must therefore be followed to secure the advantages and evade the evils of the policy laid down.

GOOD FROM EVIL.

THE policy adopted of late by retail merchants, namely, that of buying in smaller quantities but more frequently, in order to avoid the pitfalls of having large stocks on hand in a declining market, has brought to light some new angles on retail merchandising, and there are those who think that many of the good points of this system of buying might well be incorporated as part of the permanent buying policy of retail merchants. Quicker turnover has been forced upon merchants by present conditions. After years of active selling at good prices, the merchants found that a negligent tendency had crept into his system and that the shelves were in some cases cluttered up with much dead stock, bought without due consideration of local requirements. Under the new plan this wastefulnesss has ceased and every piece of stock is bought with an eye to quickly turning it over in order to curtail overhead charges against each sale and so give the customer the best possible price. Here lies one of the chief advantages of the present condition: it has taught th merchant that he must return to an efficient basis of merchandising. Specialty sales, new methods of salesmanship and closer co-operation with the manufacturer and wholesaler are factors which have developed under the present condition.

The general result of all this adjustment, taking into consideration the advantages enumerated, may possibly lead in future to smaller orders placed more frequently, and an increasing number of sorting up orders.

Working on a closer basis, due to decreased costs, retailers will be able to give the best prices to customers and so encourage a larger volume of business.

It is noteworthy that while there are some wholesalers and manufacturers who still follow the policy of loading up the retailer wherever possible, that the wholesalers and manufacturers who are establishing a sound business reputation with the retail trade to-day are those who are encouraging the merchants to adopt the policy outlined and who are co-operating with the retailer to the greatest possible extent, having in mind the fact that retail conditions practically govern conditions in their own branches of trade.

If the recent trade condition has shown the value of such co-operation and re-introduced more efficient methods then some of its evil effects may have brought their rewards.

Events in the Trade

BUSINESS CHANGES

Toronto.—Cooke & Boulton, paint and varnish manufacturers have been succeeded by Geo. Cooke Co.

BUSINESS CHANGES

Blyth, Ont.—Colin Fingland has purchased the hardware business of Wm. Moore & Son.

BUSINESS CHANGES.

Galt, Ont.—The hardware business conducted by Alex. McKenzie has been purchased by John C. Bell and James T. Bell, who will take immediate possession and trade under the name of Bell Brothers. John C. Bell comes here from Milton, where he has been in business as a hardware merchant for the past six years, and his brother "Jim" is known locally having been a salesman in one of the Galt hardware stores.

NEW FIRMS

Hamilton, Ont.—Percy Price has commenced business with an up-to-date store at 85 Kenilworth Ave.

(PERSONAL)

J. A. Brownlee of London, Ont., who has been seriously ill with an attack of heart trouble is making good progress toward recovery although he is still confined to the house.

Thomas H. Purdom Jr., of the Purdom Hardware, London, is receiving congratulations on the arrival of a daughter.

"Tom" Jones, President of the Cowan Hardware Co., who has been seriously ill in St. Josephs Hospital at London is making good progress toward recovery and was removed to his home this week. While at a banquet of the Kiwanis Club, Mr. Jones was stricken with paralysis, which affected his left side.

W. A. McLaren, hardware merchant at Hensall, Ont., attended the annual I.O.O.F. convention in Brantford as representative of Hensall Lodge.

OBITUARY.

Webster J. Virtue, for fifteen years, traveller for Sheet Metal Products Co., Toronto, throughout the province of Ontario, died at Bowmanville, Ont. at the age of 42 years.

After a long illness, the death occurred in Montreal of Augustus Converse, youngest son of the late John A. Converse, a founder of the cordage industry in Canada. The firm of John A. Converse Cordage Company was well known in the earlier days, and absorbed by the Consumers' Cordage Company in 1890. The late Mr. Converse, after completing his studies, entered the services of his father, upon whose retirement, he carried on the business until 1855. He then retired, his work being taken up by his son, W. B. Converse, who still remains a director of the Consumers' Cordage Company, Inspector St., Montreal.

OBITUARY

The death of George Beatty President of Beatty Bros. Ltd., Fergus, Ont. is announced. Mr. Beatty was born on a farm in Albany Township, 30 miles from Toronto, in the year 1846. He came to Fergus in the spring of the year 1874,



LATE GEORGE BEATTY

President Beatty Bros., Fergus, Ont., whose death is announced.

47 years ago and with his brother Mathew, who was a farmer, founded the manufacturing firm of Beatty Bros.

Mr. Geo. Beatty was a machinist, pattern-maker and inventor. He continued the business alone after 1886 in which year his brother Mathew died, until the year 1901 when he was joind by his sons W. G. Beatty and M. J. Beatty.

Mr. Beatty was interested in every department of the firm and until almost the week of his death took an active part in the sales, credit and financial departments, as well as in the various manufacturing interests of the business. His all-round experience, extraordinary ability and buoyant optimism have been of inestimable value in the development of the firm of Beatty Bros. Limited.

(OBITUARY)

A. A. Welsh passed away at his home in Gananoque this week. Mr. Welsh will be remembered by dealers throughout Western Ontario as representing Caverhill-Learmont Co., Montreal some years ago.

IDEAL ALUMINUM PRODUCTS CO. OPEN QUEBEC OFFICE.

Quebec.—Offices of the Ideal Aluminum Products Limited have now been opened in Montreal. J. De Lisle has been appointed Provincial Manager, and the new branch office is located at No. 16 St. James Street, Montreal.

NEW FIRM FOR HAMILTON, ONT.

The Canadian Horse Shoe Company, Ltd.., has received Dominion Charter and has established a plant at Hamilton, Ont. This firm represents the Canadian interests of the United States Horse Shoe Co., Erie, Pa., and will manufacture horse shoes in its own rolling mill at the above city, later extending its range of products. The company will be under Canadian direction, and while all the officers have not as yet been appointed, R. C. Melroy is one of those connected with the new firm.

LONDON HARDWARE ASSOCIATION MEETING.

London Ont.—At the regular meeting of the London Retail Hardware Dealers Association arrangements were completed for holding the big annual picnic at Port Stanley on August 7. As in former years the hardware merchants will travel to the lakeside in their own special hydro radial train and it is expected that about 1000 people will be in attendance. One of the finest, of the many fine programs arranged by the hardwaremen is being figured out and there will be something for everyone. General regret was expressed at the meeting over the serious illness of President Thomas Jones and J. A. Brownlee.

WESTERN ONTARIO NOTES.

J. A. Brownlee, hardware merchant at London, Ont., was this week awarded the roofing and sheet metal work for new $50,000 garage for the Car Owners Garage Co.

George Sills, hardware merchant at Seaforth, Ont. is now occupying his new store at the corner of Market and Main Sts., and has a much larger display space than in his former premises.

The Peter Smith Heater Company of Detroit has located a Canadian branch factory in the Walker Power Building at Walkerville, Ont., and has under consideration ,erecting a factory of its own later. The firm manufactures small heaters for street cars and other purposes.

J. R. Thompson has opened a shop in the Conklin Block, at Kinsgville, Ont., and will carry on a general sheet metal business and look after furnace repairs.

WHITE MOP WRINGER CO. OF CANADA OPENS IN PARIS, ONT.

The White Mop Wringer Co. of Canada is now making White Mop Wringers in its own factory at Paris, Ontario, meanwhile maintaining its office at Fultonville, N.Y.

Weekly Hardware Market Reports

STATEMENTS FROM BUYING CENTRES

NUMEROUS outstanding revisions with a far-reaching effect on current hardware markets are noted in the price changes recorded this week. Sharp declines are shown on tarred roofings, felts and sheathings, and other price reductions of particular interest to the hardware and building trades alike are the new prices on certain lines of builders' hardware, including locks, door sets and butts, in brass, bronze and steel. The extent of this reduction is approximately 10 per cent. Other important changes cover black and galvanized, while bar iron is also lowered. These new prices follow the downward trend of quotations in steel mill circles. Axe prices are reduced on practically all qualities, and is in keeping with the lower range noted on many finished steel products. Reduced quotations are also recorded on cut and side lace leather, while agricultural wrenches, sheet zinc and solder are included in the lengthy list of price revisions. A further decline is shown in prices on gasoline, coal oil and paraffine, while due to accumulating stocks and little demand, scrap metal prices are now considerably lower. A weak tone is again evident in the ingot markets, with both copper and spelter being reduced. The tendency to downward price ranges is becoming more pronounced, and no increases are announced this week. The trading in spring lines has lessened, but summer activities are now at hand, with business in seasonable lines more satisfactory. Orders continue small and cover immediate requirements only. Because of this fact, collections now come forward more freely.

Montreal Markets

MONTREAL, June 23.—Featuring the hardware market this week are two very important price changes on lines affecting building trades, namely: builders' hardware, felts and sheathings. Makers of builders' hardware have announced a reduction of from 10 to 20 per cent. on their different lines of brass, bronze and plated hardware, while felts and sheathings are lowered appreciably, some grades more than others. Tarred roofing, two and three ply, also has lower quotations. Axes will now sell $1.00 per dozen less in practically all qualities, while lace leather, both cut and side, have new lower prices. Agricultural wrenches are reduced about 7 1-2 per cent.

In the heavier staple lines, sheets, both black and galvanized, show a slight reduction, but other lines such as iron and steel, corrugated sheets, pipes and fittings, are unchanged. Jobbing houses report that summer trading is now at hand, the spring activities having lessened considerably in the last two weeks, but state that business is quite satisfactory for the present season.

Builders' Hardware Reduced

Montreal.

Announcement is made by different leading manufacturers of builders' hardware that a reduction has been made on practically all their lines of brass, bronze and steel hardware, including locks, lock sets, butts, etc. Cheaper lines such as porcelain and jet knobs are not affected.

Lace Leather Reduced

Montreal.

New lower prices are quoted on both cut and side lace leather. Cut laces will cost $1.85 per pound, side, $1.60.

Axe Prices Reduced

Montreal.

Of interest to bookings for Fall delivery on axes comes the announcement of a reduction of $1.00 per dozen on practically all qualities of unhandled, with the exception of boys' axes.

Agricultural Wrenches Lower

Montreal.

The new prices on agricultural wrenches show a reduction of approximately 7½ per cent. on all sizes.

Tarred Roofing Prices Lowered

Montreal.

Tarred roofing in 2 and 3-ply is lowered in price, along with other lines of tarred felt. Two ply now sells for $1.93, three ply for $2.30 per roll.

Felts and Sheathings Decline

Montreal.

All grades of felts and sheathings, both dry and tarred are under decreased prices from this week. Reductions amount from 10 cents per roll of 400 feet, to $1.00 on the heavy white sheathing. Carpet felt is reduced 50 cents per 100 lbs. and is now selling at $6.00. Following are the new prices:

PAPER

	Per 400-ft. Roll. Montreal
Dry Fibre, No. 1 Anch	$ 1.35
Dry Fibre, No. 2 Anch	.85
Dry Fibre, No. 2 Elephant	.85
Tarred Fibre, No. 1 Anchor	1.45
Tarred Fibre, No. 2 Anchor	1.10
Elephant Brand, tarred, No. 2	1.10
Surprise Fibre	.95
Stag Sheathing	.95
Cyclone, dry	1.35
Cyclone, tarred	1.45
Empress Dry Sheathing	1.45
Joliette Sheathing	.85
Joliette tarred	1.10
[illegible]	Per 100 lbs.
Monarch Sheathing, white	5.75
Monarch Sheathing, gray	4.75
Straw Sheathing, heavy, dry	4.05
Red Star Brand Heavy Tarred Straw	4.25
Imp. White Sheathing	5.75
Imp. Gray Sheathing	4.75
Scythe Brand Dry Straw	4.05
Carpet Felt	6.00
Tarred Felt 7.10 and 16 oz.	4.85

Boiler Tubes Unchanged

Montreal.

No change is reported either in prices or sales of boiler tubes. Quotations remain at former figures, with the movement at present slow, confined to replacement work.

Zinc Sheet Prices Lowered

Montreal.

Zinc sheets offer the change in quotations on lead products, these now being quoted at 11½ cents in casks, and 12 cents in broken quantities. These reductions are said to be in sympathy with the recent weakness of the basic metal on the primary markets. Other lead products, while holding, now have a little weaker tendency than in previous weeks, due to the same cause. Local prices are the following:

Lead pipe	0 12½
Lead waste	0 13½
Note.—Lead pipe is subject to a discount of	10%
Couplings Lead traps and bends	10% off
Lead wool, lb.	0 13½
Lead sheets, 2½ lbs.	0 11
Do., 3 to 3½ lbs. sq. ft. lb.	0 10¾
Do., 4 to 8 lbs.	0 10
Cut sheets ¼c. lb. extra and cut sheets to size, ¾c. lb. extra.	
Solder, guaranteed, lb	0 28½
Do., strickly, lb.	0 26½
Do., commercial, lb.	0 23½
Do., wiping, lb.	0 24¼
Do., wire, lb.	0 37½
Zinc sheets, casks	0 11½
Do., broken lots	0 12

Gasoline and Coal Oil Drop

Montreal.

Effective June 20th, prices on gasoline and coal oil were lowered 2 cents

per gallon. Quotations now ruling are 34 for motor grade gasoline, 39 for higher grade; coal oil 19½ cents.

Pipe Fittings Unchanged

Montreal.

Quotations on the different pipe fittings are unchanged, with the sales reported a little more brisk than in the past few weeks. Dealers are buying only in a sorting way, however, as orders are for small quantities.

Range Boilers Still at Lowered List

Montreal.

While it was expected that prices quoted a few quoted a few weeks ago on range boilers would be increased to higher levels in the near future, no change has been made up to the present. Resulting from a series of price-cutting, the new prices were issued in the hope of stabilizing the market, manufacturers claiming at the time they could not sell at present prices and retain a profit, and in all probability they would be raised the following week. Boilers, however, can still be bought at the following prices:

RANGE BOILERS—	Standard	Ex. Heavy
30 gallon	$ 8 75	$ 11 25
35 gallon	11 25	.....
40 gallon	13 50	16 00
52 gallon	20 00	.....
66 gallon	28 00	.....
82 gallon	35 00	.....
100 gallon	45 00	.....
120 gallon	54 00	.....

Slight Decrease in Prices On Sheets and Plates

Montreal.

A small decline in quotations on black and galvanized sheets has been made in sympathy with slightly lower levels being reached at the U. S. mills. While another series of price-cutting is hardly the state of affairs throughout the different fields, the smaller Independents reduced their prices to a slightly lower basis to obtain business and it is now reported the larger interests have fallen in line. This is not expected to continue, as manufacturers have learned that reduced prices do not stimulate business under present conditions, and the general opinion is that a revival in trade will have to come about before any great improvement is made. The demand locally is still backward, sales being of a small order for repair or replacement work. Following are present quotations still showing a range:

BLACK SHEETS—	
10 gauge	$ 5 00 to $6 00
12 gauge	5 05 to 6 05
14 gauge	5 35 to 6 35
16 gauge	5 45 to 6 45
18-20 gauge	5 80 to 6 80
22-24 gauge	5 85 to 6 85
26 gauge	6 00 to 7 00
28 gauge	6 10 to 7 10

Sheets 36 in. wide, 20c per 100 lbs. extra.

GALVANIZED SHEETS—	
U. S. Standard—	
10¾ oz.	8 00 to 9 00
28 gauge	7 50 to 8 50
26 gauge	7 25 to 8 25
22 and 24 gauge	7 00 to 8 00
20 gauge	6 75 to 7 75
18 gauge	6 75 to 7 75
16 gauge	6 75 to 7 75

ENGLISH STANDARD—	Queen's Head	Fleur-de-lis
28 gauge	$ 10 00	$ 9 25
26 gauge	9 75	9 00
24 gauge	9 15	8 60
22 gauge	8 80	8 15
18 and 20 gauge	8 10	8 00

Note.—These prices are for full bundles, an extra charge of 25c to 35c per 100 lbs. is made for broken bundles. These quotations are nominal.

Iron and Steel Unchanged.

Montreal.

No change is made on bar iron and steel, and little change is expected while the present slackness in demand is prevailing. Prices from the U. S. mills have shown a slight reduction, but this has had no reflection locally as yet, and is not thought sufficient by local merchants to have the resulting lower prices. Local prices remain unchanged.

Quiet Markets in Ingots.

Montreal.

Ingot metal markets are still much depressed, with business more or less at a standstill. Present indications do not offer many signs of an improvement in the near future. Tin and copper continue to ease on English and American markets, while spelter and lead have steadied a little.

Toronto Markets

TORONTO, June 23.—Among the important price reductions noted in the current market reports is another decline of 2 cents per gallon on gasoline. This constitutes a pertinent item for many retail hardware merchants. Quotations on coal oil also decreased 2 1-2 cents per gallon, and paraffine prices are proportionately lower. Various grades of roofings, sheathing and felts, show price reductions averaging from 8 to 10 per cent., while axe quotations are also reduced to the extent of $1.00 per dozen base. Black and galvanized sheets have followed the downward tendency.

Some lines of inside and front door sets have lower prices, and reductions are looked for on cotton twines. Bar iron shows a reduction, with an increase reported in steel inquiries. Solder prices are lowered on all grades, wire solder being reduced 2 1-2 cents per lb. Range boiler quotations are still unsteady, with the 30-gallon size standard boiler now being nominally quoted at $8.75. Some further revisions on a lower price level are shown on radiator and gate valves. Sharp declines are also noted on scrap metal prices, while the weaker tone is again evident in the ingot metal markets.

Solder Prices Lowered

Toronto.

Recent fluctuations on the primary markets have resulted in an easier tone on lead products. The advance recorded a few weeks ago on solder prices has now been lowered through reductions noted this week. Wire solder shows the largest decline with 2½ cents per lb. and the price revisions on other grades vary from 1 to 2 cents. Following are the new quotations:

LEAD AND ZINC GOODS	
Lead pipe, list, per lb.	0 12½
Lead waste pipe, list, per lb.	0 13½
Do., over 8 in., list, per lb.	0 14½
Lead pipe is subject to a discount of	10%
Lead traps and bends	10%
Lead sheets, 4 to 6 lbs. sq. ft. in rolls, lb.	0 09½
Cut sheets, ½c. to ¾c. lb. extra and cut sheets to size 1c. lb. extra.	
Solder, wire, per lb.	0 33
Do., strictly, lb.	0 25
Do., commercial, lb.	0 22
Do., guaranteed, lb.	0 27
Do., wiping, lb.	0 21½
Zinc sheets, per lb.	0 13

Range Boiler Quotations Still Unsteady

Toronto.

No new understanding has yet been announced with regard to prices on range boilers, and the recent reductions are still holding. The local price for the 30-gallon standard boiler is now quoted at $8.75, and the quotations on the 35-gallon size are $9.50 and $13.80. The claim is still in evidence that present price levels are below actual value, and some future readjustment is looked for in certain quarters. Orders, however, are being taken at the following nominal prices:

RANGE BOILERS	Standard	Ex-Heavy
30 gallon	$ 8 75	$ 11 50
35 gallon	9 50	13 80
40 gallon	13 80	16 50
52 gallon	20 40	25 20
66 gallon	28 80	34 80
82 gallon	36 00	47 40
100 gallon	45 60	56 40
120 gallon	55 20	64 80
144 gallon	78 00	93 00

Valve Discount Revisions

Toronto.

Some further revisions are noted this week in the prevailing discounts on radiator and gate valves. The price reductions resulting from these changes, conform to the recent lower quotations recorded on other lines of compression work. Sales in these products are reported as just fair, and not up to expectations. The apparent decline in large construction operations which were contemplated and looked forward to this spring is attributed by some dealers as lessening a seasonable brick movement. The erection of small buildings, however, offers the opportunity for numerous small orders. Following are prevailing prices:

Compression work, standard	37%
Fuller work, standard	30%
Bath cocks, compression	29%
Do. Fuller	25%
Flatway stop and waste cocks, standard	40%
Roundaway stop and waste cocks, standard	34%
Brass steam cocks, standard	10%
Globe, angle and check valves, standard	5%
J. M. T.	20%
J. M. T. C	25%
J. M. T. Gate Valves	15%
Gate or straightway	16 10%
Jenkins Globe	10 10%
Radiator valves, standard	30%
Do., removable disc.	12%
BASIN COCKS	
No. 1 and 1. Fuller pattern	30%
Quick opening No. 3633	37%
Emco J. D. Valves	20%
Emco Check Valves	20%
Webber Gate Valves	20%

Eavestrough and Conductor Pipe Move Well

Toronto.

Manufacturers and distributors of conductor pipe, eavestrough and conductor elbows report a brisk movement in these products. Building activity on houses and numerous small structures, combined with seasonable weather conditions, have presented more opportunities for current sales. The prevailing quotations remain at the revised discounts recently announced.

Weaker Tendency on Copper and Brass

Toronto.

Large quantities of scrap copper and brass are reported to have flooded the current markets, and with very little outlet at present for this surplus, a corresponding depression in these metals is being experienced. Copper and brass tubing, sheets and rods, reflect this weaker tendency, and the recent lowered prices on these products are still being quoted.

Activity Reported in Corrugated Sheets

Toronto.

Activity is evident in corrugated sheets, and a fair seasonable movement is reported. Sales are of the small variety, but are more numerous. No change has been recorded in prices on corrugated, but dealers state that conditions have improved during recent weeks, and a more satisfactory tone now prevails.

Stove Orders Only Fair

Toronto.

Manufacturers report that ranges, cook stoves, and heaters of all kinds are moving fairly well. It is stated that the current demand cannot compare with the volume of sales recorded last year, but up to the present just correspond very well with the 1919 orders. Now that many new stove catalogues and descriptive booklets have been distributed to the trade, improved activity in this line is looked for during the next few weeks.

Fair Sales in Pipe Fittings

Toronto.

The recently recorded increase in the volume of sales in pipe fittings has now registered a slight falling off, according to reports received this week. It is stated that the movement is still fair, however, with current prices remaining unchanged.

Boiler Tube Sales Light

Toronto.

The revisions on prices of boiler tubes, which were looked for in some quarters, have failed to materialize up to the present. Current quotations are holding, but any developments are reported as being dependent upon future reduction in mill costs. Conditions remain unchanged, with the following prices in effect:

BOILER TUBES	Seamless	Lapweld
1 inch	$ 26 00	$.....
1¼ inch	27 25	.....
1½ inch	26 25	.....
1¾ inch	29 75	25 00
2 inch	29 25	22 00
2¼ inch	33 00	25 00
2½ inch	41 75	27 00
3 inch	49 25	35 00
3½ inch	63 50	40 00
4 inch	85 00	50 25

Pipe Outlook Improves

Toronto.

Some increase in the number of inquiries, combined with a firmer tone reported in foreign markets, has resulted in improving the current outlook for pipe. Local sales continue of a restricted nature, but increased building is looked for to create a more satisfactory tone in this market. Prices at present are being maintained at List No. 51.

Limited Market For Sheets and Plates

Toronto.

Following the general downward tendency of prices on sheets and plates in steel mill circles, local quotations on these products are also on a lower level. The large majority of the orders being handled, remain principally of the small variety, and the current market is limited. A considerable range is recorded in prices on certain gauges, but the following prices are generally quoted for fairly large purchases:

PLATES

10 gauge	$ 5 00 to $5 50
12 gauge	5 05 to 5 55
14 gauge	5 10 to 5 60
16 gauge	5 20 to 5 70

BLACK SHEETS

14 gauge	5 10 to 5 60
16 gauge	5 20 to 5 70
18-20 gauge	5 30 to 5 80
22-24 gauge	5 35 to 5 85
26 gauge	5 40 to 5 90
28 gauge	5 50 to 6 00

Prices shown are for full cases. An extra charge of from 25c per 100 lbs. is made for less than case lots. An extra 10c per 100 lbs. is also charged on sheets 36 in. wide.

GALVANIZED SHEETS
Premier and Apollo

10¾ oz.	$ 7 90 $8 40
U. S. 28	7 50 8 00
U. S. 26	7 20 7 70
22 and 24	7 05 7 55
18 and 20	6 90 7 40
16	6 75 7 30
12 and 14	6 60 7 20

An extra 40c per 100 lbs. is charged for Keystone brand copper bearing sheets.

An extra is now charged on galvanized sheets, 10¾ oz. and 28 ga., when shipped out in sheets 3 feet wide. The extra charged over prices shown above is from 20c to 30c per 100 pounds. Other gauges show no change for different widths.

Prices shown are full cases. An extra charge of 25c per 100 lbs. is made for less than case lots.

Soil Pipe Sales Only Fair

Toronto.

Prices on soil pipe and fittings remain nominally unchanged. The movement in these products has recently registered some slight improvement, but sales are still reported slow, and not up to expectation for this season of the year.

Weaker Tone Evident In Ingot Metals

Toronto.

Announcement that the looked-for settlement in the British coal strike failed to materialize, made the current outlook unfavorable for metal demand on the outside markets. Prospects for increased domestic consumption are anything but promising at this time, it being reported that the situation abroad has a decided influence on both American and Canadian markets. A weaker tone is evident in ingot metals, and now that conditions are apparently headed towards a further decline, consumers are more inclined to refrain from the present markets. A decrease is noted of ½ cent on copper quotations, the price of 17½ now prevailing. Tin is quoted at 37 cents, and spelter has also dropped, the price of $7.00 now being general.

Gasoline Prices Lower

Toronto.

Gasoline prices recorded a further drop of two cents per gallon this week. The prevailing price is now 33 cents, and local sales are reported in a fairly steady volume. Crude oil prices have been slashed again, and this has been reflected on the general markets.

The current reduction is the third price decline recorded on gasoline during the last two months, but gasoline business has failed to show any real marked improvement, regardless of these recent cuts. It is reported that the touring element is not buying as heavily as was generally anticipated, with the result that in spite of favorable weather conditions, the consumption on the road this year is below expectations.

Distributors' stocks are stated as fairly large, but the possibility of gasoline shipments arriving from European centres, has a tendency to weaken the local markets. In view of some wage cutting in the producing areas, combined with the recent substantial drop in crude oil quotations, the opinion is expressed by keen observers of the situation that gasoline prices are subject to further declines in the future. Reductions have been expected in certain quarters and the present tendency is being watched with keen interest by the trade, in view of prevailing circumstances.

Coal Oil Quotations Down

Toronto.

A decrease of 2½ cents per gallon has been announced on current prices of coal oils. Royalite is now quoted at 18½ cents per gallon, and Palacine is priced at 21½ cents.

Roofing, Felts and Sheathings Show Price Reductions

Toronto.

Roofing felts and tarred paper and sheathing register reductions on a number of lines this week. The average decrease is between 8 and 10 per cent. on previous quotations covering the various grades of roofing materials showing a lower range.

Manufacturers report that present stocks are fairly heavy and that prevailing market conditions are forcing the liquidation of these stocks. It was further pointed out that raw material costs have been fairly well maintained, and that current price declines in roofings have resulted from the marked tendency to lower quotations on the majority of hardware commodities.

Distributors of these products state that present business is fair, and keeping well up to expectations for this period of the year. Prospects for an improvement in the fall season are reported bright, and with the new lower prices, stimulated activity is generally looked for. Following is a list showing the current revisions:

PAPER	Per 400-ft. roll Toronto
Dry Fibre, No. 1 Anch	$ 1 35
Do., No. 2 Anch	0 85
Do., No. 2 Elephant	0 95
Tarred Fibre, No. 1 Anchor	1 45
Do., No. 2 Anchor	1 10
Elephant Brand, tarred, No. 2	1 25
Surprise Fibre	1 05
Stag Sheathing	0 95
Cyclone, dry	1 45
Do., tarred	1 70
Joliette Sheathing	0 95
Do., tarred	1 25
	Per 100 lbs.
Monarch Sheathing, white	6 75
Do., gray	5 50
Straw Sheathing, heavy, dry, Toronto	4 05
Imp. White Sheathing	5 50
Imp. Gray Sheathing	4 50
Scythe Brand dry straw	4 55
Spruce Sheathing 36 in. and 72 in. wide	7 25
Asbestos Sheathing	12 00
Carpet Felt	6 00
Tarred Felt, 7, 10 and 16 oz.	4 85

F. o. b. Toronto and Montreal and Hamilton.

ROOFING	Per square Toronto
Samson, 1-ply, roll	$ 3 00
Samson, 2-ply, roll	3 50
Samson, 3-ply, roll	4 10
2-ply ready roofing	2 18
3-ply ready roofing	2 60

	Toronto
Everlastic, 1 ply	2 10
Everlastic, 2 ply	2 50
Everlastic, 3 ply	2 95
Panamoid, 1 ply	1 90
Panamoid, 2 ply	2 30
Panamoid, 3 ply	2 75
Red Star, 2 ply	1 93
Red Star, 3 ply	2 30
Amazon, ex. heavy, 80 lbs. to roll	4 75
Everlastic, Multi-Shingles (4 shingles in One), sq.	6 25
Everlastic Slate Surface Single Shingles, Tylike (red or green), sq.	7 40
Do.	7 80
F.o.b. Montreal.	
Everlastic Liquid Roofing cement—Per gal. in bbls.	0 70
5 and 10 gal. lots, gal.	0 85
1 gal, cans, gal., doz.	10 50
Coal Tar (refined) bbl.	10 50
Coal tar (crude)	9 25
Roofix Roofing Cement—	
In bbls. per gal.	0 60
In ½ bbls. per gal.	0 65
In 5s and 10s	0 70
1 gal. cans, per doz.	9 00
F.o.b. Toronto, Montreal and Hamilton.	

Axe Quotations Reduced

Toronto.

As forecasted in the report quoted in a recent issue of Hardware & Metal, a reduction in the prices on axes has now been announced. The extent of the current decline is $1.00 per dozen base.

Sharp Declines in Scrap Metal Prices

Toronto.

There have been sharp declines noted in the scrap metal price list. The market generally continues very dull, and prevailing conditions are reported as disappointing. Heavy melting steel shows a considerable decrease, and cast iron grades have been equally stagnant with price cuts noted on stove plate and on No. 1 cast. Lead scrap is easier with a lower range recorded, and other reductions are also noted on yellow brass and scrap pipe. The following revised prices are the average nominal quotations for fairly large quantities:

WASTE MATERIALS—		
No. 2 busheling	$	$11 00
Heavy melting steel, gross ton	11 00	12 00
R. Rd. wrought iron, No. 1, gr. ton	11 00	12 00
Scrap pipe, gr. ton	6 00	7 00
Stove plate, net ton	12 00	13 00
No. 1 machinery cast, net ton	17 00	18 00
Heavy, lead	4 25	4 50
Tea lead	2 25	2 50
Red brass		9 00
Yellow brass	6 00	7 00
Light brass	4 00	4 50
Heavy Copper	10 00	11 00
Scrap zinc	3 50	4 00
Old rubbers, boots and shoes	2 50	3 00
Lumberman's rubber boots	1 50	2 00
Auto tires	0 50	1 00
Solid tires	0 75	1 25

Paraffine Price Reduced

Toronto.

In keeping with the declines announced in the prices of gasoline and coal oil, Diamond paraffine is also lowered. The extent of the reduction is 2½ cents, and the new price is now 22½ cents per gallon.

Lower Quotations Looked For on Cotton Twines

Toronto.

Local prices on cotton twines are quoted as unsteady. Some lower revisions are anticipated in certain quarters, but no definite price adjustment has yet been made. A prediction that lower prices will prevail next week is also noted. The present tendency in this market is weaker.

The volume of sales in binder twine is now reported more satisfactory. Manufacturers and distributors state that rope and twines for harvest requirements are moving well, with prospects for fair seasonable business in these products.

Rope and cordage prices are generally well maintained at the advances recently reported. Sales are reported as keeping up to expectations for this season of the year.

Door Set Prices Lower

Toronto.

Reductions to the extent of approximately 10 per cent. are announced this week on the easier-priced lines of inside and front door sets.

Bar Iron Shows Reduction: More Steel Inquiries

Toronto.

The reduction of bar iron from $4.25 to $4.10, and some further seasonable inquiries, are the features of the steel market this week. The best period in inquiries is reported for some time past, but what proportion of business will result is difficult to estimate. The view is expressed in some quarters that these are merely intended to test out the current market tone, and the prevailing buying prices. Based on this general surface improvement, however, prospects are considered as a little brighter than they were a month or two ago, for it is stated as encouraging to receive inquiries in this volume after the recent months of steel depression.

On the other hand, the past week's business is described as another brief spurt, with a reaction expected as soon as current demands have been filled. Mill conditions are still very much varied. The average steel and iron quotations are noticeably a shade lower, but it is practically conceded that better prices could be secured on large orders, if there was a generous volume of business apparent. Every order can be said to be receiving treatment on its individual merits, with the basic quotations for small purchases, which still predominate. No marked development in steel business is anticipated for several weeks. Current prices are as follows:

STEEL AND IRON		
Mild Steel, 3-16 in.	$	4 10
Do. ¼ in. and heavier		3 75
Bar iron, 3-16 in.		4 10
Do., ¼in. and heavier		3 75
Angle base		4 00
Horseshoe iron		4 10
Tire Steel	$ 4 70	5 95
Band Steel 5-8 to 4 in.		4 50
Spring steel	10 75	12 75
Crucible cast sheet steel	30 00	35 00
Mining drill steel		23 00
Cast tool steel		20 00
Sleigh shoe steel	4 10	4 50
Norway iron		15 00
Toe caulk iron	5 40	6 40
Hoop steel		5 00

London Markets

LONDON, June 23.—Important price reductions noted this week cover enamelware, tinware, galvanized ware, nickel-plated ware, sheet iron ware and similar lines. The extent of the decrease is fairly substantial, varying from 20 to 25 per cent. Some grades of building paper, No. 2, plain and tarred fibre, also show reduced quotations, and new lower prices are noted on wrenches and alarm clocks.

Moderately good seasonable business continues. Various lines of summer goods are selling well, and many local merchants expect a very light carry over from this season's stocks. Collections are reported good.

Ware Prices Reduced.

London, Ont.

Substantial reductions are announced this week on many lines of enamelware, galvanized ware and other similar lines. Following are the new revised quotations:

ENAMELWARE	
White	40% off list
Canada	Net list
Imperial	25% off list
Scotch Grey	45% off list
TINWARE	
Stamped Plain	50% off list
Stamped Retinued	50-10% off list
Pieced, list plus	40%
Galvanized, list plus	20%
Sheet Iron, list plus	33 1-3 %

Alarm Clocks Reduced

London, Ont.

A slight reduction in the current prices on alarm clocks has been recorded this week. The extent of the decrease is approximately 5 per cent. New revised prices are as follows:

ALARM CLOCKS	
Big Ben, each	$ 3 75
Baby Ben, each	3 75
Lookout, each	2 05
Sleenmetre, each	2 25
Good Morning, Each	1 90

Wrench Prices Lower

London, Ont.

New lower prices have been announced this week on agricultural wrenches, and following are the revised quotations:

AGRICULTURAL WRENCHES	
Size 6 in., per dozen	$ 8 25
Size 8 in., per dozen	9 00
Size 10 in., per dozen	10 50
Size 12 in., per dozen	13 50
Size 15 in., per dozen	18 00

Building Papers Reduced.

London, Ont.

Reductions are now recorded on No. 2 plain and tarred fibre building papers. The new prices are: Plain paper D2, 85 cents per roll; tarred paper E2 $1.10 per roll.

Cotter Pin Prices Now Slightly Higher

London, Ont.

A new price showing a slightly higher range is now quoted on Campbell's assorted cotter pins. The revised quotation is $2.25 per dozen boxes.

Dry Arsenate of Lead

London, Ont.

Dry arsenate of lead is selling well at present, according to current reports. Prices are maintained as follows:

DRY ARSENATE OF LEAD	
½ lb. pkgs., per lb.	$ 0 46
1 lb. pkgs., per lb.,	0 44
5 lb. pkgs., per lb.	0 42
10 lb. pkgs., per lb.,	0 39
25 lb. drums, per lb.,	0 36
50 lb. drums, per lb.	0 34
100 lb. drums, per lb.,	0 32

Coaster Wagons Popular.

London, Ont.

Coaster wagons and auto wheel coasters are now selling well. Current prices are unchanged, and following are the prevailing quotations:

AUTO WHEEL COASTERS	
No. 00—Doz. List	$ 75 00
No. 01—Doz. List	116 00
No. 1—Doz. list	133 00
No. 2—Doz. List	145 00
No. 3—Doz. List	160 00
No. 4—Doz. List	182 00

Less 35-10%.

Weekly Paint Markets

MONTREAL

MONTREAL, June 23.—Turpentine showing an easier tendency, affords the only change in paint markets this week, quotations now being $1.05 in one barrel lots. Linseed oil is steady and unchanged, the flax market still showing slight fluctuations, but with little marked tendency either upward or downward at present. Shellac still has its firm undertone, but no change has been made locally in quotations. White lead in oil and putty are reported with strength although somewhat unsettled. Paints and varnishes are still moving in good quantity with no price changes made in any of the lines.

Turpentine Prices Easier

Montreal.

With a slight falling off of demand both in foreign and domestic markets, an easier tone is reported on turpentine and quotations locally are lowered 5 cents per gallon bringing the price down to $1.05 in one barrel lots. The months of July and August usually prove quiet months for turpentine, the Spring spurt ending usually in the month of June, and with the demand smaller in the summer months little improvement is expected. On the other hand changes of a drastic nature to lower prices are hardly expected, but the market is looked for to show slight fluctuations. Following are the present quotations:

TURPENTINE—	Per Imp. Gal.
1 barrel lots	1 05
2 to 4 barrel lots	1 03
Broken lots	1 15

Linseed Oil Prices Hold

Montreal.

Linseed oil is holding at quotations of last week, namely 92 cents and 94 1-2 cents in one barrel lots, with the flax market continuing firm and still showing slight fluctuations. Price increases on oil of a few cents per gallon were anticipated in some quarters throughout the week but the close found them unchanged. The local demand is being well maintained although usually at the close of the present month a slight falling off is noticed. Dealers' stocks being low is a factor said to be stimulating sales at present. Unchanged prices for this week follow:

LINSEED OIL—	Raw	Boiled
1 to 2 barrels	0 92	0 94½
3 to 4 barrels	0 90	0 92½

Broken lots, add 10c. gal.

No Change in Shellac

Montreal.

No change is made in prices on either orange or white shellac, with the market tendencies remaining fairly firm. Stocks are fairly low for this season and manufacturers have had to recently buy on the present market of gum shellac, thus causing prices generally to stiffen, with a range in quotations noticeable among the different sources. Present quotations are as follows:

Orange shellac, in barrels, $4.00; in one gal. jugs, $4.30; white, in barrels, or 5 gal. jugs, $4.40; in one gal. jugs, $4.80.

White Lead Unchanged

Montreal.

White lead in oil prices are unchanged at $14.00 in five ton lots, $14.50 in one ton lots and $14.85 in less quantities. A somewhat unsettled feeling again exists in white lead in oil with the result that slightly lower prices are quoted for quantity buying. With pig lead and linseed oil at the present level, and the demand for lead being well maintained, the undertone might be stated as firm. However, from a selling point of view the market can hardly be said to be staple.

Putty Quiet But Steady

Montreal.

A steady market continues on putty, with the demand seasonably light. This is expected, however, as the summer months usually prove a quiet period for this product and little increased activity is looked for until the fall demand commences. Following are the unchanged prices:

Bulk barrels, 800 lbs.	$5.00	$5.25	$5.60
Bulk barrels, 800 lbs.	5 00	5 25	5 60
Bulk drums, 100 lbs.	6 00	6 25	6 60
Do., or tins, loose, 25 lbs.	6 25	6 50	6 85
Drums or tins cased 25 lbs.	7 00	7 25	7 60
1 lb. tins	9 75	10 00	10 35

Pure Linseed Oil Putty, $1.50 per 100 lbs., advance over above prices.

Paint Sales Good

Montreal.

With the end of the present month, the movement of paint, specialties and varnishes usually slackens; the demand falling off with the approach of hot weather. However, paint manufacturers report that sales are being well kept up this year, principally due no doubt to low dealers' stocks. Manufacturers have been kept very busy this season and if the paint buying on the part of merchants is continued well into July the method that they adopted in buying in small quantities and as the demand required, will prove beneficial to dealers and manufacturers alike. No price changes have been made in any of the lines.

TORONTO

TORONTO, June 23.—An easier tone in the turpentine situation with another decrease of 5 cents per gallon, is the feature of the weekly paint markets. This is the second reduction in the price of turpentine recorded in as many weeks.

Linseed oil prices are held at the recent advances, but some fluctuations have been noted in the price of flax seed. A firm recovery is looked for however, and a fair demand coupled with the absence of any surplus supplies, are quoted as the chief reasons for maintaining the current local quotations on linseed oil.

The glass situation is practically unchanged, with prices remaining steady and little new interest in prevailing conditions. Paint sales are still reported exceptionally brisk, with some manufacturers stating that the volume of business recorded last year is likely to be eclipsed.

Scarcity for shipment of shellac and shellac gum on the United States market, is quoted as developing the present strong undertone in current shellac conditions. No further revision of prices is recorded, however, the local quotations continuing to show a range.

Putty prices remain unchanged, with the tone of linseed oil holding the putty market considerably firmer than usual for this season of the year. The strong tendency in white lead has also been maintained, and the higher range on linseed is reflected in white lead in oil.

Turpentine Price Lower

Toronto.

The market for turpentine is again in an unsettled state. A further reduction has been announced this week, which brings the local price for one barrel lots down to $1.02 per gallon. This is 5 cents lower than the quotation last week, and registers the second decline noted during recent days, making a total decrease in the price on turpentine of 13 cents per gallon.

A weakened tendency is reported from southern markets, where stocks are now ample, due to the falling off in the foreign demand. It is pointed out that British interests are usually heavy purchases of turpentine, and recent shipments in this direction from the primary markets have shown a decided falling off, due to the adverse business conditions created by the prolonged English coal strike. Other reports indicate also that speculative activity in Europe has been curtailed, chiefly owing to the continental financial situation.

Coupled with the smaller consumption of turpentine abroad, production for the current year has been fairly large, especially crops in France and in the United States. While the domestic demand recently registered a decided spurt, this failed to last for any length of time. and the strong market tone soon faded. Now that immediate

Continued on page 54

MOORE'S Guaranteed PAINTS











"Save the surface and you save all" *Paint & Varnish*

Bring Your Customers Back for More

Moore's is a complete line of paints, varnishes and enamels for all purposes. All first quality goods, covered by the same straight guarantee and sold to the dealer at prices which enable him to make a "Better Profit" than on any other line on the market.

Moore's Paints and Varnishes are fully guaranteed: Guaranteed that the quality is uniform, that the last brushful will give the same service as the first. A Guarantee that we back up with absolute satisfaction.

If not already selling Moore's Paints and Varnishes write us for our attractive agency proposition. It will pay you to investigate this high quality line.

Ask About Our Agency Proposition

Benjamin Moore & Co.
LIMITED
Paints, Varnishes and Muresco

Toronto Winnipeg











If interested, tear out this page and place with letters to be answered.

Double Paint Business in Two Years

Complete and Well Assorted Stock Located at Store Entrance—Following up Paint Prospects—Farmers Quickly See Preservative Value of Paint.

THE fact that his paint sales have almost doubled in a couple of years in spite of the fact that he is located in a town of 4,500 and has seven competitors, leads J. C. Keyser, of the firm of Rutherford and Keyser, at Simcoe, Ontario, to believe that he is pursuing business bringing methods.

One cannot enter the store without discovering that the firm carries a stock of paints and varnishes of considerable size. The entire left hand side up at the front as one opens the door is filled with cans of paints. Right inside the door is an attractive display table containing paint literature and a showing of small cans and paint literature. Every couple of weeks during the seasons for painting, window displays are arranged. These are varied to include auto finishes as well as the materials required for homes, barns and other work.

Mailing List Helps.

"We have a mailing list on which there are more than 400 names" said Mr. Keyser to Hardware and Metal "and what is more important we keep it up-to-date and follow up all prospects closely. This has brought excellent results."

Keeping the paint department right up at the front of the store, Mr. Keyser believes, has been a big factor also in increasing his sales. People come to know involuntarily through seeing the paint so prominently displayed that whenever they want anything in that line they can get it at Rutherford & Keysers. The fact that they have seen the paint there sticks in their minds and comes to them when they think of buying. Of course this is only one feature of the matter. Good service in the way of helpful hints on the best paints required for their work, and timely information about the best ways of using the paints is another factor in building up good will.

Sells to Farmers

Simcoe is the centre of one of the most prosperous farming communities to be found in Western Ontario. In the district are scores of prosperous farmers who obtain ready money for various products which they ship in large quantities. In the district also are many growers of fruit and vegetables which they send into the Simcoe canning factory and turn over for cash. These people have nice homes and they believe in keeping them nice. Many of them own autos and they believe also in keeping them looking trim. In supplying these wants Keyser & Rutherford find good business and good profits and it is a source of satisfaction to them to see their trade in this and other departments expanding each year.

Appeals Strongly

A selling point that appeals strongly and quickly to most farmers is the damage and heavy loss that will result if buildings are not protected. In many cases the farmer has had ample evidence of the effects of neglecting woodwork and it is an easy matter to show him that such losses directly affect his pocket. This is a sensitive part, an especially sensitive part, with most farmers. They are as anxious to save money as anybody else, more anxious in most cases, and when it is shown to them clearly that painting means a real saving they buy. The farmers are nearly always in need of one or more brushes and by bringing up this matter and keeping the brushes out where they may be seen readily the firm sells a large number. If left to themselves many customers would choose the wrong brush for the work and Rutherford & Keyser find that it is good business to give information as to the best brushes to use.

The Brush Department

Making an Attractive Brush Display

Importance of Preventing Brush Stock From Appearing Shop-Worn—Making a Display Board—Replacing Samples so as to Give Display a Constant Snappy Appearance.

AMONG the different methods of displaying samples of paint and wall brushes, perhaps one of the most effrctive, where space does not permit using a display stand capable of carryng the full stock is, the display board, when all samples are wired or nailed to a painted or varnished panel or a wide board. The display may be neatly arranged as to sizes in round, oval and flat, also according to prices. With these placed near the paint department or hinged between shelving, easy access to the line of brushes carried is gained, and the sale of which in many cases accompanies a paint sale can be made with few extra steps.

There are other ways in which the public can be shown the stock of brushes carried, but whatever method is employed, care should be taken not to allow display or sample brushes to appear "shop worn" or become unsaleable through hanging all season on the board. More particularly does this apply to the better grade of brushes or the painters' tools. When the painter enters the store and asks for a brush, he is looking for a tool that is of first quality, and one that will stand almost perpetual using and does not want to be troubled with the bristles continually loosening and showing on the painted surface. He may be given one from stock, but what becomes of the sample? It has taken on an appearance that is not inviting to him and cannot be guarantteed that bristle will not come out, because it has been exposed too long. Eventually it is placed in the drawers at the end of the season or sold at a reduced figure.

Replace Samples.

To overcome this, sell the sample at regular periods, every three or four weeks. Thus also allowing your sample board to have a new and snappy appearance. Accomplish this by having a small hole bored through the brush handle and suspended on a steel pin driven into the board or panel. The price and number tag will always remain if gum label is glued directly under, so that all that is necessary is the drilling of new brush and it is unlikely, the painter or amateur will offer an objection to receiving a brush with a small hole in the handle.

Substituting will also prove profitable at the commemcement of next season in the early spring months, when samples have again to be shown. Rather than having the previous years display brush as an eye-sore, you can pick at random any brush in the box, they are all new and any one may be used.

Money-Saver for the Brush Department.

To the merchant who carries a stock of twenty-five different kinds of flat wall, oval, flat varnish and round, ash types, also from eight to ten varieties of kalsomine brushes, the estimated cost of his samples is in the neighbourhood of thirty-five or forty dollars. These figures or a good percentage of them ,are quite an item when having to be deducted from the net profits of the season's brush sales, caused by the depreciation of samples that are continually on display. Thus, while brushes are considered a very staple and profitable line to the hardware store, it might be much more so, if leakages such as this are avoided.

WESTERN NOTES

H. Manders of Melford, Sask., has accepted a position as manager of the Retlaw branch of the McGregor Hardware Company, Ltd.

L. A. Lee, who was traveller in the Peace River district for Wood Vallance and Adams, has accepted a position as manager of the McGregor Hardware Co. Ltd., at Travers, Alta.

W. D. Elias of Medicine Hat, has taken over the management of the new branch of the McGregor Hardware Co. Ltd., at Vauxhall.



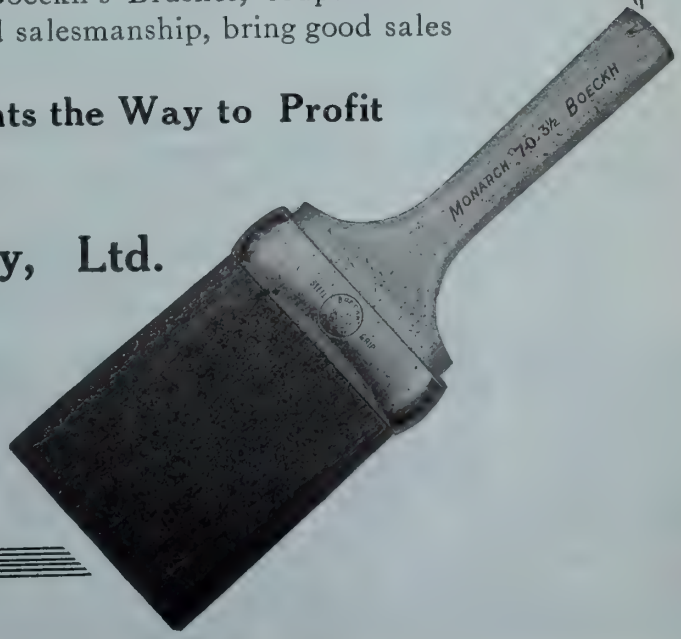
BOECKH'S BRUSHES ARE RUBBER SET

And further strengthened by the powerful grip of well-made ferrules. The bristles cannot come out of Boeckh's Brushes. The bristles are the finest of selected boar bristles, carefully sorted and skilfully set, to make a perfect brush. Boeckh's Brushes are reliable, dependable,

And Fully Guaranteed

There is no risk for the merchant in handling Boeckh's Brushes. He is supported by the co-operation of the whole Boeckh organization. Good, striking displays of Boeckh's Brushes, coupled with the hardware merchant's ability and salesmanship, bring good sales and profitable repeat business.

Boeckh's Catalogue Points the Way to Profit



The Boeckh Company, Ltd.

Toronto, Canada.

Established 1856.

If interested, tear out this page and place with letters to be answered.

Continued from poge 50

requirements are filled, prices have reacted towards easier levels, and this situation is reflected locally with prevailing lower quotations. Following are the current revisions:

TURPENTINE—	Per Imp. Gal.
1 barrel lots	$ 1 02
2 to 4 barrel lots	1 01
5 gallon lots	1 17

Paint Sales Brisk

Toronto.

Paint sales have shown a definite increase over last year's records, and are now more numerous than generally expected. Painting activity is in full swing. Manufacturers report that retail stocks are moving well, and replacement orders, representing immediate requirements, continue to keep distributors of paint products extremely busy.

Present conditions in the paint markets indicate that the end of the current season should see merchants' stocks in paints and varnishes at a very low ebb. There is a feeling reported among the trade that prices on the products have not reflected as great a decrease as has been apparent in the cost of the raw materials. In other words, further reductions are looked for in proportion to declines in production costs, and according to replacement values. This situation is indicated as one of the chief reasons for the surprisingly low stocks of paint products in th hands of retail merchants.

Manufacturers and distributors of paint and varnish, however, discredit such rumors, and state that current quotations on these lines should be well maintained throughout the season. They point out that the price lowering at the end of last year was followed by further declines early this spring, which brought paint prices down to a lower level than that evident in many other lines. It is claimed that paint, when compared with current reductions on other commodities, shows a greater proportionate decrease.

Construction activities, principally home building, show an increase for the month of May over the returns for April, and while this condition is evident, the prevailing volume of sales is expected to continue in a free movement of ready-mixed colors and finishes during the next few months.

Firm Tone in Shellac

Toronto.

The present strong undertone in the shellac situation is reported to have been caused through the scarcity for shipment of shellac and shellac gums on the United States markets. A brisk demand is apparent, and the increased price of gum, which has been reflected in recent higher quotations on shellac, have so far failed to restrict buyers.

The spurt of activity which enlivens the shellac market is stated as likely to again develop a quieter tone as soon as shortage of supplies is relieved, according to the opinion of local dealers. No predictions could be secured as to whether price adjustments would probably follow, but any future settlement is expected to be on slightly higher levels than those which prevailed during the early spring. A range is still noted in local current quotations, which remain unchanged as follows:

SHELLAC—	Pure White	Pure Orange
In bbls., per gal.	$ 4 25—4 50	$3 65—4 25
Gal. jugs, per gal.	4 75—5 00	4 15—4 75

Oil Prices Hold But Flax Seed Fluctuates

Toronto.

The flax seed market has shown a slight reaction from the strong tone apparent during recent weeks. According to reports from crushers, a decline was noted in the price of seed. Whether this tendency will weaken the current linseed oil prices, cannot be immediately determined, for the market is still admittedly of a bullish nature. An early price recovery on flax seed is reported due, the fluctuation being only of a temporary nature; and local distributors of linseed oil state that the prevailing oil quctations are expected to hold at the advance recently recorded.

Outside markets, however, have noted an easier level in linseed oil quotations, and it is reported that continued brisk sales have tended to maitain local prices, which follow:

LINSEED OIL—	Raw	Boiled
1 to 2 barrels, per gal.	$ 0 97	$1 00
3 to 5 barrels, per gal.	0 96	0 99
6 to 9 barrels, per gal.	0 94	0 97

Less barrels, add 15 cents per gal.

Glass Situation Steady

Toronto.

An easier tone is noted in the Belgian franc, this rate reclining with the recent fluctuations recorded in European exchanges. This situation, however, has not been extensive enough to affect the local replacement cost of glass, according to statements of manufacturers and distributors of both plate and window glass.

With the volume of sales still recorded as limited, there is practically no change noted in prevailing quotations. Some price declines are anticipated in the United States markets on common window glass, but local merchants point out that reductions in American glass would be principally for the purpose of meeting other manufacturers, and such changes should have practically no effect on the Canadian market, as current prices here are already on a lower level.

General Markets continued from page 49

Winnipeg Markets

Wire Prices Lowered

Winnipeg.

Price reductions have been announced this week on annealed and bright market wire. The revised quotations follow:

ANNEALED WIRE	
9 to 9	$ 5 65
10	5 71
11	5 77
12	5 85
13	5 95
14	6 05
15	6 20
16	6 35
BRIGHT MARKET	
0 to 9	5 90
10	5 96
11	6 02
12	6 10
13	6 20
14	6 30
15	6 45
16	6 60

Hay Bale Ties Reduced

Winnipeg.

Reductions have been announced on prices of hay bale ties, and these are now selling at $6.85, f.o.b., Winnipeg, and $6.30, f.o.b Ft. William.

New List on Axle Grease

Winnipeg.

The current prices on axle grease have been lowered through the list prices being reduced. The discount is unchanged at 10 per cent. off. Following are the new list quotations on Diamond and Mica axle grease:

AXLE GREASE	
Diamond	
48 lbs.	$ 6 40
10 lb. Pails	1 40
15 lb. Pails	1 85
25 lb. Pails	2 65
½ bbls., per 100 lbs.	7 00
Barrels, per 100 lbs.	6 40
MICA	
48-1	7 45
12-3	5 25
24-3	10 15
12 5	8 40
6-5	4 55
10. lb. Pails	1 70
15 lb. Pails	2 30
25 lb. Pails	3 35
½ bbls., per 100 lbs.	8 20
Barrels, per 100 lbs.	7 60

Stove Pipe Wire Lower

Winnipeg.

The price of stove pipe wire has been reduced this week, and the prevailing quotations are: No. 18, $9.30; No. 19, $9.80.

Soldering Coppers Reduced

Winnipeg.

Prices on soldering coppers have now been revised on a lower basis. Following are the new prevailing quotations:

SOLDERING COPPERS	
1 pound, per lb.	$ 0 51½
1½ lb., per lb.	0 47½
2 lb., per lb.	0 44
2½ lb., per lb.	0 43
3 lb., per lb.	0 41
3½ lb., per lb.	0 41
4 lbs. and over, per lb.	0 40

Rosin Quotation Revised

Winnipeg.

Quotations on rosin have now been reduced, and this product is now selling at 12 cents per lb. in barrel lots, and 13 cents per lb. in less quantities.

Reductions Shown on Range Boiler Prices

Winnipeg.

Prices on range boilers have been reduced again this week, and the following are the new revised quotations:

RANGE BOILERS Galvanized	
30 gallons	$ 10 00
35 gallons	13 25
40 gallons	16 25
52 gallons	23 50
66 gallons	32 75
82 gallons	40 00
100 gallons	50 00
120 gallons	60 00

Linseed Oil Steady

Winnipeg.

Current quotations on linseed oil are still holding at the increased prices announced last week. The average prices are $1.15 per gallon for raw, and $1.18 for boiled.

Turpentine Price Holds

Winnipeg.

No change has been recorded in the price on turpentine. Some revisions on a lower basis were looked for in certain quarters, but the present price of $1.20 per gallon in barrel lots, has been maintained.



Get the Painter Business

Painter business is steady business. It represents volume—and volume means profit.

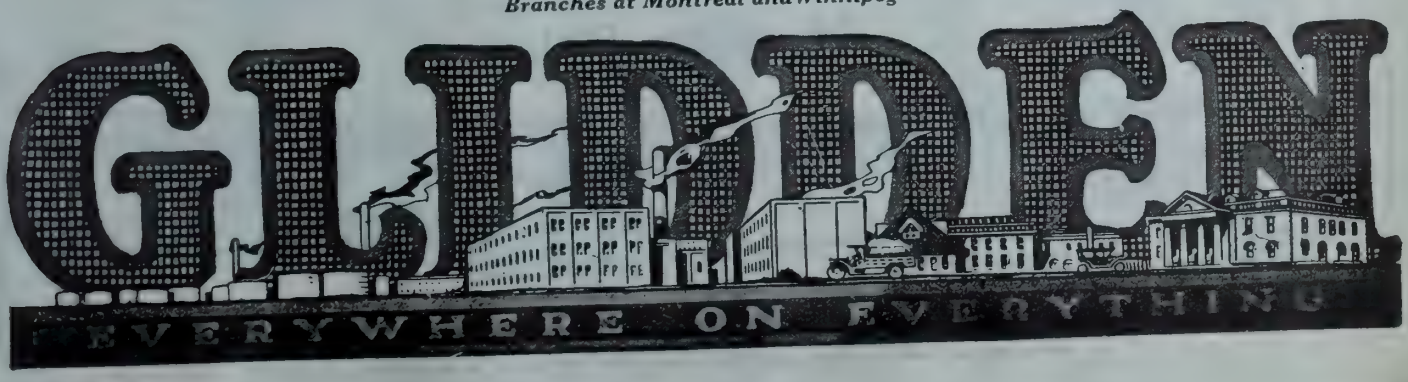
It's worth going after.

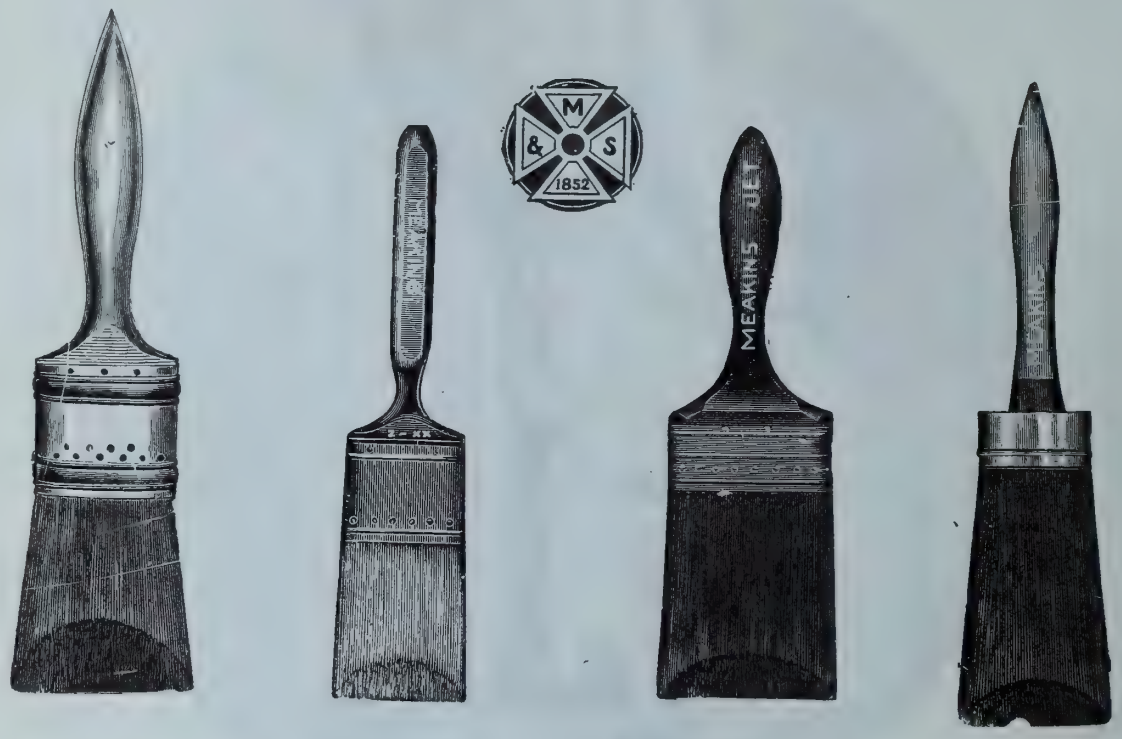
And worth holding, so go after it with Glidden products and Glidden quality will hold it.

Glidden is a reputable name throughout the Dominion. It is a synonym for good varnish. It is now known as a safe name for paints, enamels and every other kind of material the painter needs.

If you're really in earnest about the paint question we have a proposition that will prove of interest to you. Write for prices and plan.

THE GLIDDEN COMPANY, LIMITED
Toronto, Ontario
Branches at Montreal and Winnipeg





Meakins Salesmaker Brushes

Someone called them that, appropriately enough. Retail brush salesmen, who handle Meakins Brushes, find them easy to sell, and their experience shows that customers appreciate the excellence of these reliable brushes. They enjoy remarkable success in repeat sales, because the good-will gained by their service in use is quite naturally reflected to your store.

Meakins & Sons, Limited

Hamilton, Ont.

Warehouses: **Winnipeg, London, Toronto, Montreal, Vancouver. Pilkington Bros., Calgary, Alta.**

If interested, tear out this page and place with letters to be answered.

TINKER TOM'S TALKS.

Tinker Tom Talk No. 318

Roses in bloom—
Meadows deep with clover—
Strawberries ripe—
The sun shining—
Just enough rain—

What more is needed to make man happy?

I'll tell you what I think—

Confidence—in Canada and its future—

Co-operation—in gradually and decently reducing costs of materials and wages.

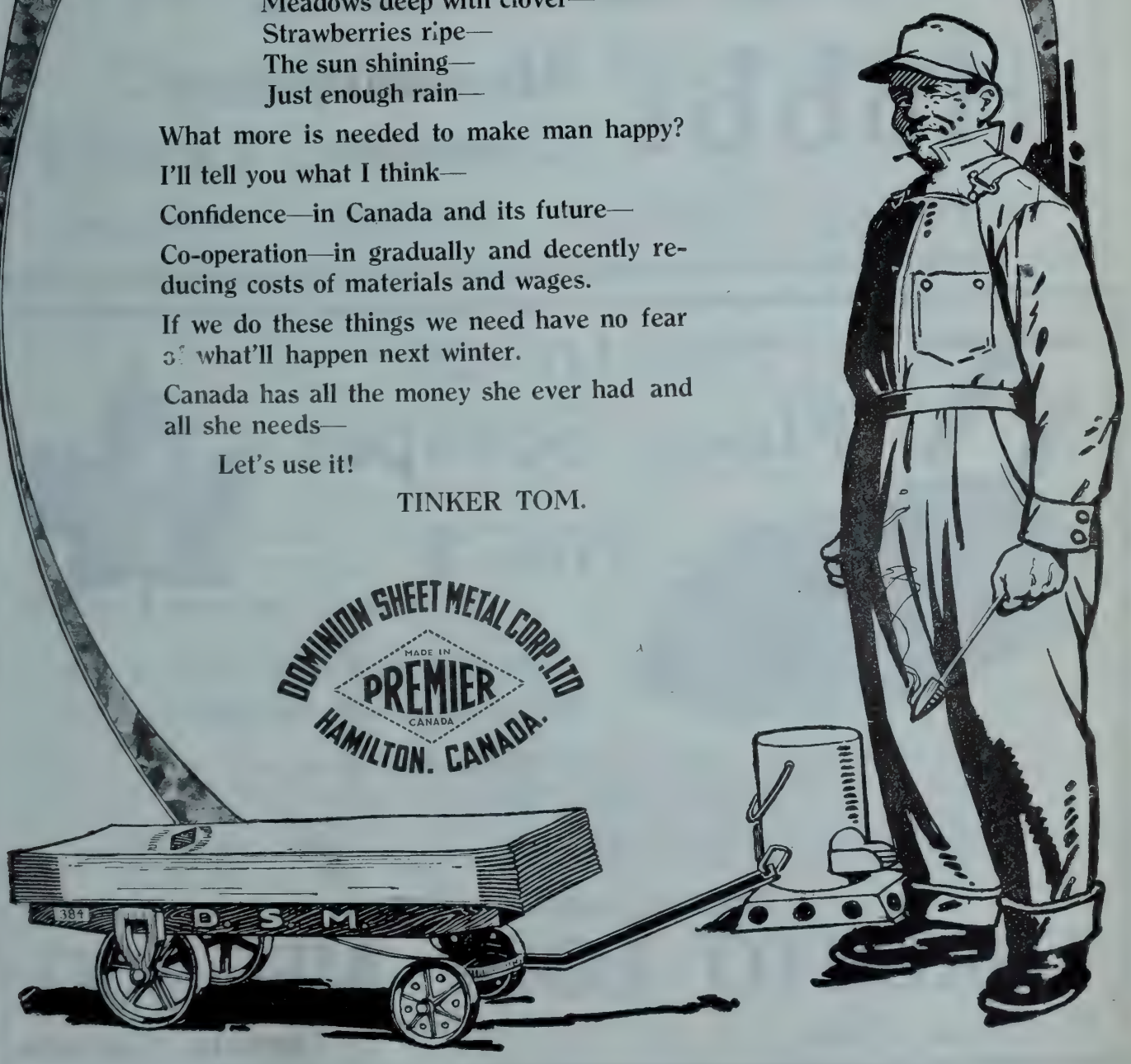
If we do these things we need have no fear of what'll happen next winter.

Canada has all the money she ever had and all she needs—

Let's use it!

TINKER TOM.

DOMINION SHEET METAL CORP. LTD
MADE IN PREMIER CANADA
HAMILTON. CANADA.



If interested, tear out this page and place with letters to be answered.

GLASS

We are receiving quantities of Belgium Window Glass and can quote you very attractive prices for immediate deliveries or for import shipments. We stock or manufacture Plate, Bevelled Plate, Mirrors, Figured, Leaded, Wired and Prism Glass.

Write, Phone or Wire for Prices

Hobbs Manufacturing Company, Limited

MONTREAL TORONTO LONDON WINNIPEG



"TO-LO-CO" Floor Scraper No. 2

TO-LO-CO REGISTERED TRADE MARK

You can sell it or rent it for $2 a day---a money maker

SIMPLE AND EFFECTIVE. — This machine will accomplish the same amount of work that three men can do by the old-fashioned method of hand scraping. It is equipped with double-edged steel blades of peculiar temper, and made specially for the purpose. The blades are easily re-sharpened when necessary. It weighs 118 lbs.

RUBBER-TIRED WHEELS.—The "To-Lo-Co" Floor Scraper No. 2 is a well made, neatly finished machine. It is constructed to get into every corner, thus eliminating all hand work. No. 2 is fitted with heavy rubber-tired wheels, which prevent marring of the finished surface.

Write for Catalog and Prices

TORONTO LOCK MFG. CO.

Patterson Place :: :: Toronto, Canada

If interested, tear out this page and place with letters to be answered.



Wa-Ko-Ver Stain
Beautifies All Woodwork

Not only does it beautify, but it wears like iron. You will find it pays in future sales always to recommend Wa-Ko-Ver Stain whenever your customers have worn floors or scratched woodwork to renovate. It restores the freshness of the floors or woodwork, pleases your customers, and makes permanent business for you. The established reputation of this effective, serviceable stain makes it a pleasure to sell. Good displays in your windows, on your counters, or other conspicuous places, remind visitors to your store, and people that would otherwise be "passers-by," of their need for Wa-Ko-Ver stain. This sales-maker will handsomely reward a little sales-effort on your part.

Write Us For Reasons Why You Should Handle This.

"Save the surface and you save all" *Paint & Varnish*

G. F. Stephens & Co., Limited

Paint and Varnish Makers

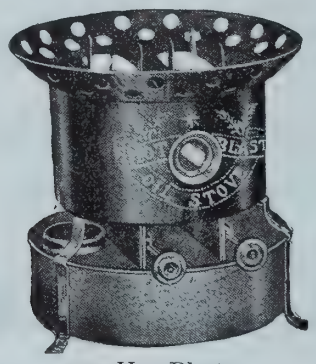
Winnipeg **Calgary** **Edmonton**

If interested, tear out this page and place with letters to be answered.

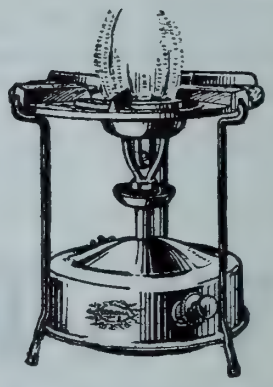
The Trade Mark behind the "Hardware House of Quality"

DIAMOND A BRAND ASHDOWN'S GUARANTEE

The Largest Wholesale Hardware Dealers in Canada

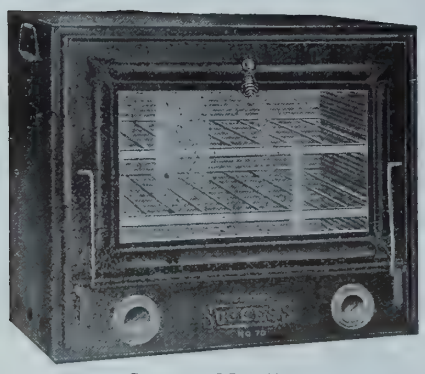


Hot Blast

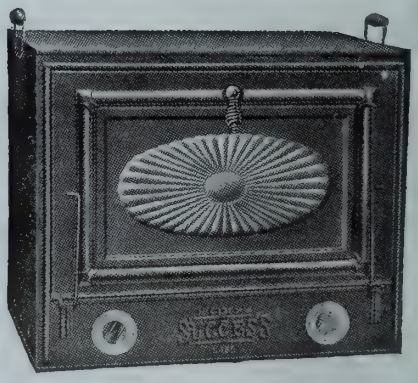


Corona Wickless

Oil Stoves and Ovens



Success No. 70



Success No. 65

Ashdown's Oil Stoves and Ovens offer an interesting field of business for the hardware merchant. The summer vacation and camping season is approaching and these lines will be in demand. The Hot Blast has 2 extra large burners, large oil filling hole; large, seamless oil founts, chimney and extensions of drawn steel, no cast iron parts to get broken. The Carona Wickless is finished polished brass; iron top ring; burns ordinary lamp oil (kerosene, petroleum, paraffin oil); "Roarer" Pattern.



Florence Automatic

The Florence Automatic Oil Stove is ideal for the summer cottage; dependable, durable, attractive, and efficient. The special improvements in the Florence burner concentrates heat directly on the bottom of cooking utensils and the flame is nearer.

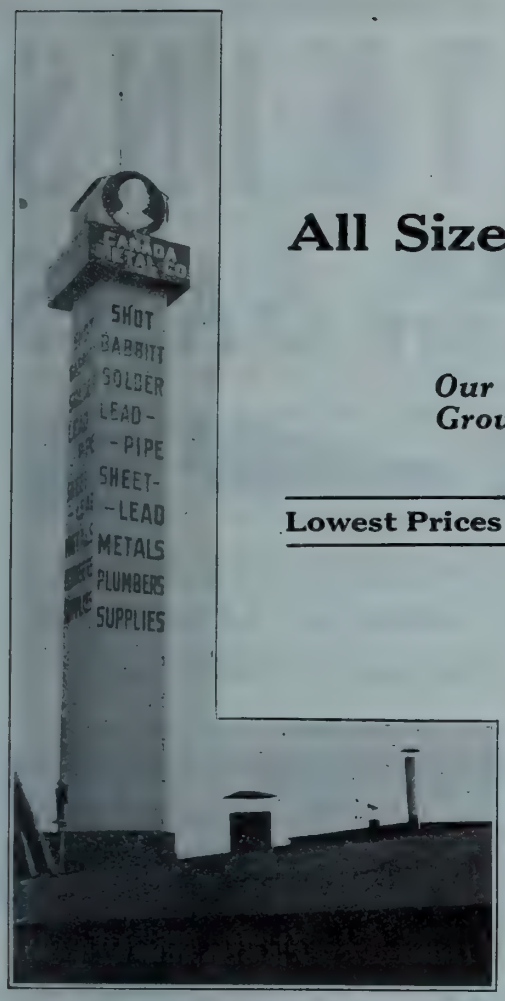
Success Ovens No. 70 are strong and durably made with drop glass doors as shown. They contain strong wire racks, removable sheet iron reflectors, etc. No. 65 has drop door lined with tin and having two heavy wire supports. It is well made of polished, blued steel. Full tin linings at ends, back and top. No. 70 and 65 are 2-burner ovens; No. 80 is 1-burner.

The J. H. Ashdown Hardware Co., Limited

Winnipeg, Canada

Calgary Saskatoon

If interested, tear out this page and place with letters to be answered.



SHOT

All Sizes **25 Lb. Bags**

Kegs or any weight

Our Shot Tower overlooks the Toronto Exhibition Grounds. The highest tower in the Dominion.

Lowest Prices **Highest Quality** **Immediate Shipment**

ALSO

SHEET LEAD **BABBITT**
SOLDER **LEAD PIPE**
NAILS **WIRE**

THE CANADA METAL CO., LTD.

Toronto Montreal Winnipeg Vancouver

CARTER'S

Always Recommend

CARTER'S GENUINE DRY RED LEAD

It is worth recommending. A highly oxidized and very finely ground Red Lead that is always pure, always uniform and very economical. The best protection paint for metal work, railway and marine work, steam pipes, etc.

Carter's Genuine Orange Lead, Genuine Dry White Lead and Litharge are of a similar high quality. Write for prices and particulars.

The Carter White Lead Company of Canada, Limited, 91 Delorimier Ave., Montreal

Window Glass

Also Plate, Figured, Bent, and Ornamental Glass

S RED

Stained, Wired, Mirror

Order Early

The Toronto Plate Glass Importing Co., Limited

Don Roadway **Toronto**



This Painter—

realizes the essential part of good painting is in the material he uses.

It has always been his policy to choose his own BRUSHES and paints so that he will be assured of good results. He knows wearing quality; good workmanship, and fair prices.

Therefore he—

always asks for

TRADE SIMMS SET IN RUBBER SIMMS MARK

PAINT and VARNISH BRUSHES

Why? Because he's SATISFIED, and knows they are the best on the market.

SIMMS BRUSHES are always popular because they give the **right service.** Set in rubber by an improved process, it is impossible for the bristles to fall out, no matter what maltreatment they are subjected to. Why not share in the profit of the trade and goodwill that goes with the handling of SIMMS BRUSHES?

T. S. SIMMS & CO., Limited

Makers of Better Brushes and Brooms for 55 Years

Head Office : ST. JOHN, N.B.

Montreal Toronto London
Winnipeg Office: Hammond Bldg., Winnipeg, Man.

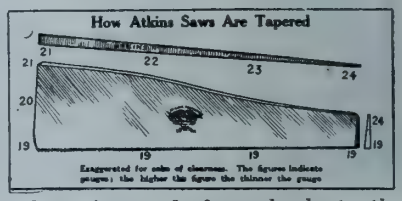
ATKINS

STERLING QUALITY SAWS



REASONS WHY YOU SHOULD SELL ATKINS STERLING QUALITY SAWS

Sterling Quality Steel is our exclusive formula, and the best saw steel made



Atkins Hand Saws are ground the two-way taper, that is, the cutting edge is the same thickness while the back tapers evenly from the handle to the point and from back to the cutting edge. See illustration.

Segment Grinding



Atkins Cross-Cut Saws are Segment Ground. This gives our saws clearance with very little set. The illustrations show the difference between Atkins process of SEGMENT GRINDING and the imitation.

The Imitation



Atkins Sterling Quality Steel receives our special process of Gas Tempering, which makes it tough and stiff, without being brittle. This is the reason why Atkins Saws will hold an edge longer.

Sell Atkins Saws and you will learn the meaning of "The Finest on Earth."



Made in Canada

E. C. ATKINS & CO.

Established 1857

"The Sterling Quality Saw People"

Factory: Hamilton, Ont.
Branch: Vancouver, B. C.

THE BEST P G IN GLASS

You Use
GLASS
—then consult us about your requirements.

PLATE GLASS FOR SHOWCASES, SHELVES
DISPLAY COUNTERS MIRRORS, SHEET
AND FANCY ART GLASS

ZOURI
Safety Set
Metal Store Front Construction

Our latest Catalog is sent free to all retailers.
Write for Your Copy to-day

THE
CONSOLIDATED
PLATE GLASS CO
OF CANADA LIMITED
WINNIPEG TORONTO MONTREAL

NAILS
WIRE
BALE TIES

WIRE HOOPS FOR KEGS *and* BARRELS
STRAIGHTENED RODS
COPPERED AND TINNED WIRE

Are You a User? Did You Read This Ad.? If So, Ask for Prices.

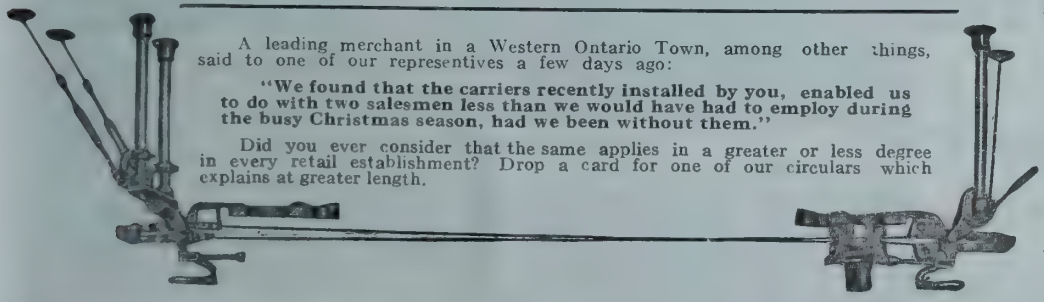
THE GRAHAM NAIL WORKS
Operated by the CANADA METAL CO., Ltd.
TORONTO



Write for Catalog

Order Northland Skis
Now for Next Season. Prices Are Down
New World's record jump is 229 feet Made by Henry Hall, February 9, 1921, at Revelstoke, B.C., on Northland Skis.

Northland Ski Mfg. Co.
St. Paul, Minn.



A leading merchant in a Western Ontario Town, among other things, said to one of our representives a few days ago:

"We found that the carriers recently installed by you, enabled us to do with two salesmen less than we would have had to employ during the busy Christmas season, had we been without them."

Did you ever consider that the same applies in a greater or less degree in every retail establishment? Drop a card for one of our circulars which explains at greater length.

Gipe-Hazard Store Service Co. Ltd.
113 Sumach St.
TORONTO, ONT.

Advertising in Hardware and Metal is economical, because the advertiser reaches only a class of business men directly interested in his product.

If interested, tear out this page keep with letters to be answered.

WANT ADS

If you want a buyer, clerk, salesman, traveler, position, you can reach the best men in the trade through these columns.

If you wish to buy or sell a business, or dispose of overstocks, you can reach a larger number of hardware men through this page than in any other way.

Rates (payable in advance) 2 cents per word. An additional charge of 10 cents for each insertion is made when Box Number is required. Each figure counts as one word. When panels are desired a charge of $2.20 is made for a panel 1 inch deep by 2⅛ inches wide.

Address all advertisements for this section to HARDWARE AND METAL, 143-153 University Ave., Toronto, Can.

SITUATIONS WANTED

EXPERIENCED HARDWARE SALESMAN and Stockkeeper. Box 82 Hardware and Metal.

WANTED—FIRST-CLASS HARDWARE clerk, married, seven years' experience. Could take charge. Advancement is what I am after. State salary. Write to J. Entwistle, Springside, Sask.

YOUNG MAN DESIRES POSITION IN retail hardware. Six months' experience. Would consider partnership or purchasing business later. Box No. 27, Hardware and Metal.

SALES REPRESENTATIVE

SALES REPRESENTATIVE — MANUFACturer of established line of hardware specialties and metal products desires sales representative in Toronto and Montreal. Apply giving experience, references, etc. Drawer L, Niagara Falls, N.Y.

FOR SALE

FOR SALE—SET OF TINSMITHS' TOOLS. John L. Wilson, Enterprise, Ont.

FOR SALE—HARDWARE BUSINESS IN GREY county. Stock about seven thousand. Can be reduced. Large store and dwelling under same roof. A real proposition, so act quickly. Ill-health reason for selling. Box 170 Hardware and Metal.

FOR SALE—NEW STORE, SUITABLE FOR hardware. Gerrard St. East. Practically no opposition. Splendid opportunity. Easy terms. Apply Mullett & Wood, 1426 Danforth Ave., Toronto.

MISCELLANEOUS

NICKEL PLATING — ORDERS EXECUTED promptly. Prices on application. Communicate with F. W. Higginson, 173 William St., Montreal. Telephone Main 8144.

Advertisements on this page

2 cents a word

payable in advance

Even One Half Hour

spent reading your trade paper is time well spent. Then pass it on to your assistant, and let it help him to help you.

THE MANUFACTURER

INSURES HIS PLANT, machinery and merchandise.

The merchant insures his buildings and stock.

The farmer insures his stock and equipment.

The family man insures his house and furniture.

Every man insures his life.

Insurance protects investments.

The advertiser's insurance policy is the report of the Audit Bureau of Circulations on the publications with which he places contracts.

He protects his investment. He insures himself against misrepresentation of circulation. He knows that he really gets what he is paying for.

The reports of the Audit Bureau of Circulations on Hardware and Metal are furnished on request.

We insure our advertisers.

If interested, tear out this page keep with letters to be answered.



TRADE MARKS

Any trade-mark shown on this page, when stamped on an article of hardware, is the manufacturer's personal "O.K.," guaranteeing the quality of the product.

Metal Stamping and Press Work to Order

Also name plates, embossed trade checks, time checks, badges, steel stamps and stencils or anything in steel or brass lettered or embossed to order.

The Hamilton Stamp and Stencil Works, Limited, Hamilton, Ont.

Sash Weights Wall Washers

All Kinds of
Plain Duplicate Gray Iron Castings
CANADIAN DIE CASTING CO., LIMITED
Drummond Building, Montreal

PETERBOROUGH CANOES



High Grade Canvas Covered and Wooden Canoes, Row Boats etc
Paddles and Oars.
Peterborough Canoe Company Limited
288 Water Street Peterborough, Canada.

"Monarch" & "Safe-Lock" Fencing

We make Farm, Lawn and Poultry Fencing, Gates, etc., and *sell exclusively to the Hardware Trade.* Write for Agency.

Owen Sound Wire Fence Co. Ltd.
OWEN SOUND, ONT.

DOON TWINES, LIMITED

KITCHENER, ONT.

Manufacturers of all kinds of Twines and Cordage, Plow Lines, Clothes Lines, Ropes, etc. Write for samples and prices.

Mills at Doon and Kitchener, Ont.



"ROYAL" GRINDERS

Made by S. Cheney & Son, Manlius, N.Y.

A.G. & A.L. Brown & Co. Montreal.

Canadian Sales Agents.

STERLING

Hack Saw Blades and Machines

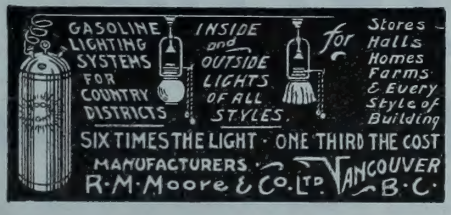
Manufactured by

Diamond Saw & Stamping Works
BUFFALO, N.Y.

"Dazee Brand" Woodenware

Buy Western-made Washboards, Step Ladders, Bake Boards, Ironing Boards, Clothes Horses, Tub Stands, etc. For sale by all jobbers. We guarantee the quality will please you. If jobber does not supply you write us direct.

The Brett Mfg. Co., Limited
WINNIPEG, MAN.

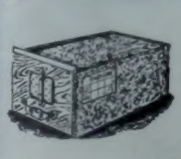


Look for the full name
RUSSELL JENNINGS
stamped on the round of our
AUGER BITS
The original double twist auger bit, Patented by Mr. Russell Jennings in 1855
RUSSELL JENNINGS MFG. CO.
Chester, Conn., U.S.A.

BATH ROOM FITTINGS

K NIAGARA
KINZINGER, BRUCE & CO., LIMITED
NIAGARA FALLS, CANADA
WHAT WE MAKE WE GUARANTEE

AUTO ACCESSORIES



Cameron Metal Drawers

LONGER WEAR, BETTER SERVICE

Write us for Prices and Particulars of Cameron Wall Cases and Fixtures

Cameron & Co.
74 Logan Ave. Toronto, Ont.

Have you any small needs?

Do you want to sell anything?

If so, advertise on this page and watch results.

If interested, tear out this page keep with letters to be answered.

INDEX TO ADVERTISERS

A

Acme Waste Mfg. Co., Ltd. . 28
Aero Mfg. Co., Limited 21
Allcock, Laight & Westwood 26
Atkens, C. C. and Co. 62
Ashdown Hardware Co., J.H. 60
Atlas Iron, Wire and General Metal Works 26
Auto Strop Safety Razor Co., Limited 18

B

Barrett Co., Ltd. 15
Barnett Co., Ltd., G. and H. 30
Brett Co., The 65
Beoun, A.G. and A.L. Co.,.. 65
Birkett, Thos. and Son., Ltd. 30
Brantford Roofing Co. Ltd. 19
Boeckh Co., Ltd., ... 53
Butler and Co., Geo. 31

C

Cameron and Co. 65
Canada Metal Co. 23, 33, 61
Canada Steel Goods Co., The 3
Cane and Sons Co., Ltd., Wm. 30
Can. Wire and Iron Goods Co 33
Canada Dry Cells, Limited 16
Can. Hardware and Implement Underwriters 17
Can. Hart Products 13
Canada Die Casting Co. .. 65
Can. Foundries and Forgings Co., Limited 11
Chamberlain Dissolvo Co. .. 28
Channel Chemical Co. .... Inside front cover
Carter White Lead Company of Canada, Ltd., ... 61
Chicago Solder Co. 31
Crane, Limited 10
Chicago Spring Butt Co. Ltd. 26
Clemson Bros., Inc. 14
Clyde Cutlery Co. 27
Consolidated Plate Glass Co. Limited 63
Crookes and Son, John.... 26
Collette Mfg. Company 29
Continental Paper Products, Ltd. 20

D

Davidson Mfg. Co., Ltd. The 12
Diamond Saw and Stamp Works 65
Dominion Cartridge Co. 34
Doon Twines, Ltd. 65
Dominion Sheet Metal Corp. 57
Dowswell Lees and Co., Ltd. 7
Dustbane Mfg. Co. 14

E

Empire Level Mfg. Co. 28

F

Fittings, Limited 26

G

Gipe-Hazard Store Service .. 63
Gutta Percha and Rubber, Ltd. 4
Gendron Mfg. Co. 22
Glidden Co., The 55
Graham Nail Works 63
Great Western Smelting and Refining Co. 26

H

Hamilton Stamp and Stencil Works Ltd. 65
Hamilton Stove and Heater Company 12
Hobbs Mfg. Co. 58
Hutton and Co., James 28
Hoyt Metal Co. 28

I

Imperial Oil Limited 6
International Business Machines Back Cover

J

Jardine and Co., A. B. 20
Jennings Mfg. Co. Russell 65
Johnson Inc., Edward E. .. 20

K

Kinzinger Bruce and Co. Ltd. 65

L

Laidlaw Bale and Tie Co. .. 21
Lamplough and Co., F. W. 33
Lane Unique Tool Co., Will B 14
Leslie and Co., Ltd., A. C. 36
London Rolling Mill Co. ... 23
Lufkin Rule Co. of Can. Ltd., 66

M

Manitoba Steel and Iron ... 16
Martin and Co., Ltd., ... 33
Mica Co. of Canada, Ltd. .. 33
Miller Bros. Co., Limited.. 28
Maxwells, Limited 21
Meakins and Sons, Ltd. 56
Moore and Co., Benj., Ltd. .. 51
Moore and Co., R. M. 65
Morrison Brass Co., James 25
Myers and Bro., F. E. 23

N

National Farming Machinery Limited 27
National Cash Register Co. of Canada, Limited 8
Nicholson File Co. 29
Northland Ski Mfg. Co. 63
Niagara Metal Stamp Corp. 30
Nova Scotia Steel and Coal Company 23

O

Oakey and Sons, John 33
O-Rib-O Mfg. Co. 33
Owen Sound Wire Fence ... 65

P

Peterboro Canoe Co. Ltd.,.. 65
Parmenter and Bulloch Co. Limited 20
Pedlar People, Limited 28
Pink Co., Thos. 22
Progressive Mfg. Co. 26

R

Russell Jennings Mfg. Co. .. 65
Rideau Specialty Co. 65
Rice Lewis and Sons, Ltd... 1

S

Sanderson-Harold Co., Ltd... 31
Shambrook, W. D. and Co... 5
Sheet Metal Products 2
Sleeper Hartley, Inc. 31
Shurly F. H. Co., Ltd. 21
Simms, F. S. and Co. 62
Starrett Co., L. S. 32
Stephens and Co., G. F. 59
Steel Trough Machine Co., Ltd. 23
Steel Co. of Canada, Ltd.... 9
Still Mgf. Co. J. H. 24

T

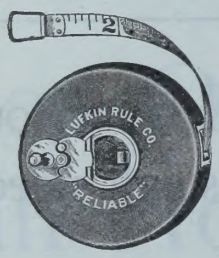
Taylor-Forbes Co., Ltd. 36
Toronto Plate Glass Importing Co. 61
Trees and Co., Samuel 25
Trimont Mfg. Co. 22
Toronto Lock Mfg. Co. Ltd. 58

U

Union Iron and Metal Co. .. 22

W

Want Ad. Page 64
Wentworth Mfg. Co. 24
Western Hardware Mfg. Co. 24
Wheeler and Bain, Ltd..... 31
Wilkinson Paper Co. Ltd... 28
Wrought Washer Mfg. Co. 24
Wilkinson and Kompass ... 31



LUFKIN

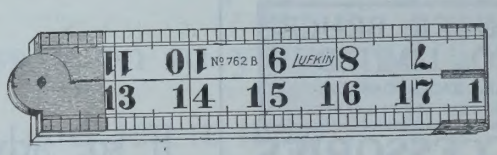


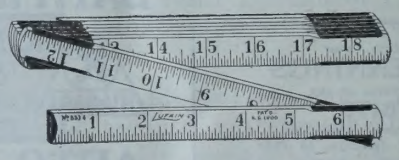
Tapes and Rules

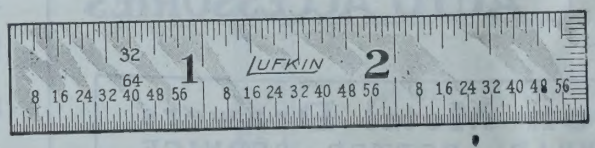
MADE IN CANADA

RELIABLE PROGRESSIVE LINES

RECOGNIZED STANDARD—SELL WELL







THE LUFKIN RULE CO. OF CANADA, LTD.
WINDSOR, ONT.



A Continuous Sheet of Flat-Drawn Glass Running Night and Day

Look carefully at this illustration. It is worthy of special study, for it represents the beginning of a new standard of quality for sheet glass in Canada.

The operator in the illustration is removing from a Libbey-Owens machine, a sheet of perfectly flat, perfectly annealed glass, glass that is the same thickness throughout, (no thick or thin ends) glass which will break on the cut, saving you waste and annoyance, and adding to your profits, glass without a blemish of any kind!

Cylinder made glass, the kind you know and are now selling, is never flat, but always has a bowed or bellied surface, it is full of blemishes, cannot be depended upon to break on the cut, is brittle and uneven in texture.

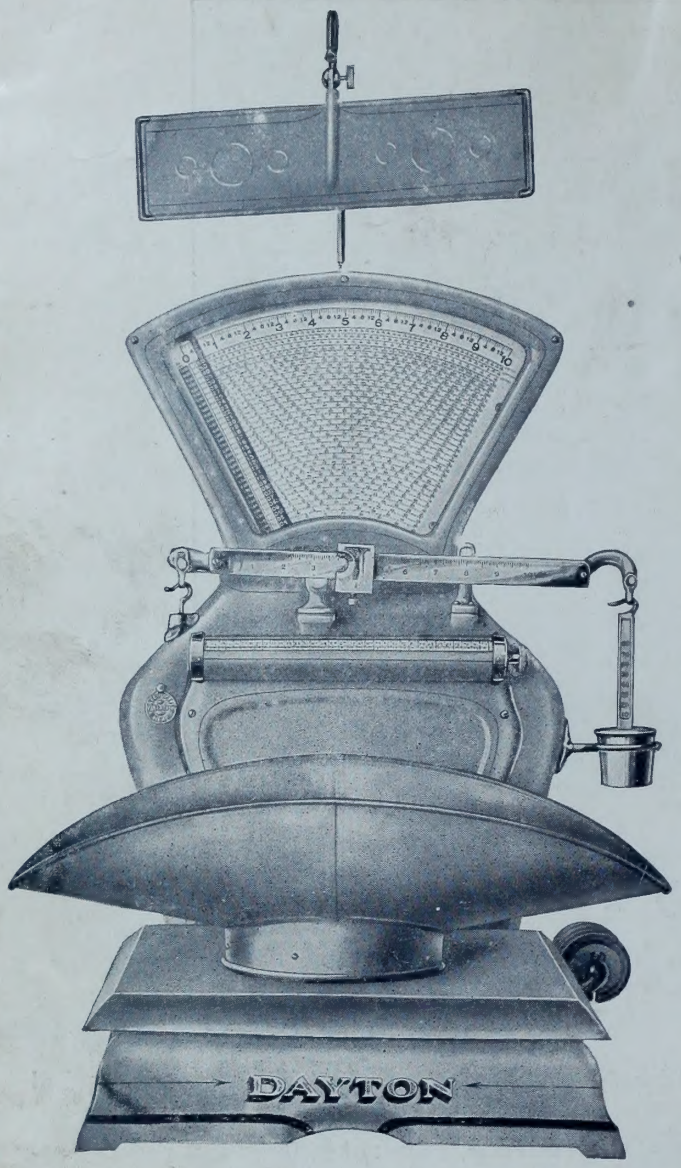
Every sheet of Libbey-Owens will back up our guarantee it is made flat, and a 200 foot annealing oven gives it the kind of temper that will save you from losing your own in the future.

And this fine glass is being made for YOU in our new and magnificent factory in Hamilton, Ontario. You will find the Libbey-Owens process fully described in our illustrated booklet, entitled "The Story of Libbey-Owens Flat Drawn Glass." Send at once for your copy. It will show you the way out of ALL your glass troubles, and give you the reasons why the glass end of your business will in future be a pleasure instead of a continual disappointment.

"There is NO Flat-Drawn Glass but Libbey-Owens"

Canadian Libbey-Owens Sheet Glass Co., Limited, Hamilton, Ontario.

LIBBEY FLAT DRAWN GLASS OWENS
MADE IN CANADA



"It splits the line without a shade of error!"

Says a Dayton user:

"I believe in a convenient computing scale for each department of my business, to assure customers quick service.

"The indicator signals when the clerk is getting near the weight wanted and he is able to split the line without a shade of error."

In less than two years the Dayton Hardware Scale has made itself an **INDISPENSABLE** part of the equipment of the progressive Canadian hardware merchant.

Hardware stores which a year ago were trying it out in tentative fashion now tell us: "If there is anything better than ONE Dayton, it is TWO or THREE Daytons!"

Hardware merchants have been quick to grasp the lesson learned by the grocers of Canada: Do not try to make one Dayton do the work of two. Daytons placed at convenient points in the store speed up service and eliminate delays which are irritating to the customer.

The clerk with a Dayton price chart before him always "splits the line," with ease and without a moment's delay, giving weights that are accurate to the fraction of a cent.

EXCLUSIVE FEATURES

We'll be glad to explain to you any of the Dayton's numerous exclusive features. The counting scoop, which counts bolts, nuts, screws and other small articles is a marvel of accuracy. See also the wire rack, which enables you to weigh coils of wire, rope, hose, etc., with ease and speed.

SPEED UP YOUR SERVICE WITH MORE DAYTONS.

DAYTON

INTERNATIONAL BUSINESS MACHINES CO., LIMITED

Frank E. Mutton, *Vice-President and General Manager.*

Head Office and Factory, *Royce and Campbell Avenues, Toronto.*

International SPEED ACCURACY ECONOMY Business Machines

For your convenience we have Service and Sales Offices in Vancouver, Calgary, Edmonton, Saskatoon, Winnipeg, Walkerville, London, Hamilton, Toronto, Ottawa, Montreal Quebec, Halifax, St. John's, Nfld.

Also manufacturers of International Time Recorders and International Electric Tabulators and Sorters.